



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of May 2020

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	May-20		May-19		Change	
High Rise	428		3,612		-88.2%	
Low Rise	438		969		-54.8%	
Total	866		4,581		-81.1%	
Year to Date Sales	Jan.-May. 2020		Jan.-May. 2019		Y/Y Change	
High Rise	7,655		9,553		-19.9%	
Low Rise	5,053		3,756		34.5%	
Total	12,708		13,309		-4.5%	
Year to Date Supply	Jan.-May. 2020		Jan.-May. 2019		Y/Y Change	
High Rise	5,814		12,234		-52.5%	
Low Rise	4,205		3,478		20.9%	
Total	10,019		15,712		-36.2%	
Year to Date Completions	Jan.-May. 2020		Jan.-May. 2019		Y/Y Change	
High Rise	9,056		10,539		-14.1%	
Remaining Inventory	May-20	Apr-20	May-19	M/M Change	Y/Y Change	
High Rise	9,526	9,832	14,112	-3.1%	-32.5%	
Low Rise	4,121	4,020	5,024	2.5%	-18.0%	
Total	13,647	13,852	19,136	-1.5%	-28.7%	
Benchmark Price	May-20	Apr-20	May-19	M/M Change	Y/Y Change	
High Rise	\$985,436	\$984,369	\$779,687	0.1%	26.4%	
Low Rise	\$1,109,643	\$1,117,955	\$1,109,501	-0.7%	0.0%	
Projects	New Openings	All Active	Under Const.	Pre-Const.		
High Rise Projects	3	361	285	147		
High Rise Units	175	95,019	77,701	36,107		
% Sold*	74%	85%	92%	79%		
Low Rise Projects	5	294				
Low Rise Units	75	30,590				
% Sold*	27%	87%				

* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

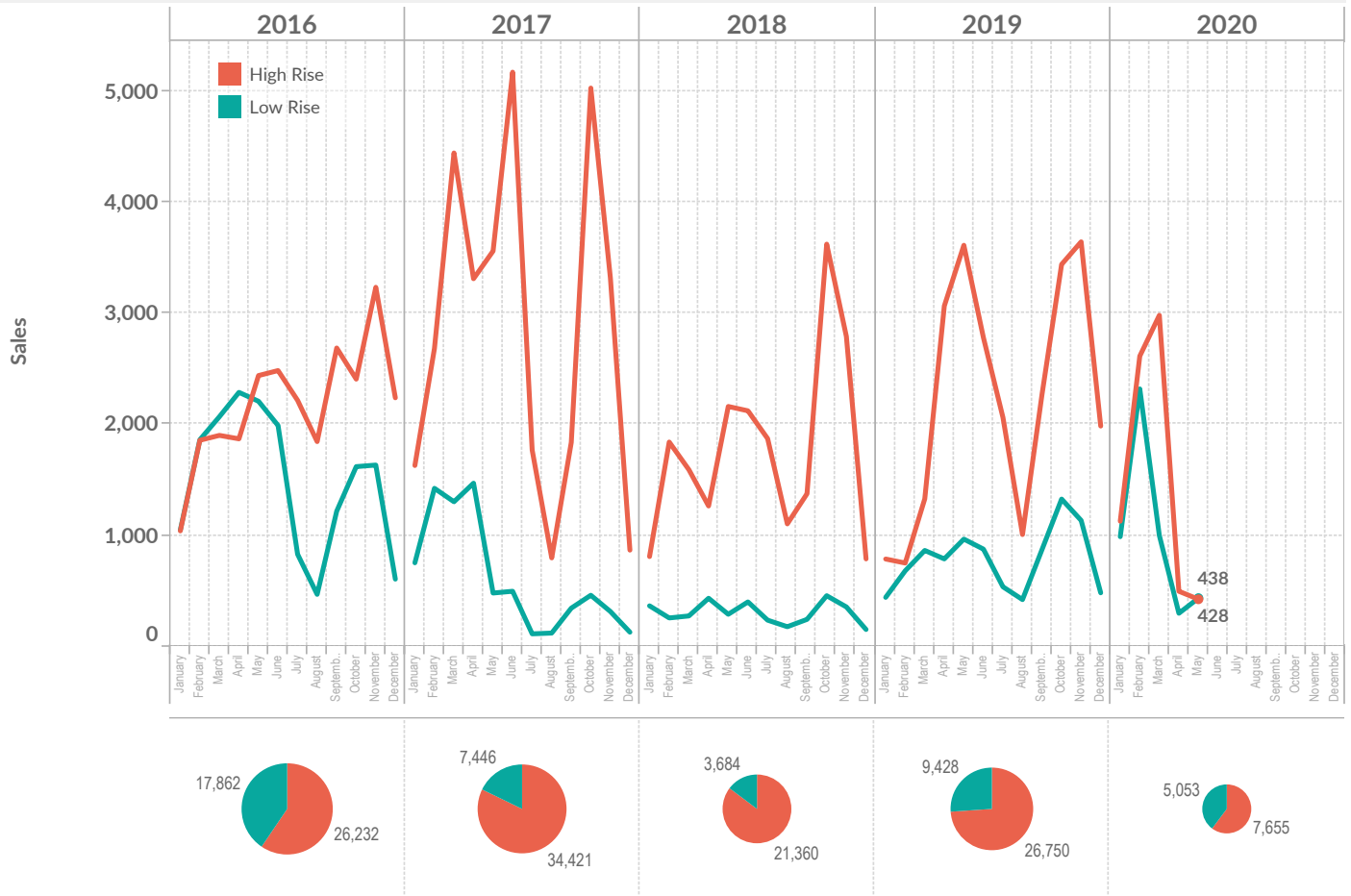
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

