



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of June 2020

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jun-20	Jun-19	Change		
High Rise	744	2,775	-73.2%		
Low Rise	1,160	879	32.0%		
Total	1,904	3,654	-47.9%		
Year to Date Sales	Jan.-Jun. 2020	Jan.-Jun. 2019	Y/Y Change		
High Rise	8,347	12,325	-32.3%		
Low Rise	6,214	4,621	34.5%		
Total	14,561	16,946	-14.1%		
Year to Date Supply	Jan.-Jun. 2020	Jan.-Jun. 2019	Y/Y Change		
High Rise	6,236	15,489	-59.7%		
Low Rise	4,547	5,430	-16.3%		
Total	10,783	20,919	-48.5%		
Year to Date Completions	Jan.-Jun. 2020	Jan.-Jun. 2019	Y/Y Change		
High Rise	10,222	12,614	-19.0%		
Remaining Inventory	Jun-20	May-20	Jun-19	M/M Change	Y/Y Change
High Rise	9,679	9,549	14,513	1.4%	-33.3%
Low Rise	4,184	4,131	5,229	1.3%	-20.0%
Total	13,863	13,680	19,742	1.3%	-29.8%
Benchmark Price	Jun-20	May-20	Jun-19	M/M Change	Y/Y Change
High Rise	\$999,228	\$985,436	\$804,591	1.4%	24.2%
Low Rise	\$1,141,848	\$1,109,643	\$1,098,948	2.9%	3.9%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	3	360	284	147	
High Rise Units	244	95,384	77,372	36,211	
% Sold*	50%	924%	92%	78%	
Low Rise Projects	15	298			
Low Rise Units	452	30,301			
% Sold*	52%	86%			

* 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.

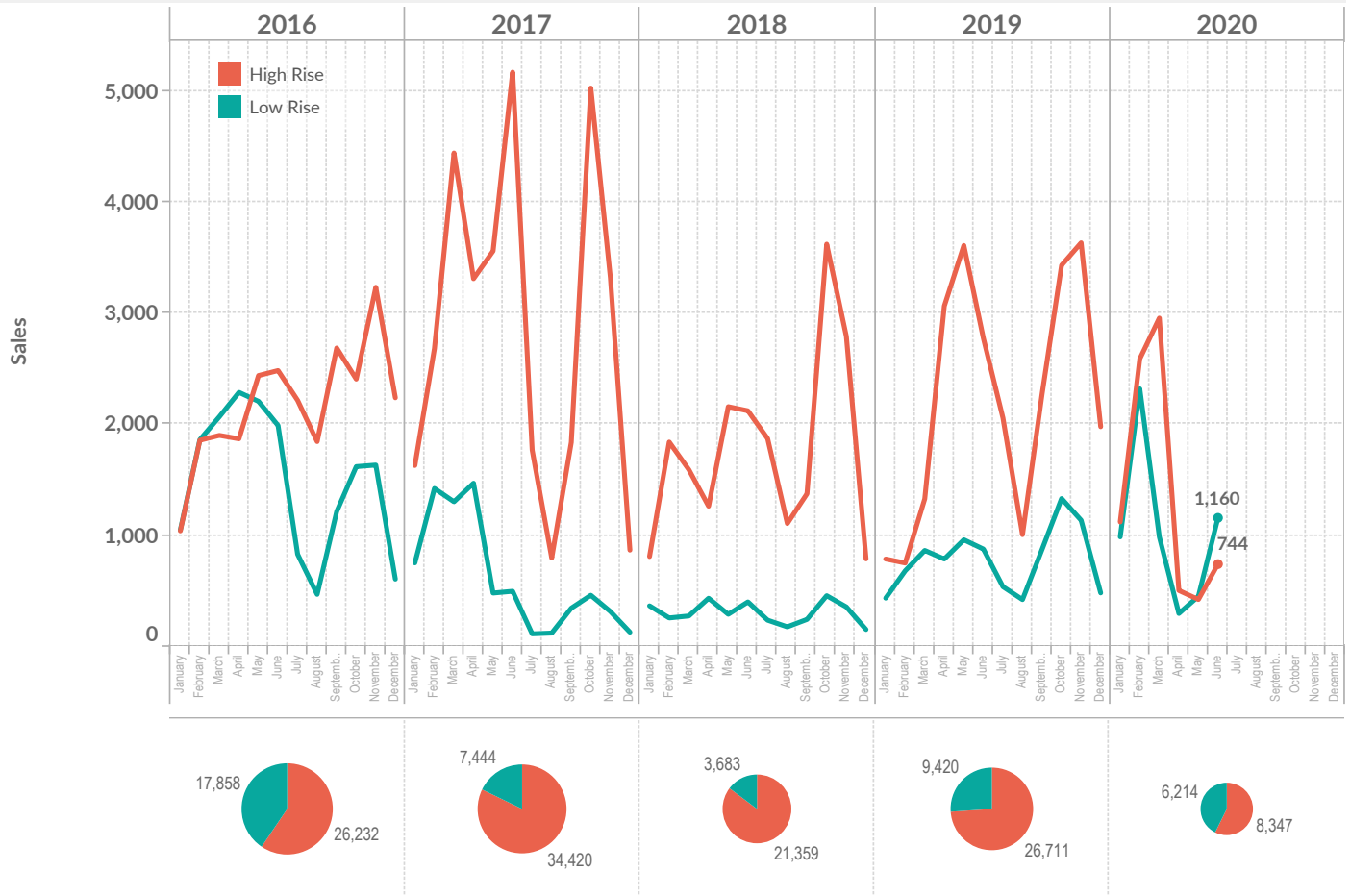
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