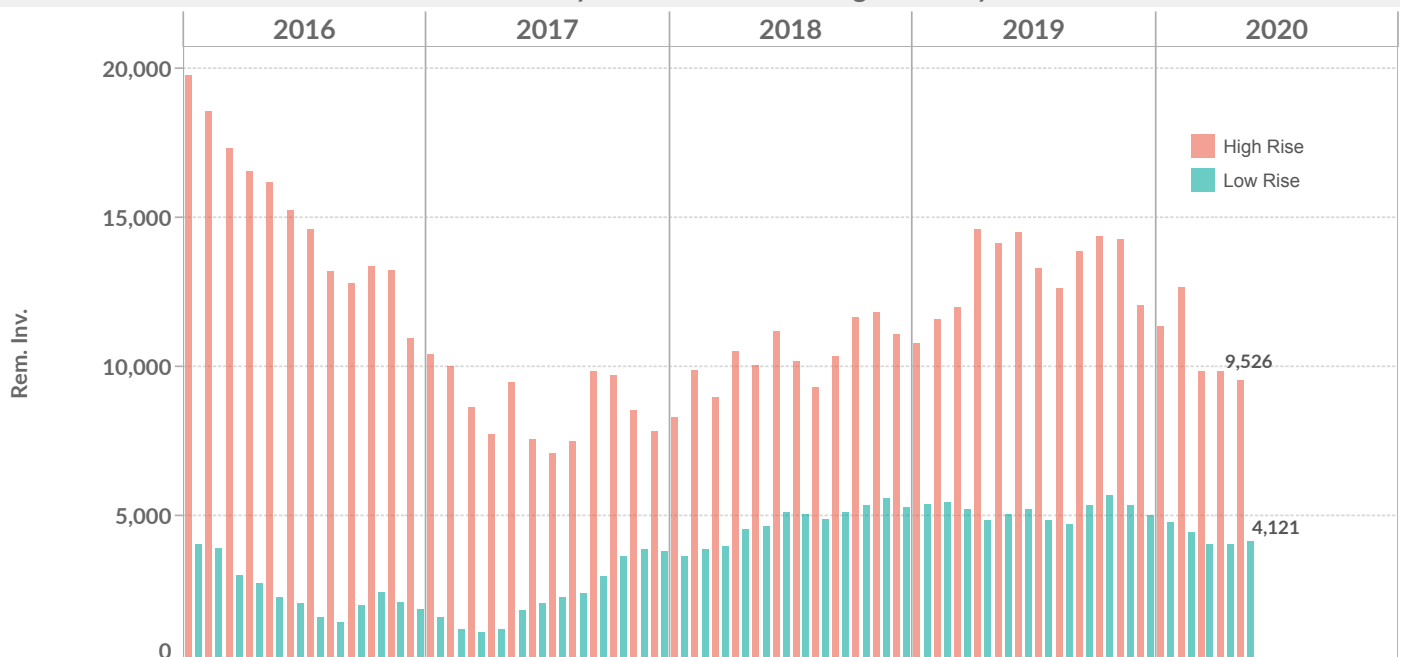
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

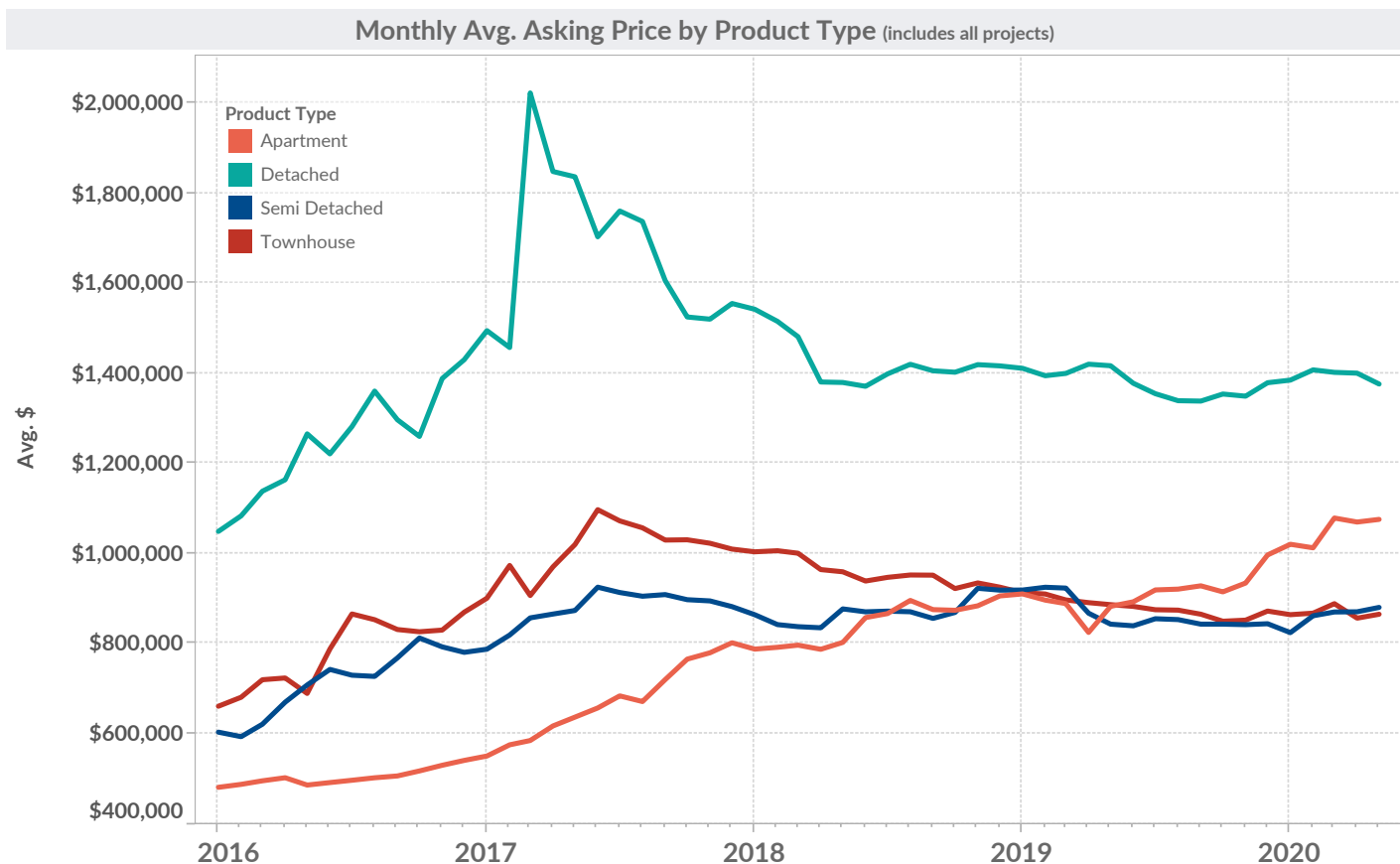
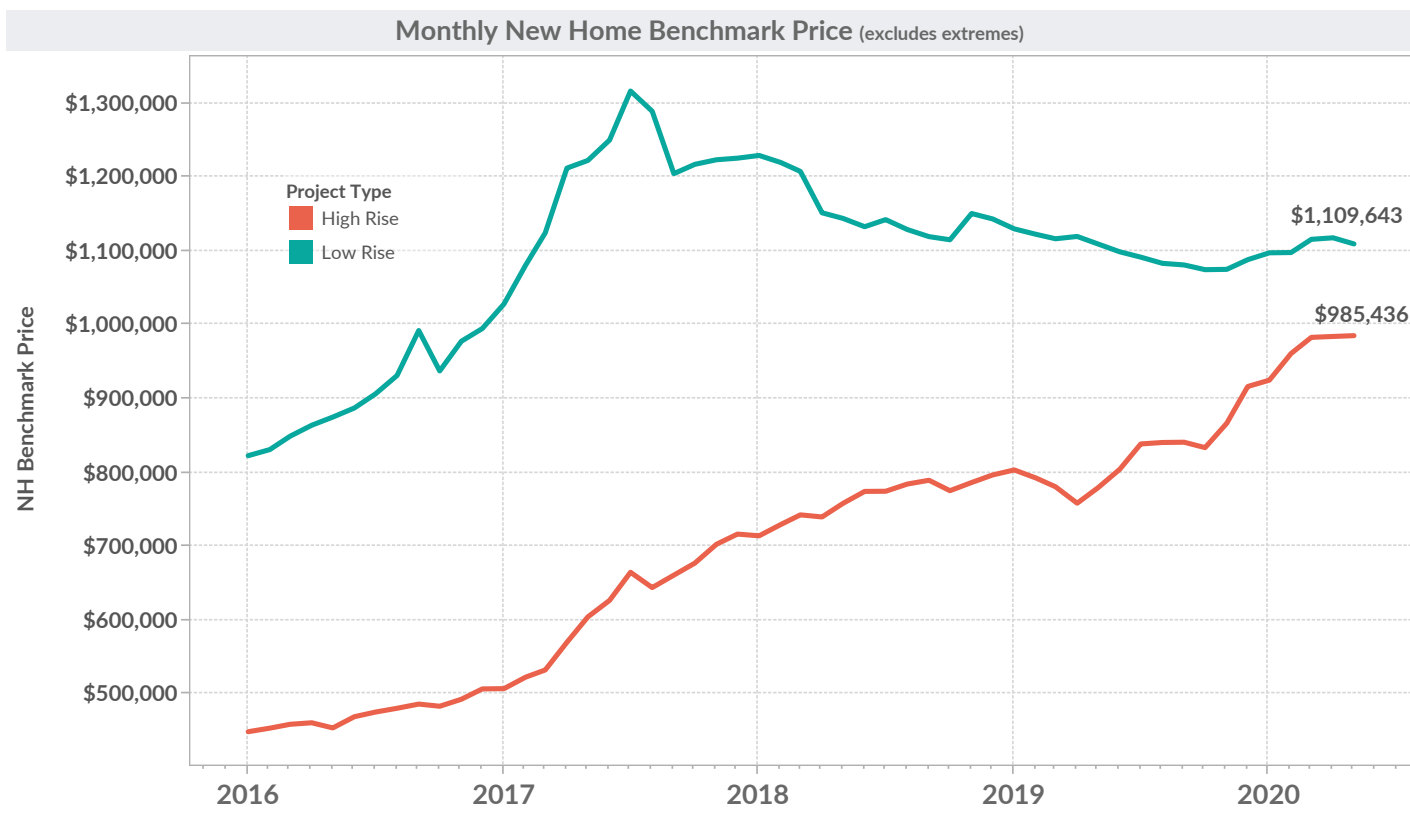
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

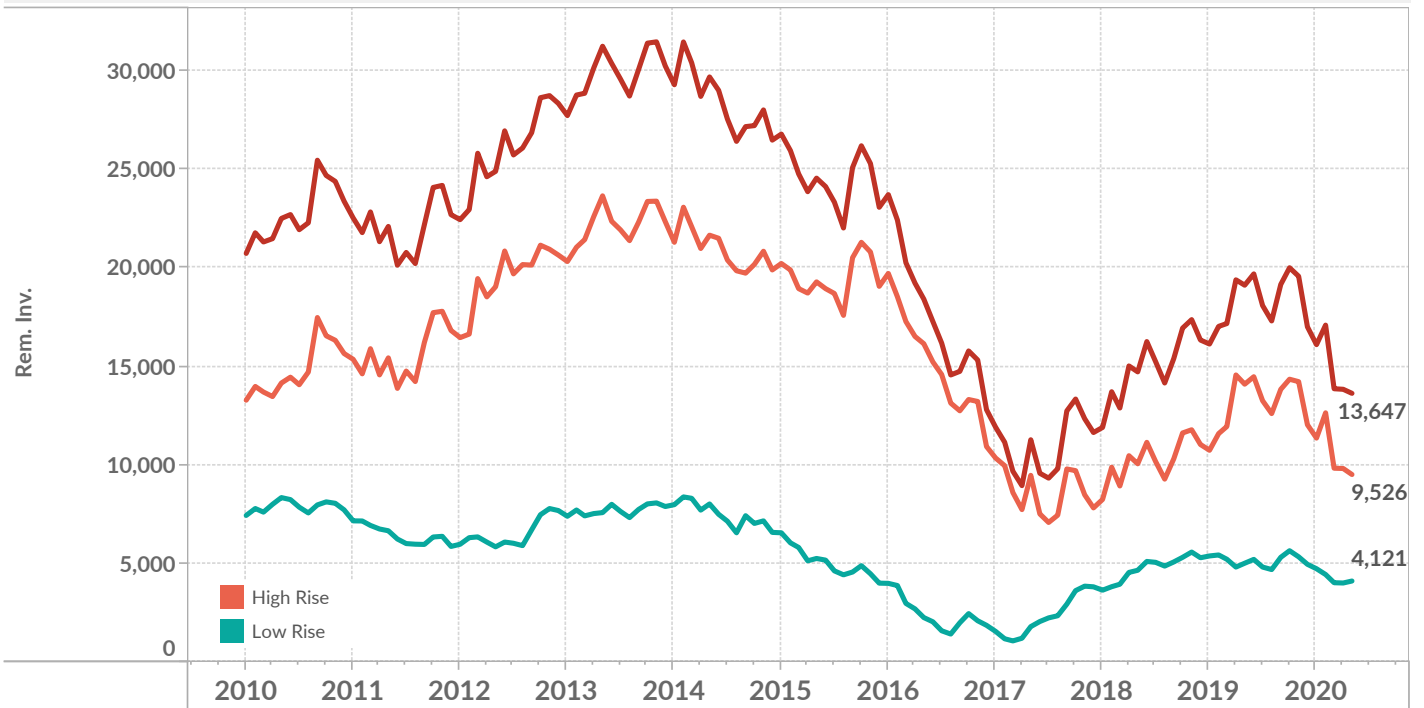


Pricing

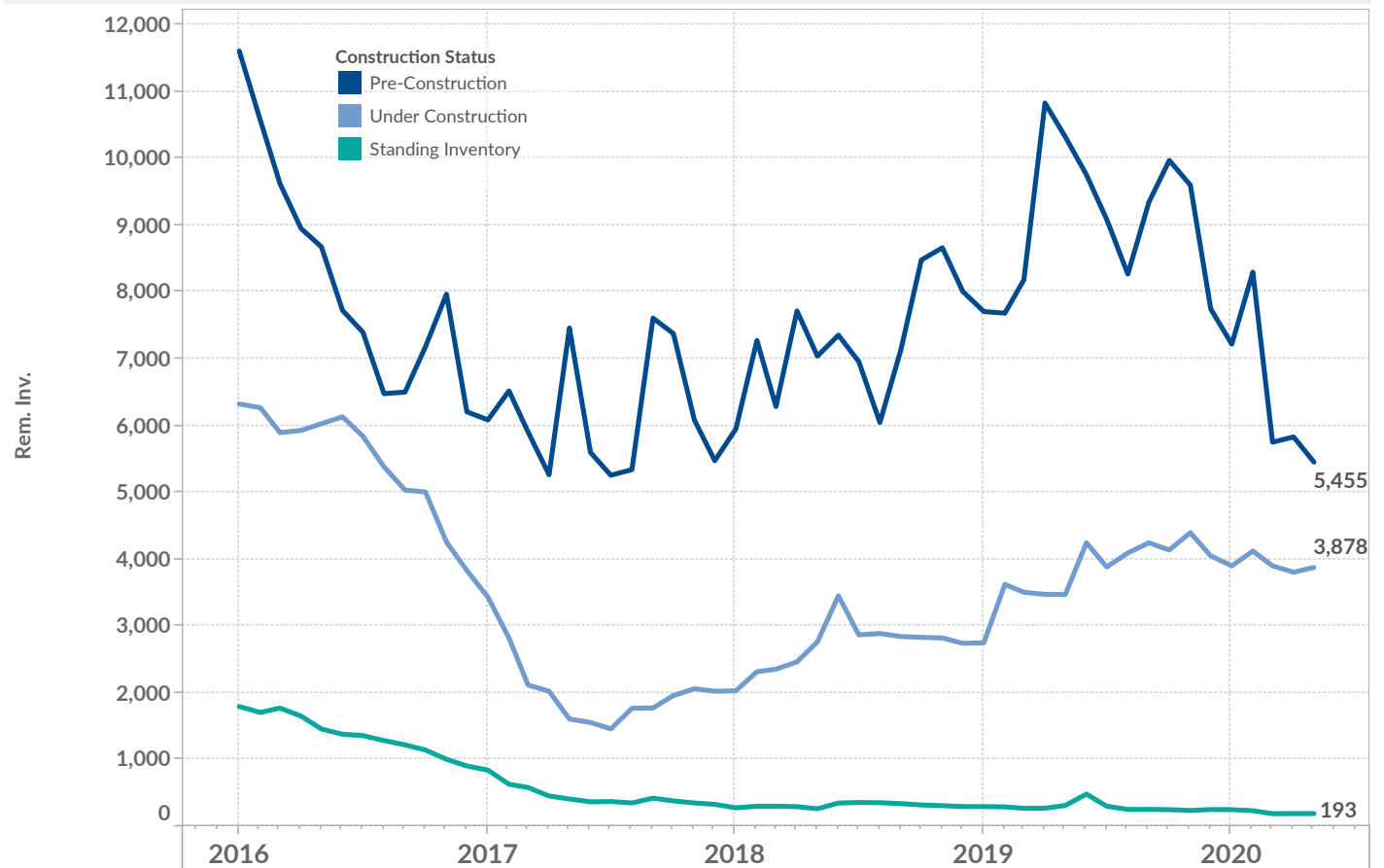


Remaining Inventory