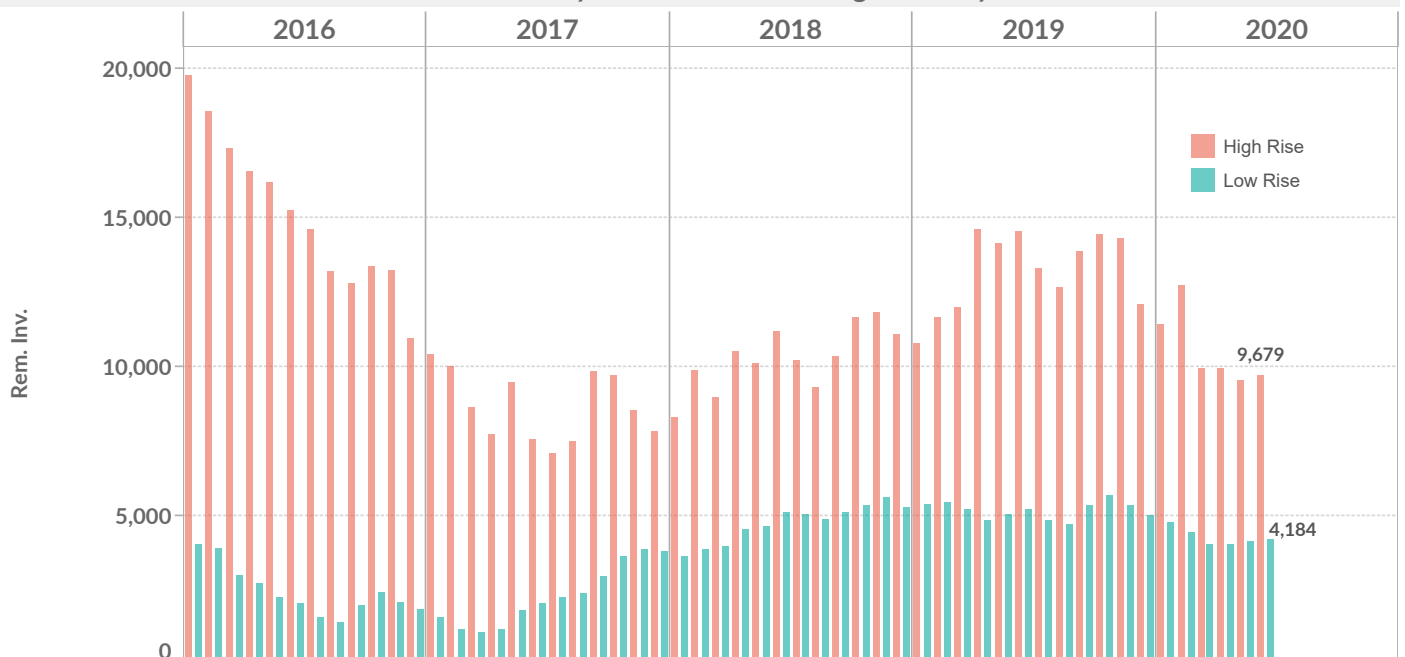
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