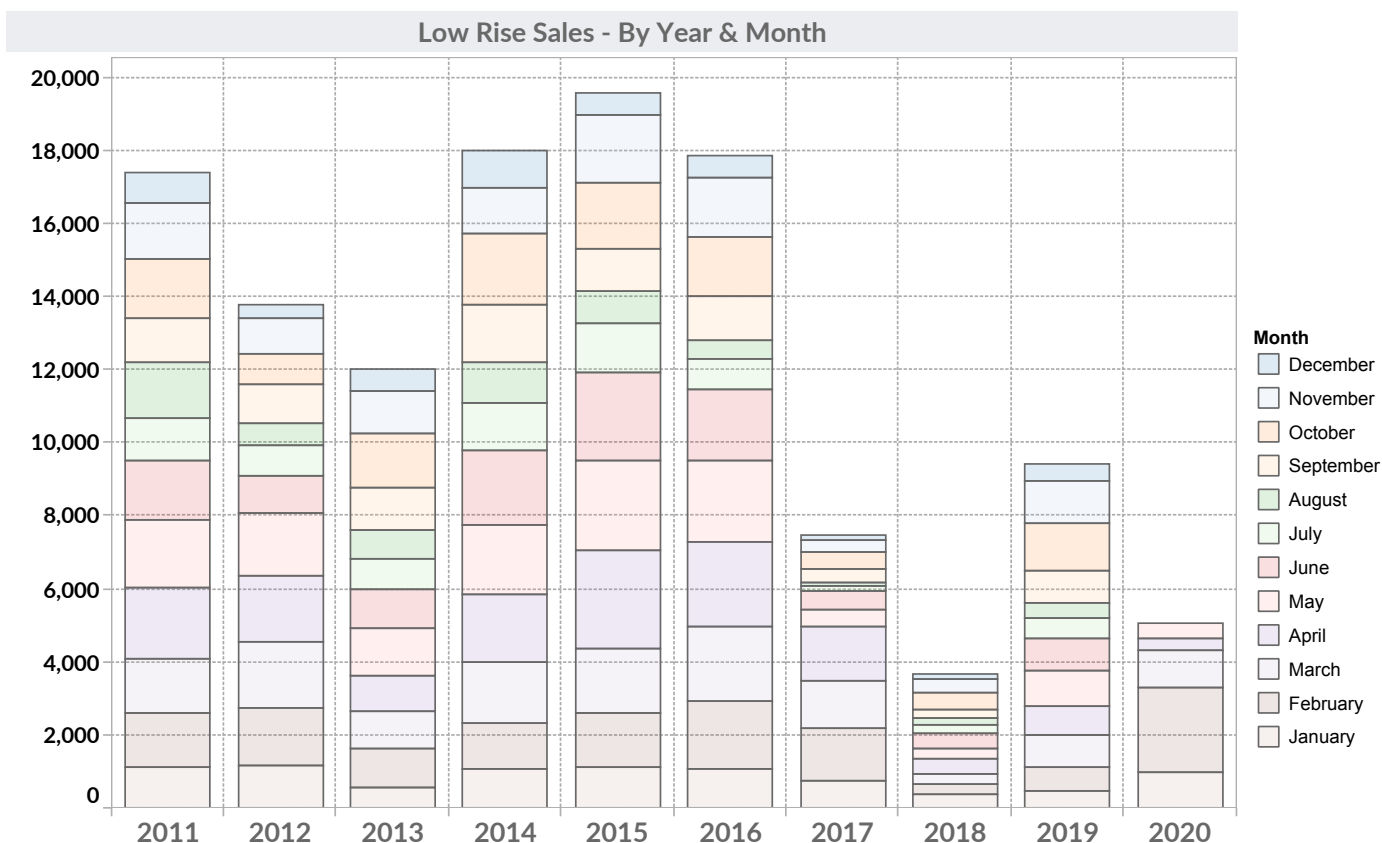
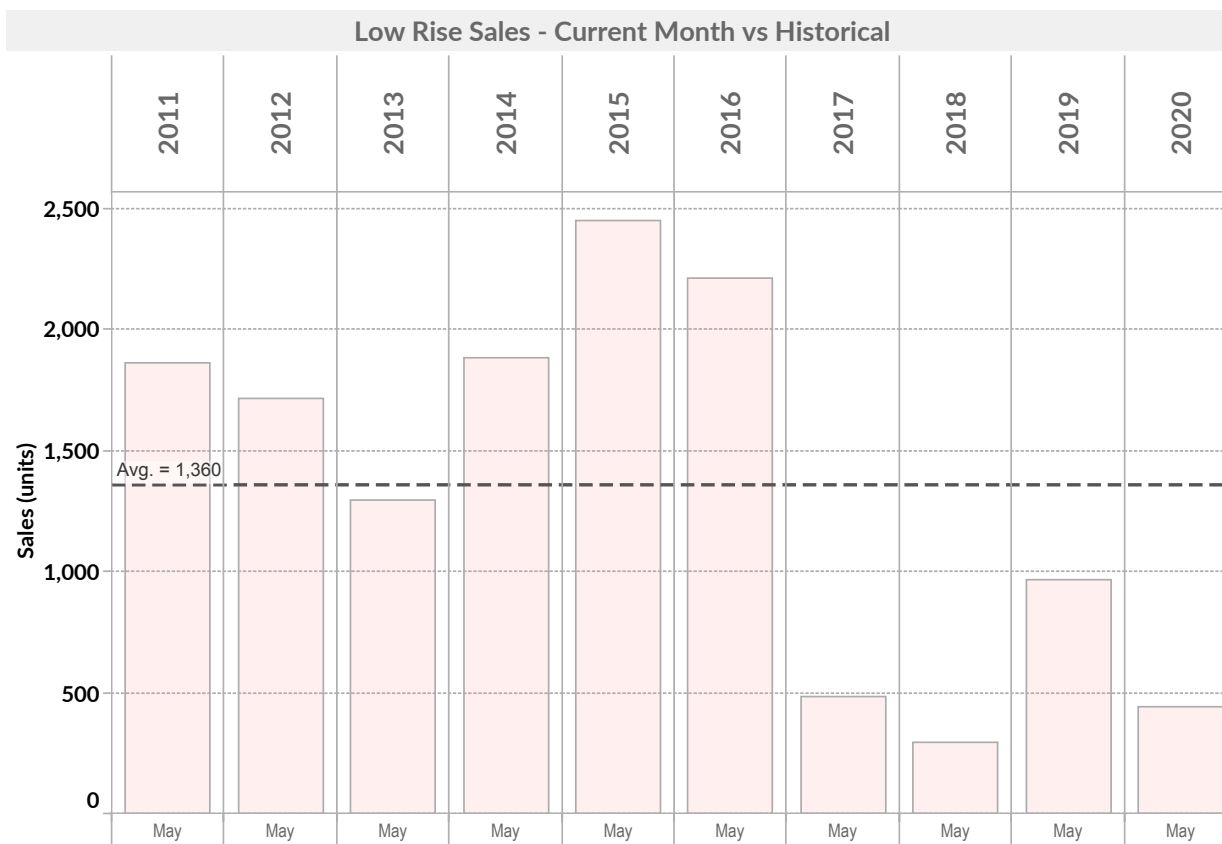
GTA - Monthly New Home Remaining Inventory



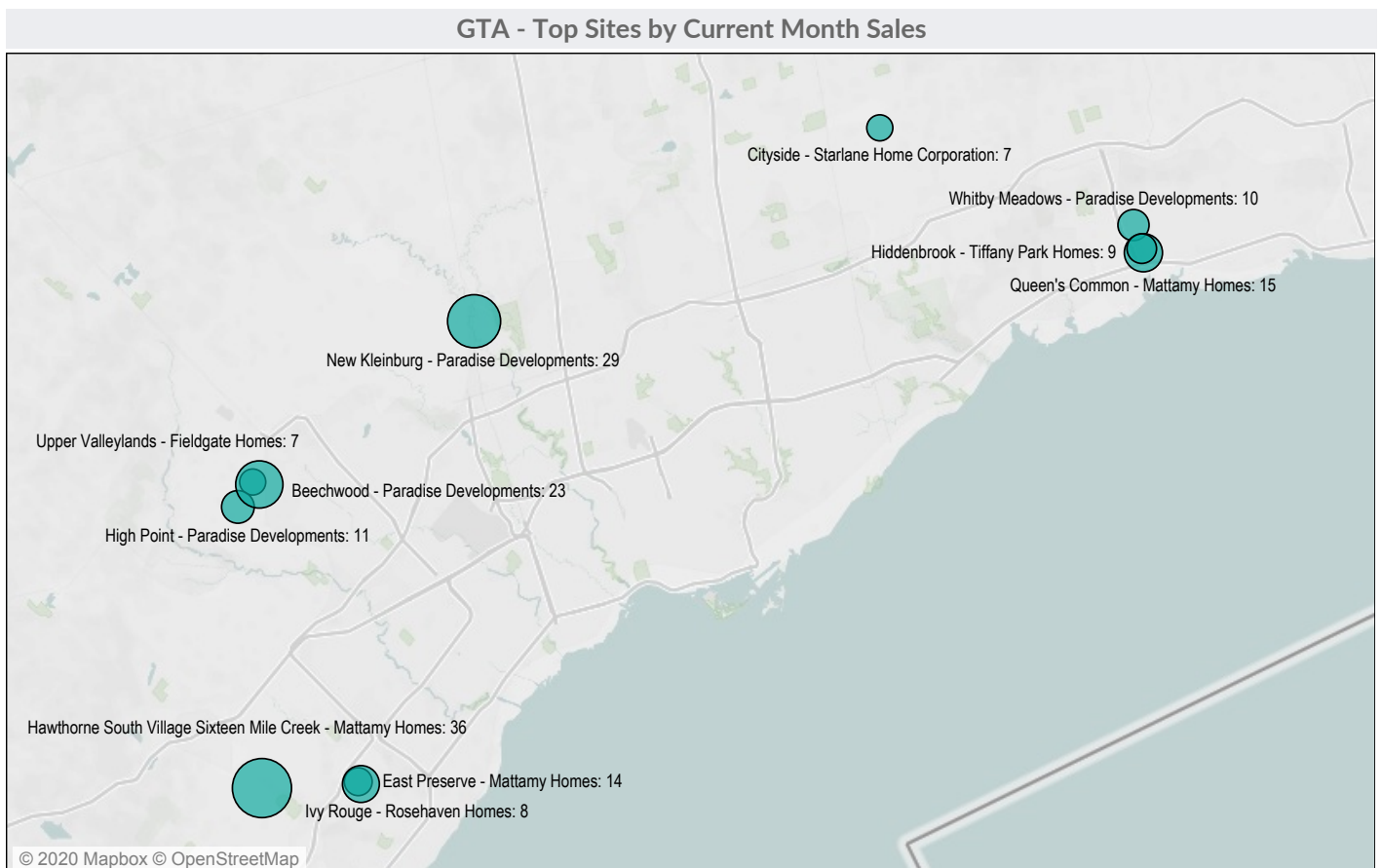
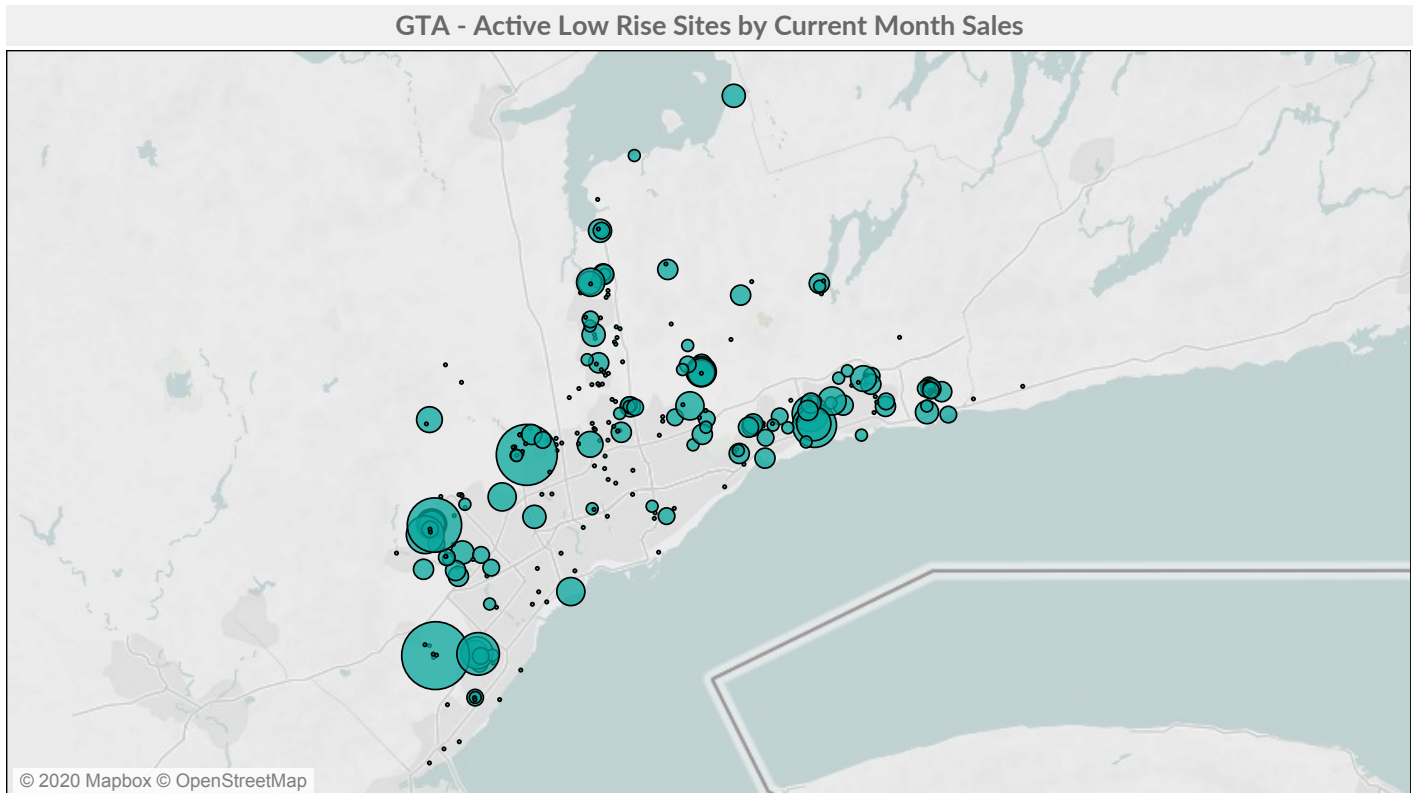
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