GTA - Monthly New Home Sales

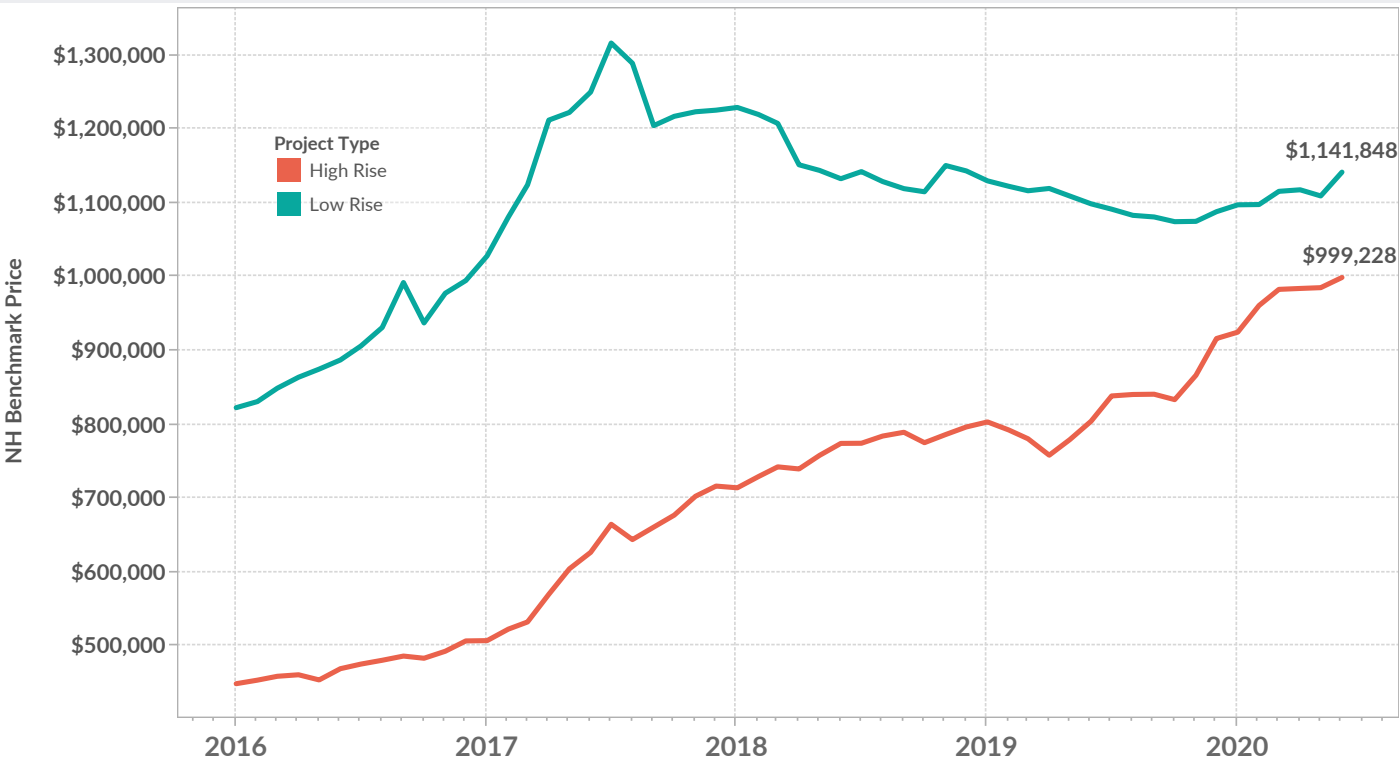


GTA - Monthly New Home Remaining Inventory

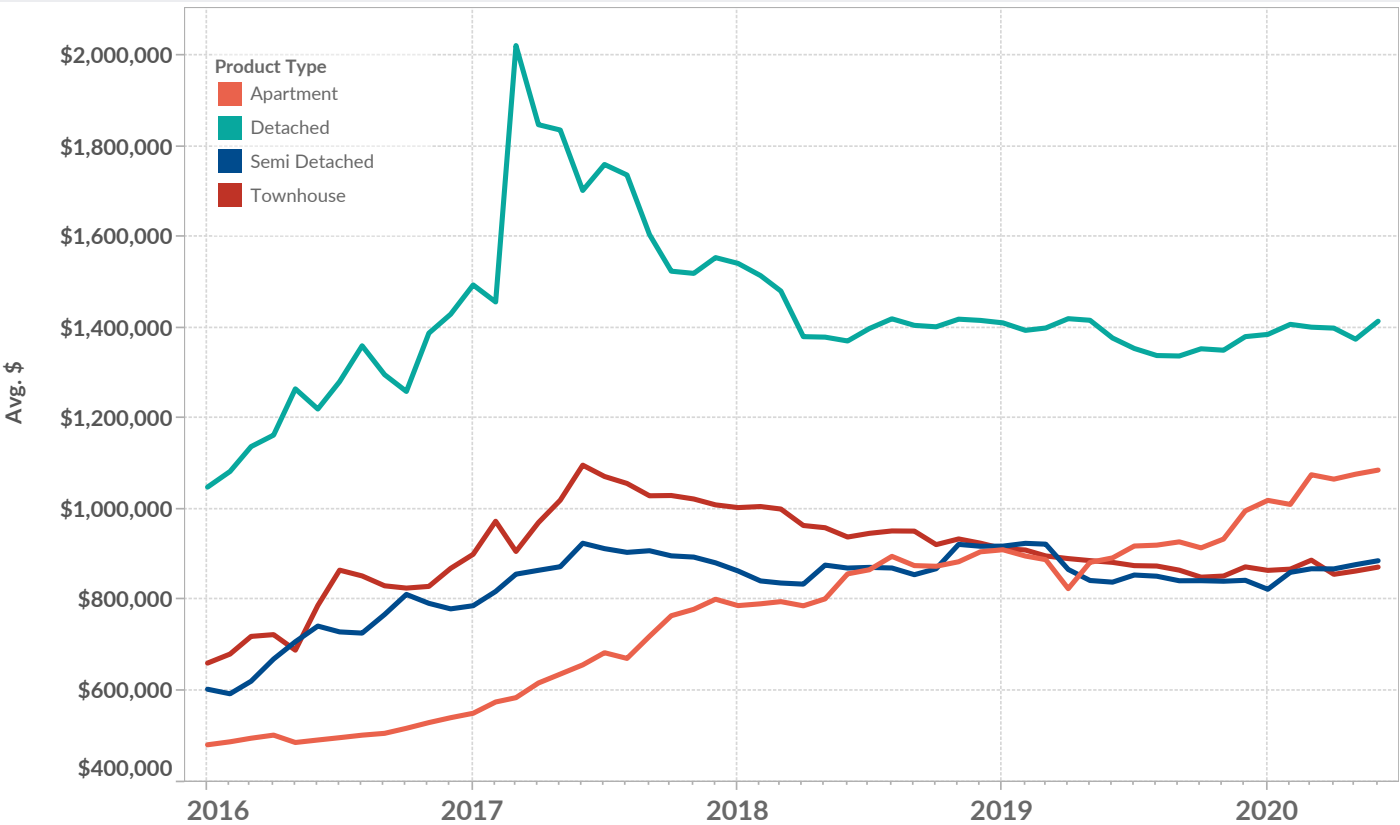


Pricing

Monthly New Home Benchmark Price (excludes extremes)

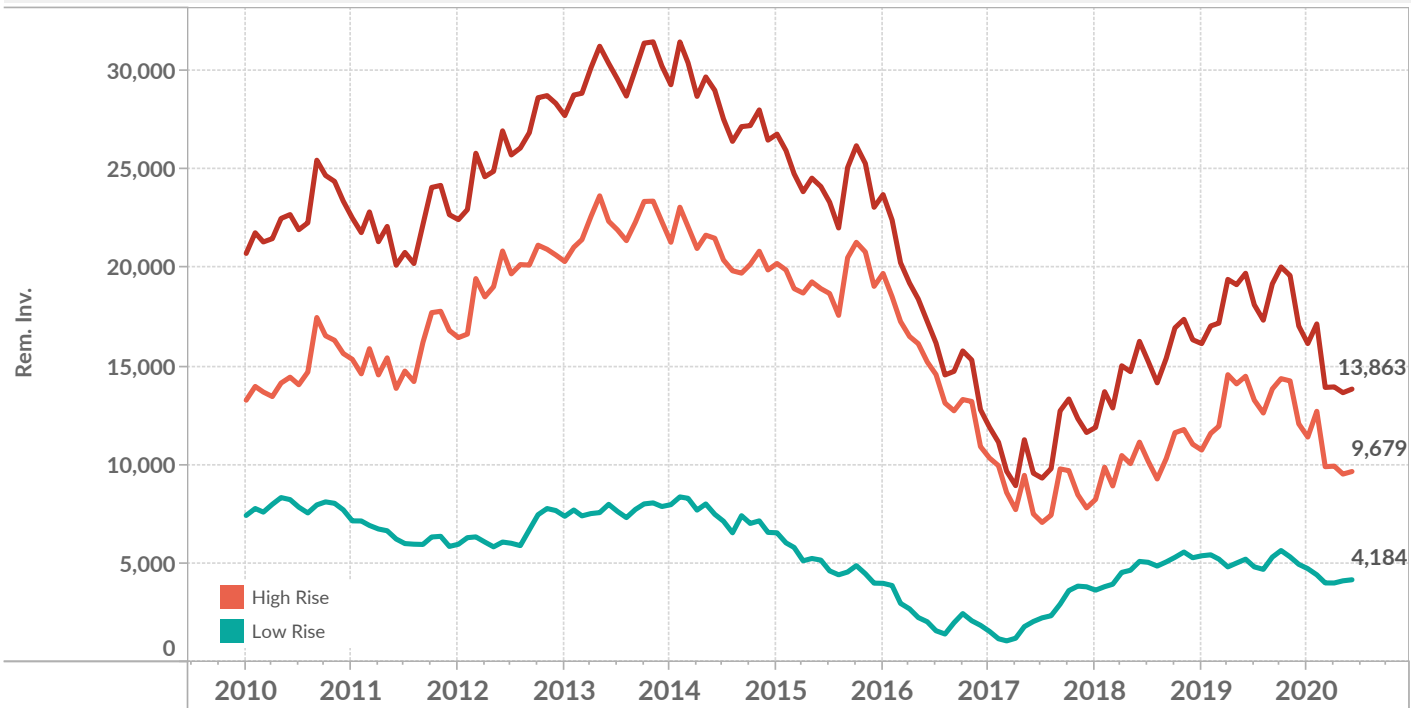


Monthly Avg. Asking Price by Product Type (includes all projects)