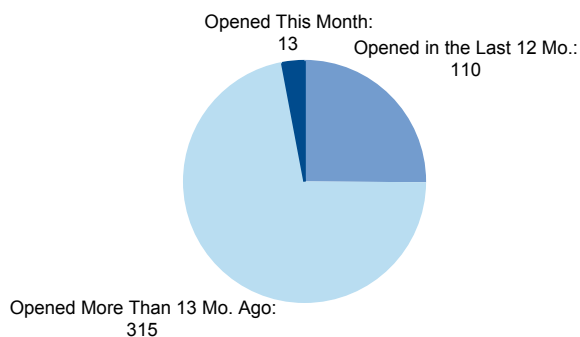
Current Sites



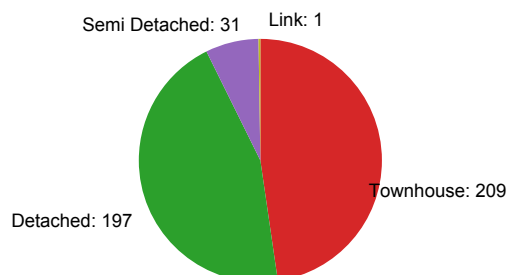
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

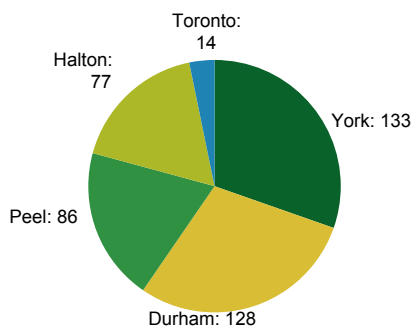
Sales by Opening Date



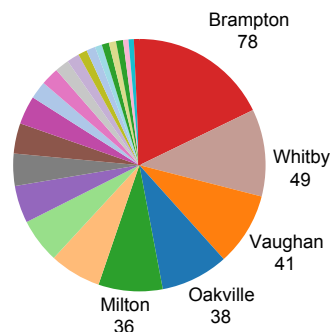
Sales by Product Type



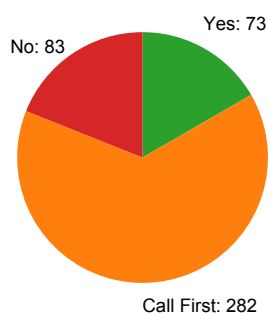
Sales by Region



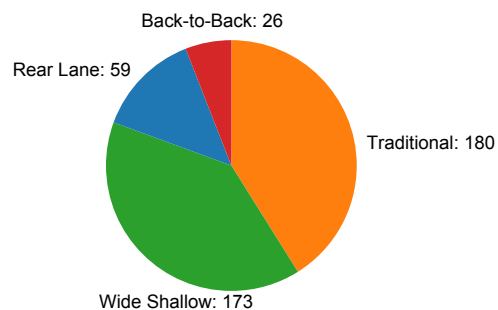
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



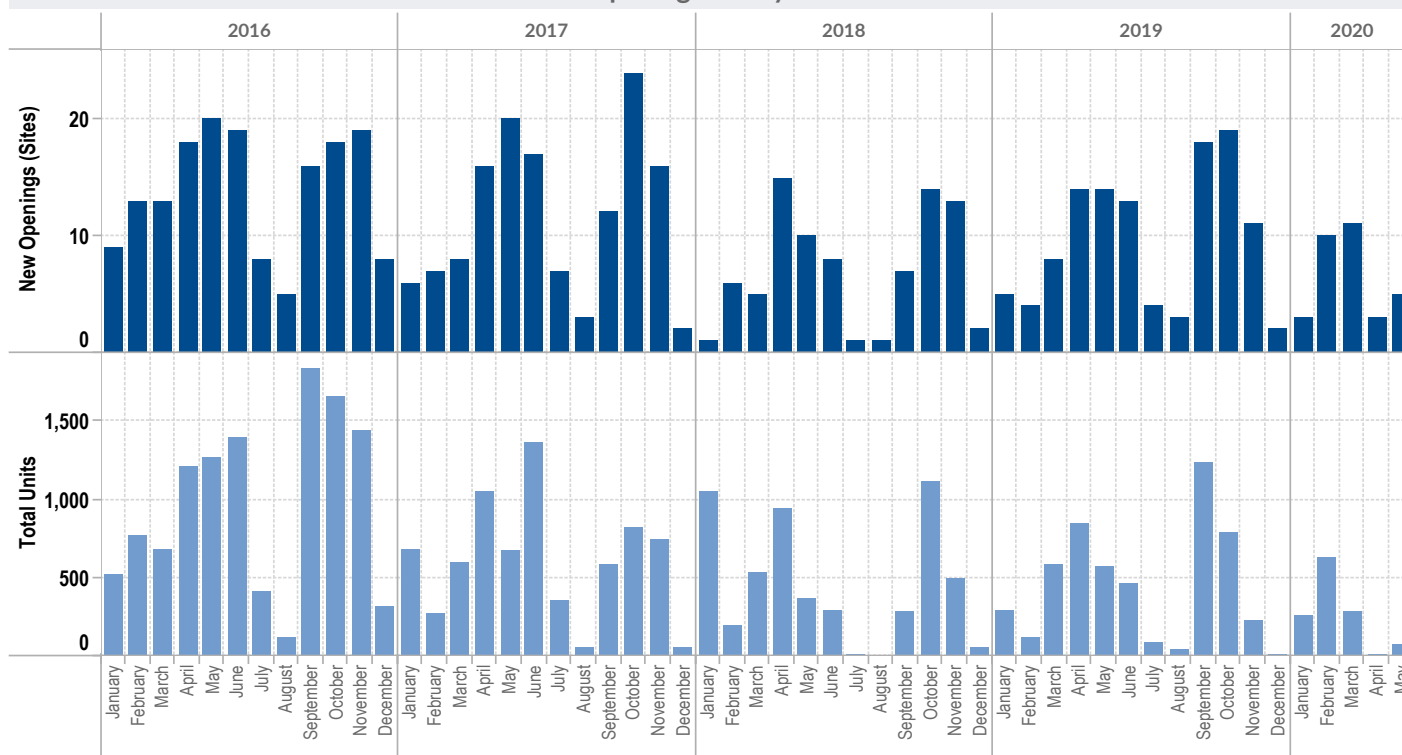
New Openings

May 2020 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Kleinburg Crown Estates - Caliber Homes	Freehold	Vaughan	5/1/2020	8	0	8	\$508
Upper West Side - Aspen Ridge Homes	Freehold	Vaughan	5/1/2020	4	0	4	\$420
East Preserve - Mattamy Homes	Freehold	Oakville	5/12/2020	13	13	0	
Arthur - Treasure Hill *	Freehold Common Element	Vaughan	5/24/2020	26	0	26	\$505
16 Mile Creek - Primont Homes	Freehold	Milton	5/30/2020	24	0	24	\$457
Grand Total				75	13	62	\$481

Condominium project openings within 10 days of month end are not able to record firm sales until the following month due to rescission period.

Low Rise Opening History - Sites & Lots



Top Builders - YTD

GTA - Top Low Rise Builders by YTD Sales

Builder	2020												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Mattamy Homes	151	405	66	55	74								751	14.9%		14.9%	
Minto Developments and Metropia		329	0	0	0								329	6.5%		21.4%	
Sunny Communities	175	8	6	0	0								189	3.7%		25.1%	
Sundial Homes	3	112	51	1	0								167	3.3%		28.4%	
Regal Crest Homes	38	81	35	2	8								164	3.2%		31.7%	
Remington Homes	19	89	39	0	11								158	3.1%		34.8%	
Tribute Communities	19	67	49	5	9								149	2.9%		37.7%	
Aspen Ridge Homes	25	71	39	5	8								148	2.9%		40.7%	
Townwood Homes	9	110	19	0	1								139	2.8%		43.4%	
Fieldgate Homes	30	54	18	9	19								130	2.6%		46.0%	
Paradise Developments	2	0	51	0	73								126	2.5%		48.5%	
Rosehaven Homes	21	75	12	1	12								121	2.4%		50.9%	
Stateview Homes	19	15	6	75	3								118	2.3%		53.2%	
Vogue Development Group	14	83	5	0	0								102	2.0%		55.2%	
CountryWide Homes	29	26	28	4	13								100	2.0%		57.2%	
Starlane Home Corporation	27	54	3	3	12								99	2.0%		59.2%	
Lindvest	12	31	38	1	4								86	1.7%		60.9%	
Delpark Homes	12	32	16	4	4								68	1.3%		62.2%	
Poetry Living	5	20	34	3	2								64	1.3%		63.5%	
Sorbara and Canvas Developments	2	50	11	0	0								63	1.2%		64.7%	
Treasure Hill	12	11	20	9	6								58	1.1%		65.9%	
Opus Homes	9	24	6	4	14								57	1.1%		67.0%	
	991	2,320	1,002	302	438								5,053				