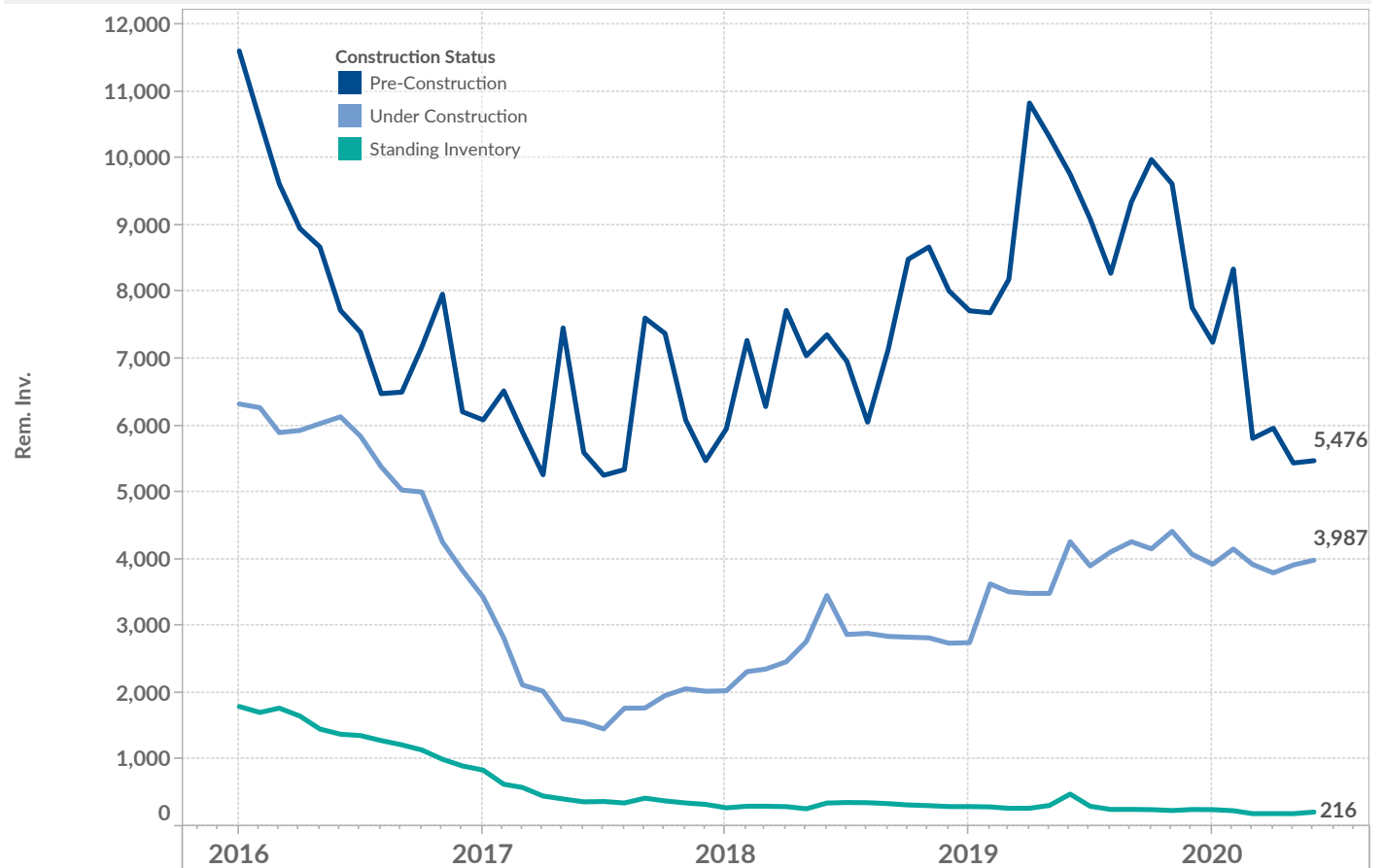


Remaining Inventory

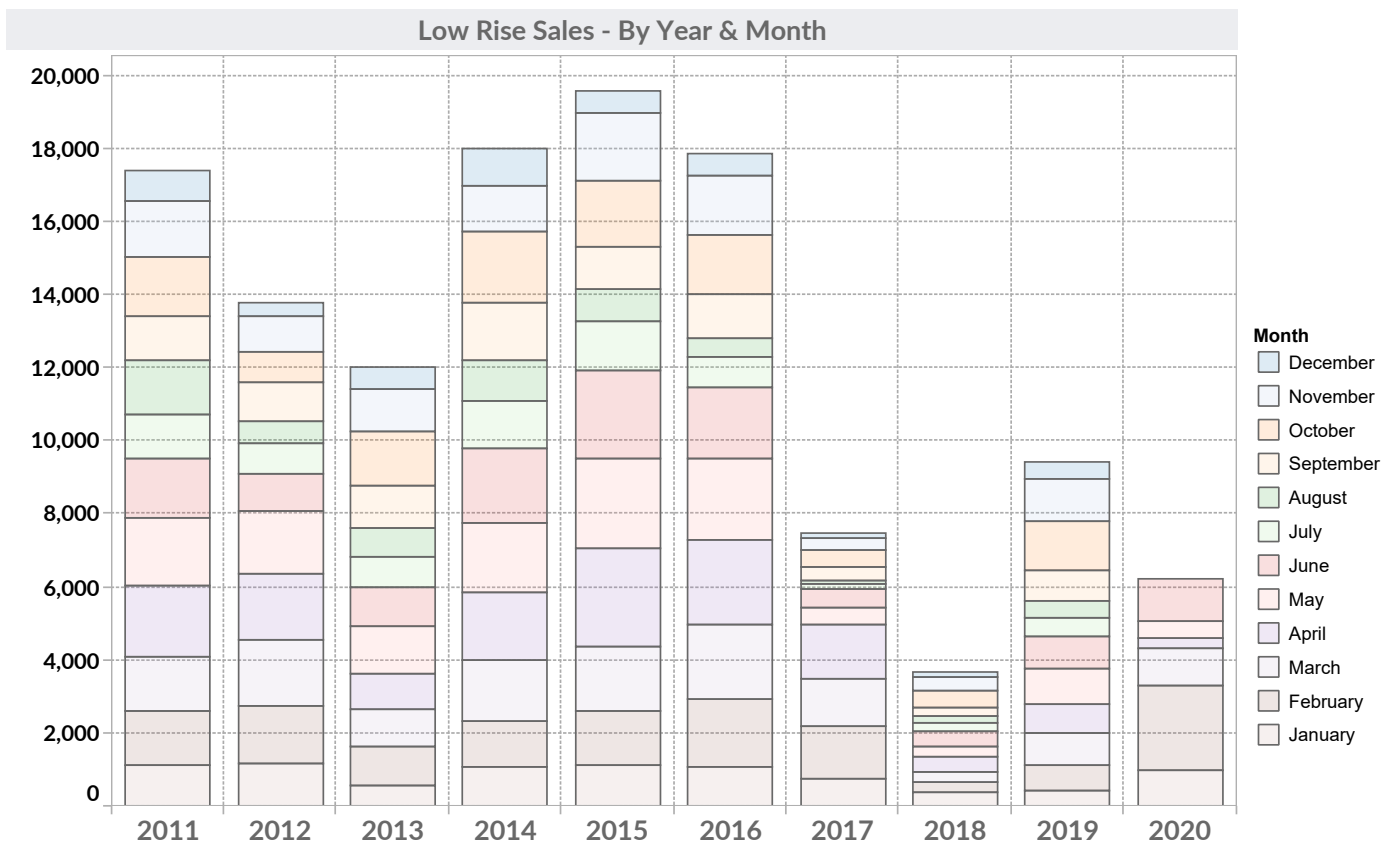
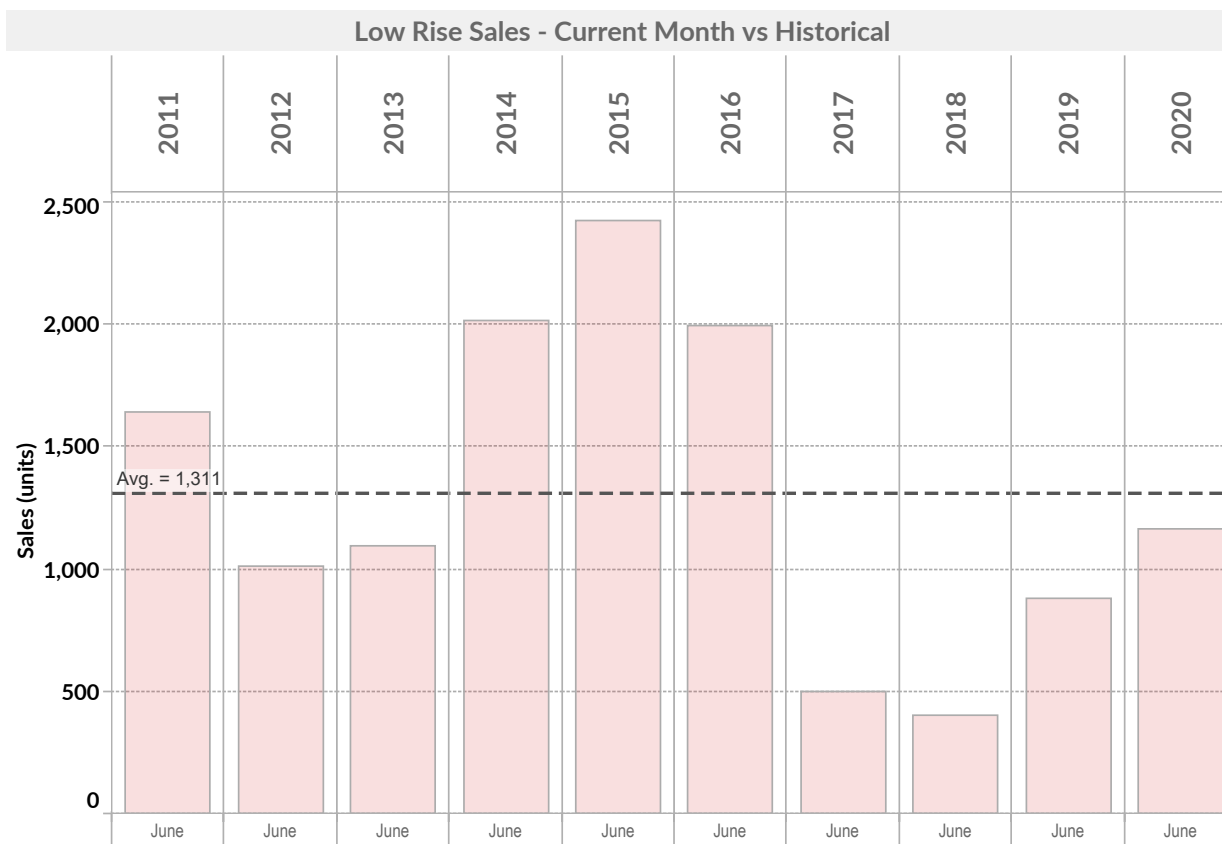
GTA - Monthly New Home Remaining Inventory