Top Builders - Last 12 Months

GTA - Top Low Rise Builders by Last 12 Months' Sales

Builder	2019							2020					Total	Market Share		Cum. Mkt. Share	
	June	July	August	September	October	November	December	January	February	March	April	May		%		%	
Mattamy Homes	117	31	57	115	214	87	19	151	405	66	55	74	1,391	13.0%		13.0%	
Fieldgate Homes	125	6	0	22	71	115	39	30	54	18	9	19	508	4.7%		17.7%	
Aspen Ridge Homes	26	33	21	37	29	31	11	25	71	39	5	8	336	3.1%		20.8%	
Minto Developments and Metropia									329	0	0	0	329	3.1%		23.9%	
Great Gulf	73	48	22	48	42	24	11	23	18	7	0	0	316	2.9%		26.9%	
Regal Crest Homes	23	20	9	20	22	16	6	38	81	35	2	8	280	2.6%		29.5%	
CountryWide Homes	13	30	22	24	38	27	9	29	26	28	4	13	263	2.5%		31.9%	
Paradise Developments	2	0	0	0	83	40	3	2	0	51	0	73	254	2.4%		34.3%	
Sundial Homes	23	5	6	5	7	8	3	3	112	51	1	0	224	2.1%		36.4%	
Remington Homes	7	5	9	6	14	13	9	19	89	39	0	11	221	2.1%		38.4%	
Rosehaven Homes	8	1	2	33	23	19	8	21	75	12	1	12	215	2.0%		40.4%	
Tribute Communities	6	10	7	10	12	11	4	19	67	49	5	9	209	1.9%		42.4%	
Sunny Communities								175	8	6	0	0	189	1.8%		44.1%	
Vogue Development Group	3	1	1	0	48	24	6	14	83	5	0	0	185	1.7%		45.9%	
Starlane Home Corporation	0	2	2	52	9	11	7	27	54	3	3	12	182	1.7%		47.6%	
Sorbara	9	2	8	3	44	47	8	11	24	19	0	0	175	1.6%		49.2%	
Lindvest	5	5	2	22	20	19	15	12	31	38	1	4	174	1.6%		50.8%	
Treasure Hill	33	26	22	3	3	15	12	12	11	20	9	6	172	1.6%		52.4%	
Townwood Homes	9	0	0	7	6	3	1	9	110	19	0	1	165	1.5%		54.0%	
Country Homes	19	32	20	30	9	7	2	22	16	5	1	0	163	1.5%		55.5%	
Deco Homes	0	0	2	27	25	49	2	14	17	7	7	5	155	1.4%		56.9%	
Brookfield Residential	17	7	8	10	33	19	4	3	12	30	1	6	150	1.4%		58.3%	
	879	540	425	876	1,329	1,137	486	991	2,320	1,002	302	438	10,725				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 May
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	8
			34'	0
			36'	3
			43'	0
			66'	0
		Townhouse	20'	0
			21'	7
			23'	18
		Total		36
New Kleinburg - Paradise Developments	Vaughan	Detached	30'	5
			38'	17
			44'	3
		Townhouse	20'	4
		Total		29
Beechwood - Paradise Developments	Brampton	Detached	30'	4
			38'	5
			41'	2
		Semi Detached	25'	5
		Townhouse	20'	0
			25'	7
		Total		23
Queen's Common - Mattamy Homes	Whitby	Detached	30'	6
			36'	2
		Townhouse	22'	4
			23'	3
		Total		15
East Preserve - Mattamy Homes	Oakville	Detached	45'	0
			66'	0
		Townhouse	23'	14
		Total		14
High Point - Paradise Developments	Brampton	Detached	30'	0
		Semi Detached	25'	5
		Townhouse	20'	1
			21'	5
		Total		11
Whitby Meadows - Paradise Developments	Whitby	Detached	30'	3
			36'	2
		Townhouse	21'	5
		Total		10

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	May 2020					May 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	3		1	1	5	4		2	3	9
	Brock	0			4	4	0				0
	Clarington	15	0	1	13	29	5	0	0	6	11
	Oshawa	11		0	5	16	3		0	11	14
	Pickering	8		0	10	18	37		0	20	57
	Scugog	1	0		3	4	3	0			3
	Uxbridge	0			3	3	0			2	2
	Whitby	32	0	0	17	49	41		86	30	157
	Total	70	0	2	56	128	93	0	88	72	253
Halton	Burlington				0	0	0		0	0	0
	Halton Hills	1		2		3	0				0
	Milton	11		0	25	36	7		18	41	66
	Oakville	21			17	38	62			16	78
	Total	33		2	42	77	69		18	57	144
Peel	Brampton	28	0	16	34	78	46	0	40	95	181
	Caledon	5			0	5	43		36	2	81
	Mississauga	0		2	1	3	1		1	14	16
	Total	33	0	18	35	86	90	0	77	111	278
Toronto	East York										
	Etobicoke	0			10	10	2			7	9
	North York	1			3	4	1		0	26	27
	Old Toronto				0	0				0	0
	Scarborough	0				0	0				0
	York										
	Total	1			13	14	3		0	33	36
York	Aurora	4			0	4	3			1	4
	East Gwillimbury	5		8	8	21	29		3	3	35
	Georgina	2		0	6	8	8			2	10
	King	0			0	0	0			2	2
	Markham	0	0	1	16	17	0			32	32
	Newmarket	2	1		4	7	2	1		0	3
	Richmond Hill	9	0	0	1	10	7	0	5	125	137
	Vaughan	32	0	0	9	41	11	0	0	16	27
	Whitchurch-Stouffville	6			19	25	2			6	8
	Total	60	1	9	63	133	62	1	8	187	258
Grand Total		197	1	31	209	438	317	1	191	460	969

Sales & Remaining Inventory

Last 12 Months' Sales & Remaining Inventory by Municipality

Last 12 Months - Sales							Remaining Inventory					
Region	Municipality	Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total	
Durham	Ajax	67		34	30	131	59		2	32	93	
	Brock	26			12	38	17			48	65	
	Clarington	201	6	5	177	389	285	11	2	115	413	
	Oshawa	79		20	314	413	78		0	160	238	
	Pickering	222		30	200	452	84		10	43	137	
	Scugog	39	11		11	61	42	14		9	65	
	Uxbridge	4			24	28	28			21	49	
	Whitby	351	8	110	276	745	221	2	17	80	320	
	Total	989	25	199	1,044	2,257	814	27	31	508	1,380	
Halton	Burlington	8		67	33	108				30	30	
	Halton Hills	82		21		103	43		11		54	
	Milton	320		91	447	858	116		36	49	201	
	Oakville	510			320	830	319			32	351	
	Total	920		179	800	1,899	478		47	111	636	
Peel	Brampton	872	8	312	869	2,061	169	3	48	124	344	
	Caledon	90		15	11	116	93			20	113	
	Mississauga	29		16	37	82	10		5	62	77	
	Total	991	8	343	917	2,259	272	3	53	206	534	
Toronto	East York											
	Etobicoke	5			44	49	1			26	27	
	North York	12		5	168	185	23			113	136	
	Old Toronto				0	0				0	0	
	Scarborough	21				21	10				10	
	York											
	Total	38		5	212	255	34				139	173
York	Aurora	183			21	204	128			8	136	
	East Gwillimbury	325		54	120	499	51		24	17	92	
	Georgina	71		2	34	107	48		10	6	64	
	King	0			32	32	12			1	13	
	Markham	115	14	47	900	1,076	28	4	45	184	261	
	Newmarket	45	5	6	219	275	25	19		44	88	
	Richmond Hill	192	3	75	232	502	168	5	11	86	270	
	Vaughan	505	5	8	223	741	190	16	6	140	352	
	Whitchurch-Stouffville	353			266	619	63			59	122	
	Total	1,789	27	192	2,047	4,055	713	44	96	545	1,398	
Grand Total	4,727	60	918	5,020	10,725	2,311	74	227	1,509	4,121		

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