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

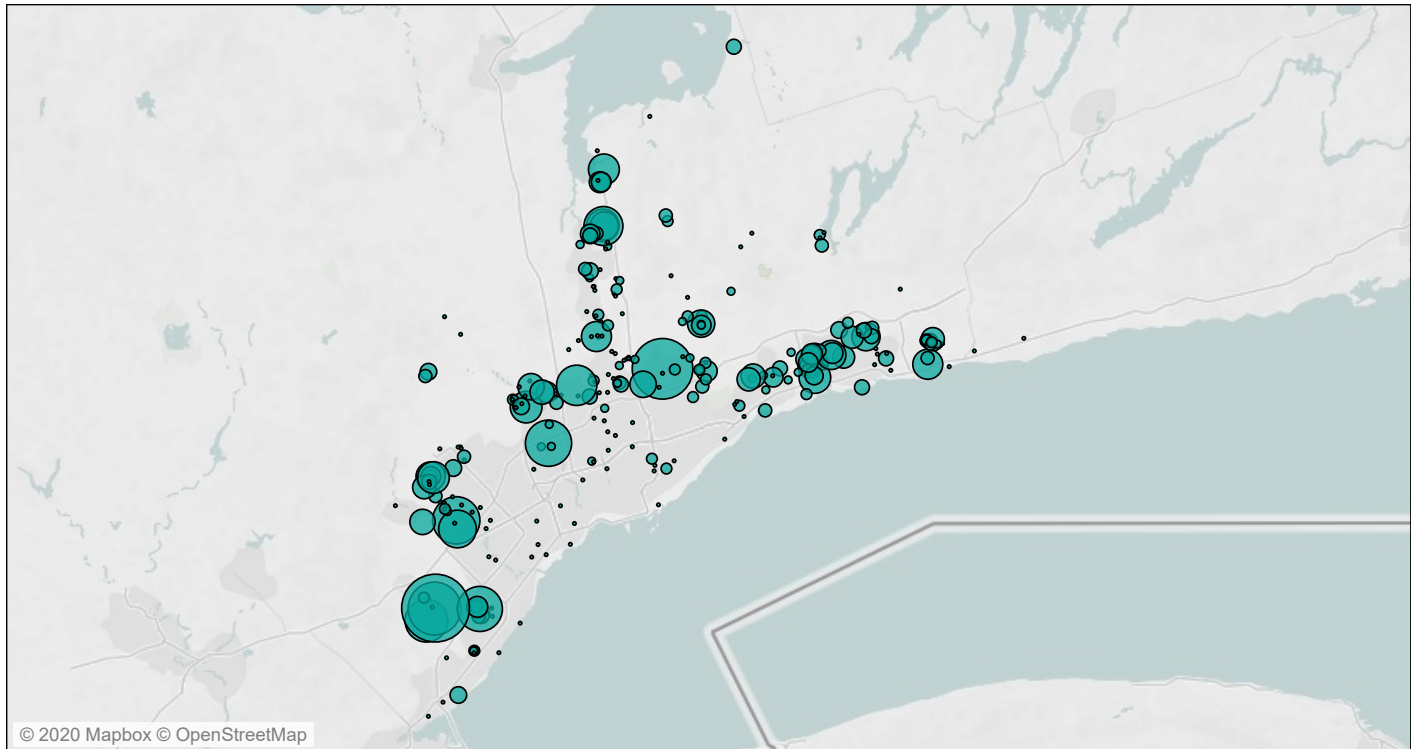


Historical Sales Comparison

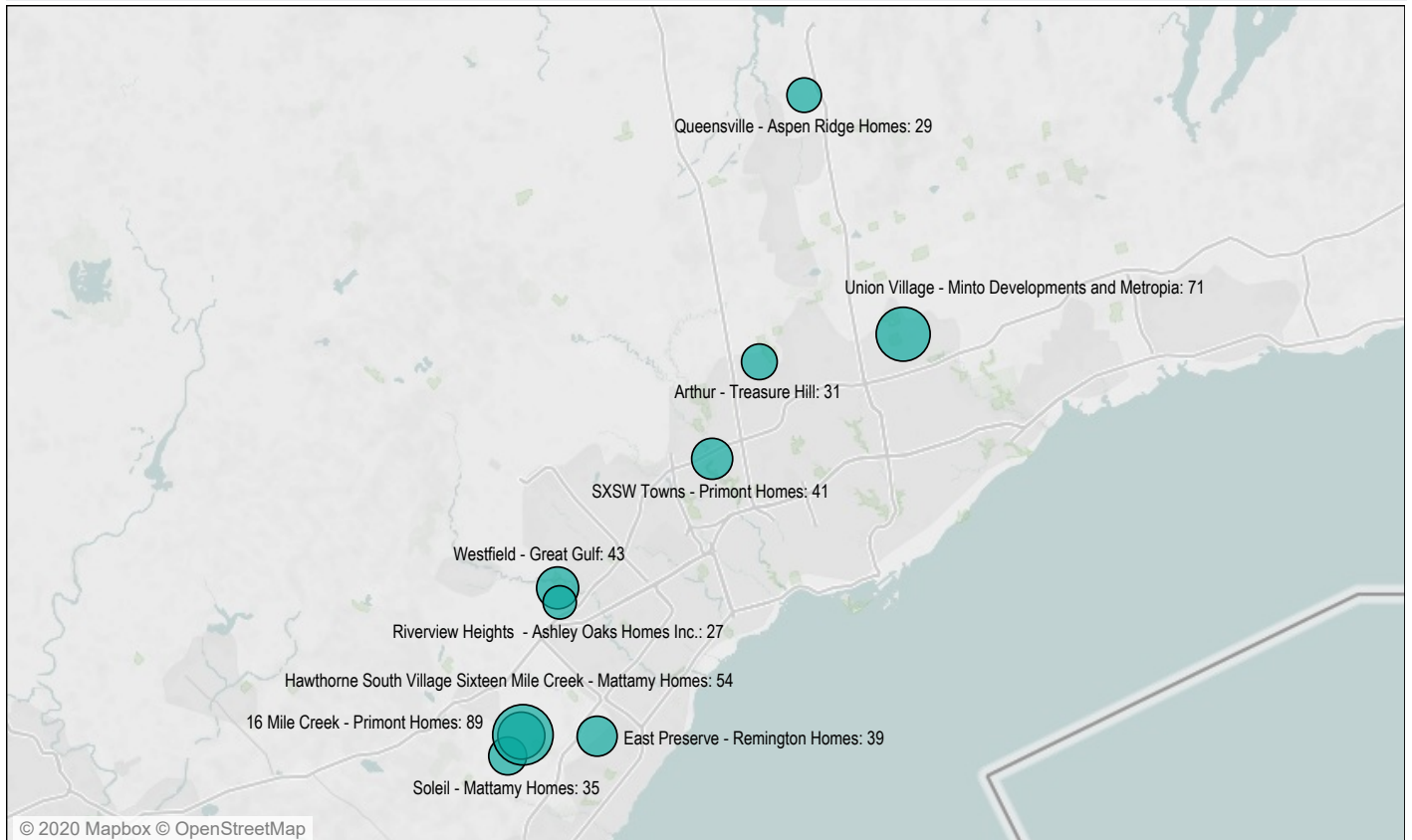


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



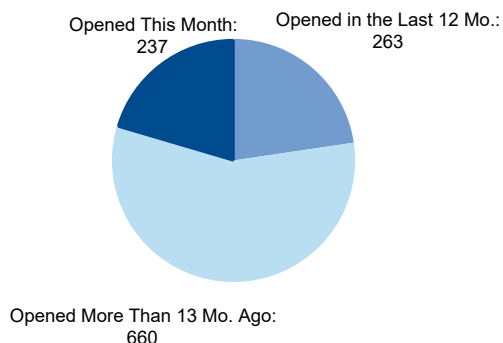
GTA - Top Sites by Current Month Sales



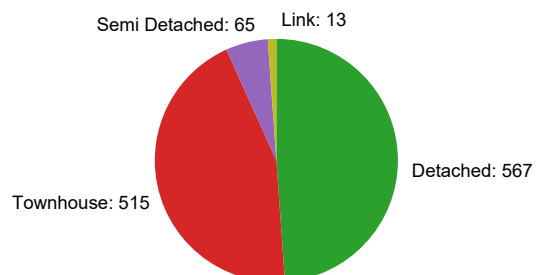
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

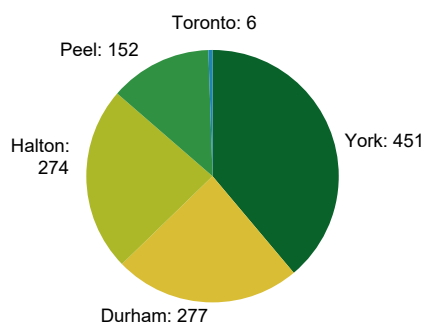
Sales by Opening Date



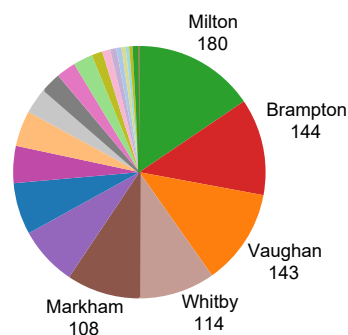
Sales by Product Type



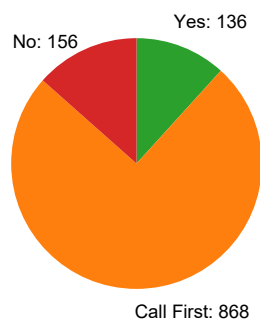
Sales by Region



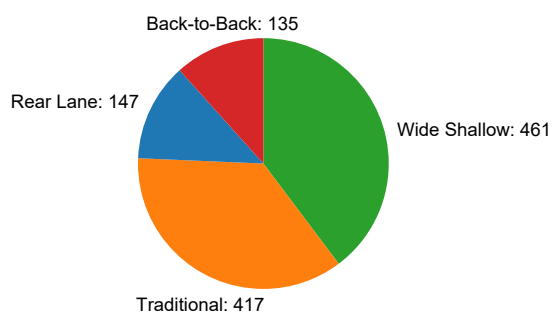
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



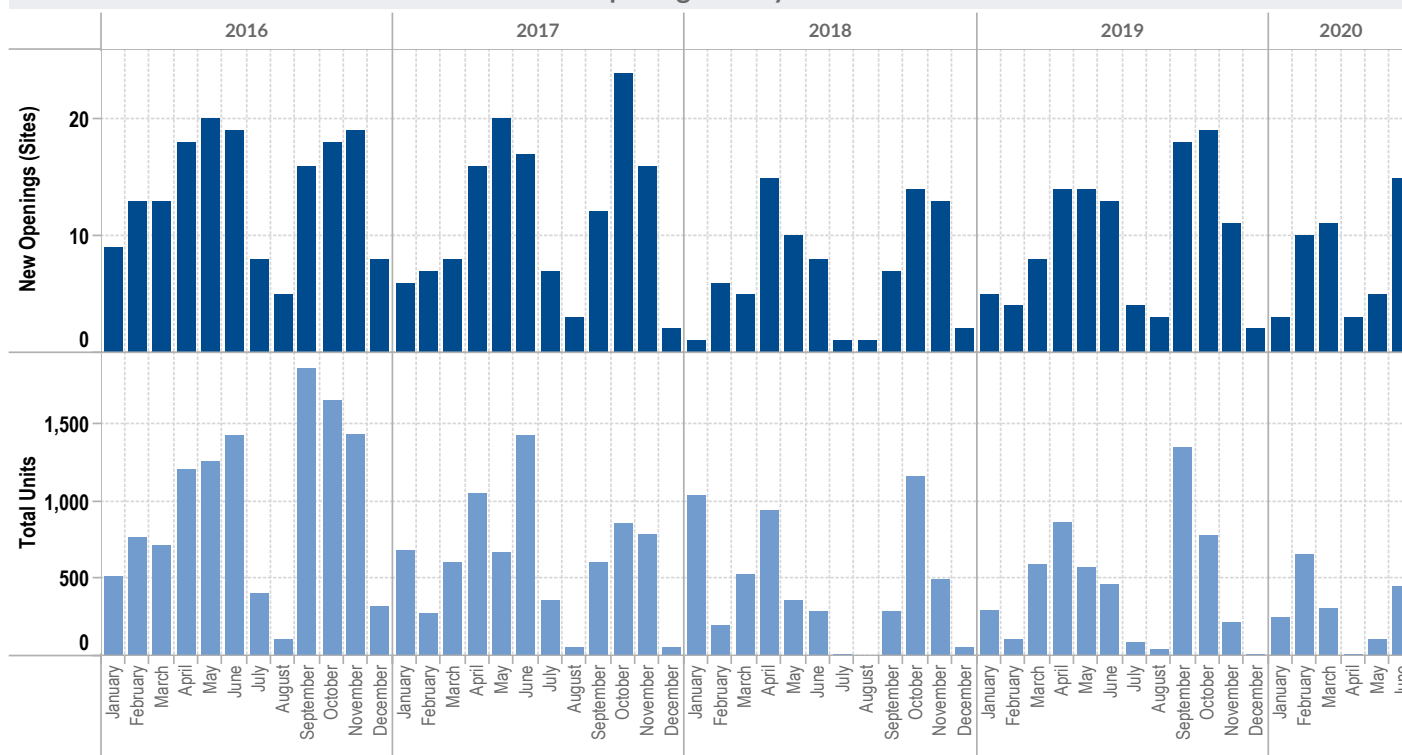
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Cityside - Fieldgate Homes	Freehold	Whitchurch-Stouffville	6/1/2020	4	1	3	\$352
Riverview Heights - Ashley Oaks Homes Inc.	Freehold	Brampton	6/1/2020	8	8	0	
	Freehold Common Element	Brampton	6/1/2020	31	19	12	\$321
East Preserve - Remington Homes	Freehold	Oakville	6/3/2020	22	22	0	
New Kleinburg - Paradise Developments	Freehold	Vaughan	6/3/2020	5	2	3	\$395
16 Mile Creek - Primont Homes	Freehold	Milton	*	57	53	4	\$487
Soleil - Mattamy Homes	Freehold	Milton	6/6/2020	39	35	4	\$435
King East Estates - Plaza	Freehold	Richmond Hill	6/7/2020	47	17	30	\$516
Park Vista at Whitby Meadows - Paradise Developments	Freehold	Whitby	6/9/2020	25	8	17	\$356
Mill House Townhomes - Gemterra Development Corporation	Freehold Common Element	Markham	6/13/2020	33	13	20	\$514
Harrington Residences - Kaleido Developments Inc.	Freehold Common Element	North York	6/15/2020	2	0	2	\$819
Woodbury Trails - Ballymore Homes	Freehold	Georgina	6/16/2020	31	18	13	\$347
Sharon Village - Mosaik Homes	Freehold	East Gwillimbury	6/20/2020	13	0	13	\$369
SXSW Towns - Primont Homes	Freehold	Vaughan	6/20/2020	49	41	8	\$447
New Seaton - Aspen Ridge Homes	Freehold	Pickering	6/26/2020	8	0	8	\$365
Millwood Trails - Delpark Homes	Freehold	Clarington	6/27/2020	78	0	78	\$326
Grand Total				452	237	215	\$392

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	152	406	66	55	76	139							894	14.4%		14.4%	
Minto Developments and Metropia		329	0	0	0	71							400	6.4%		20.8%	
Remington Homes	19	89	39	0	16	60							223	3.6%		24.4%	
Aspen Ridge Homes	24	70	39	4	9	49							195	3.1%		27.6%	
Paradise Developments	2	0	51	0	73	68							194	3.1%		30.7%	
Sunny Communities	175	8	6	0	0	0							189	3.0%		33.7%	
Primont Homes	1	17	13	7	3	139							180	2.9%		36.6%	
Regal Crest Homes	38	81	30	2	8	13							172	2.8%		39.4%	
Sundial Homes	3	112	51	1	0	4							171	2.8%		42.1%	
Tribute Communities	19	66	49	5	9	20							168	2.7%		44.8%	
Fieldgate Homes	30	54	16	9	17	29							155	2.5%		47.3%	
Townwood Homes	9	110	19	0	1	1							140	2.3%		49.6%	
CountryWide Homes	29	26	26	4	13	32							130	2.1%		51.7%	
Rosehaven Homes	21	75	12	1	12	6							127	2.0%		53.7%	
Stateview Homes	19	15	6	75	3	2							120	1.9%		55.6%	
Starlane Home Corporation	27	54	3	3	12	16							115	1.9%		57.5%	
Lindvest	12	31	38	1	5	19							106	1.7%		59.2%	
Vogue Development Group	14	83	5	0	0	0							102	1.6%		60.8%	
Great Gulf	23	18	7	0	0	52							100	1.6%		62.5%	
Treasure Hill	10	11	18	8	5	36							88	1.4%		63.9%	
Delpark Homes	12	32	14	4	4	15							81	1.3%		65.2%	
Lakeview Homes	12	23	15	0	5	25							80	1.3%		66.5%	
	989	2,321	989	300	455	1,160							6,214				

Top Builders - Last 12 Months

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

Builder	2019						2020						Total	Market Share		Cum. Mkt. Share	
	July	August	September	October	November	December	January	February	March	April	May	June		%		%	
Mattamy Homes	31	57	115	214	87	19	152	406	66	55	76	139	1,417	12.9%		12.9%	
Fieldgate Homes	6	0	22	71	115	39	30	54	16	9	17	29	408	3.7%		16.6%	
Minto Developments and Metropia								329	0	0	0	71	400	3.6%		20.2%	
Aspen Ridge Homes	33	21	37	29	31	11	24	70	39	4	9	49	357	3.2%		23.4%	
Paradise Developments	0	0	0	83	40	3	2	0	51	0	73	68	320	2.9%		26.4%	
Great Gulf	48	22	48	42	24	11	23	18	7	0	0	52	295	2.7%		29.0%	
CountryWide Homes	30	22	24	38	27	9	29	26	26	4	13	32	280	2.5%		31.6%	
Remington Homes	5	9	6	14	13	9	19	89	39	0	16	60	279	2.5%		34.1%	
Regal Crest Homes	20	9	20	22	16	6	38	81	30	2	8	13	265	2.4%		36.5%	
Primont Homes	1	4	3	53	5	1	1	17	13	7	3	139	247	2.2%		38.8%	
Tribute Communities	10	7	10	12	11	4	19	66	49	5	9	20	222	2.0%		40.8%	
Rosehaven Homes	1	2	33	23	19	8	21	75	12	1	12	6	213	1.9%		42.7%	
Sundial Homes	5	6	5	7	8	3	3	112	51	1	0	4	205	1.9%		44.6%	
Starlane Home Corporation	2	2	52	9	11	7	27	54	3	3	12	16	198	1.8%		46.4%	
Lindvest	5	2	22	20	19	15	12	31	38	1	5	19	189	1.7%		48.1%	
Sunny Communities							175	8	6	0	0	0	189	1.7%		49.8%	
Vogue Development Group	1	1	0	48	24	6	14	83	5	0	0	0	182	1.7%		51.4%	
Deco Homes	0	2	27	30	49	2	14	17	7	7	5	9	169	1.5%		53.0%	
Treasure Hill	26	22	3	3	15	11	10	11	18	8	5	36	168	1.5%		54.5%	
Sorbara	2	8	3	44	47	8	11	24	19	0	0	1	167	1.5%		56.0%	
Opus Homes	0	0	18	28	38	9	9	24	6	4	14	10	160	1.5%		57.5%	
Townwood Homes	0	0	7	6	3	1	9	110	19	0	1	1	157	1.4%		58.9%	
	541	425	876	1,334	1,138	485	989	2,321	989	300	455	1,160	11,013				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 June
16 Mile Creek - Primont Homes	Milton	Detached	30'	8
			36'	11
		Townhouse	21'	70
		Total		89
Union Village - Minto Developments and Metropia	Markham	Detached	30'	24
			36'	3
			43'	14
			50'	4
		Townhouse	19'	13
			20'	13
		Total		71
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	25
			34'	1
			36'	25
			43'	3
			66'	0
		Townhouse	20'	0
			23'	0
		Total		54
Westfield - Great Gulf	Brampton	Detached	34'	10
			38'	4
		Semi Detached	24'	29
		Total		43
SXSW Towns - Primont Homes	Vaughan	Townhouse	18'	1
			21'	40
		Total		41
East Preserve - Remington Homes	Oakville	Detached	34'	6
			38'	11
		Townhouse	23'	22
		Total		39
Soleil - Mattamy Homes	Milton	Townhouse	20'	20
			22'	15
		Total		35
Arthur - Treasure Hill	Vaughan	Townhouse	18'	15
			19'	16
		Total		31
Queensville - Aspen Ridge Homes	East Gwillimbury	Detached	36'	17
			45'	7
		Townhouse	25'	5
		Total		29

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	June 2020					June 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	7		0	9	16	8		0	3	11
	Brock	4			0	4	0				0
	Clarington	42	0	0	11	53	17	1	0	18	36
	Oshawa	13		0	42	55	4		0	4	8
	Pickering	19		0	10	29	18		9	68	95
	Scugog	3	0		2	5	2	0			2
	Uxbridge	1			0	1	0			0	0
	Whitby	60	11	3	40	114	25		0	15	40
	Total	149	11	3	114	277	74	1	9	108	192
Halton	Burlington				5	5	0		0	1	1
	Halton Hills	6		2	4	12	2				2
	Milton	73		0	107	180	30		12	67	109
	Oakville	48			29	77	34			10	44
	Total	127		2	145	274	66		12	78	156
Peel	Brampton	58	1	41	44	144	112	0	45	29	186
	Caledon	7			1	8	15		10	4	29
	Mississauga	0		0	0	0	1		0	8	9
	Total	65	1	41	45	152	128	0	55	41	224
Toronto	East York										
	Etobicoke	0			0	0	0			4	4
	North York	2			4	6	0		0	2	2
	Old Toronto				0	0				0	0
	Scarborough	0				0	2				2
	York										
	Total	2			4	6	2		0	6	8
York	Aurora	3			2	5	7			2	9
	East Gwillimbury	59		9	20	88	24		1	9	34
	Georgina	35		0	5	40	4			1	5
	King	0			0	0	0			0	0
	Markham	45	0	2	61	108	0			32	32
	Newmarket	5	1		3	9	7	0		20	27
	Richmond Hill	14	0	8	7	29	5	0	1	28	34
	Vaughan	59	0	0	84	143	29	0	2	22	53
	Whitchurch-Stouffville	4			25	29	100			5	105
	Total	224	1	19	207	451	176	0	4	119	299
Grand Total		567	13	65	515	1,160	446	1	80	352	879

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	36	137	51		2	24	77	
	Brock	31			12	43	12			48	60	
	Clarington	221	5	5	171	402	340	11	2	116	469	
	Oshawa	87		20	352	459	67		0	159	226	
	Pickering	223		21	142	386	94		10	57	161	
	Scugog	40	11		13	64	39	14		7	60	
	Uxbridge	5			24	29	27			21	48	
	Whitby	384	19	113	302	818	239	5	15	92	351	
	Total	1,058	35	193	1,052	2,338	869	30	29	524	1,452	
Halton	Burlington	8		67	37	112				35	35	
	Halton Hills	86		23	4	113	37		9	4	50	
	Milton	363		79	487	929	66		36	27	129	
	Oakville	532			339	871	270			25	295	
	Total	989		169	867	2,025	373		45	91	509	
Peel	Brampton	816	9	308	884	2,017	130	2	55	125	312	
	Caledon	82		5	8	95	86			19	105	
	Mississauga	28		16	29	73	10		5	62	77	
	Total	926	9	329	921	2,185	226	2	60	206	494	
Toronto	East York											
	Etobicoke	5			40	45	1			26	27	
	North York	14		5	170	189	21			100	121	
	Old Toronto				0	0				0	0	
	Scarborough	19				19	10				10	
	York											
	Total	38		5	210	253	32			126	158	
York	Aurora	178			21	199	126			6	132	
	East Gwillimbury	357		59	131	547	66		18	28	112	
	Georgina	99		2	38	139	56		10	1	67	
	King	0			32	32	12			1	13	
	Markham	160	14	49	932	1,155	4	4	43	167	218	
	Newmarket	43	6	6	202	257	23	18		69	110	
	Richmond Hill	204	3	85	211	503	238	5	12	101	356	
	Vaughan	541	5	6	285	837	298	16	6	146	466	
	Whitchurch-Stouffville	257			286	543	59			38	97	
	Total	1,839	28	207	2,138	4,212	882	43	89	557	1,571	
Grand Total	4,850	72	903	5,188	11,013	2,382	75	223	1,504	4,184		

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