



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of July 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-20		Jul-19		Change
High Rise	1,991		2,067		-3.7%
Low Rise	1,553		541		187.1%
Total	3,544		2,608		35.9%
Year to Date Sales	Jan.-Jul. 2020		Jan.-Jul. 2019		Y/Y Change
High Rise	10,381		14,432		-28.1%
Low Rise	7,779		5,159		50.8%
Total	18,160		19,591		-7.3%
Year to Date Supply	Jan.-Jul. 2020		Jan.-Jul. 2019		Y/Y Change
High Rise	8,600		16,146		-46.7%
Low Rise	6,791		4,693		44.7%
Total	15,391		20,839		-26.1%
Year to Date Completions	Jan.-Jul. 2020		Jan.-Jul. 2019		Y/Y Change
High Rise	11,893		15,091		-21.2%
Remaining Inventory	Jul-20	Jun-20	Jul-19	M/M Change	Y/Y Change
High Rise	9,829	9,554	13,397	2.9%	-26.6%
Low Rise	3,999	4,189	4,841	-4.5%	-17.4%
Total	13,828	13,743	18,238	0.6%	-24.2%
Benchmark Price	Jul-20	Jun-20	Jul-19	M/M Change	Y/Y Change
High Rise	\$993,811	\$999,228	\$838,824	-0.5%	18.5%
Low Rise	\$1,182,199	\$1,141,848	\$1,091,727	3.5%	8.3%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	9	367	288	143	
High Rise Units	2,539	96,937	77,937	35,969	
% Sold*	79%	85%	92%	77%	
Low Rise Projects	18	299			
Low Rise Units	615	31,162			
% Sold*	64%	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.

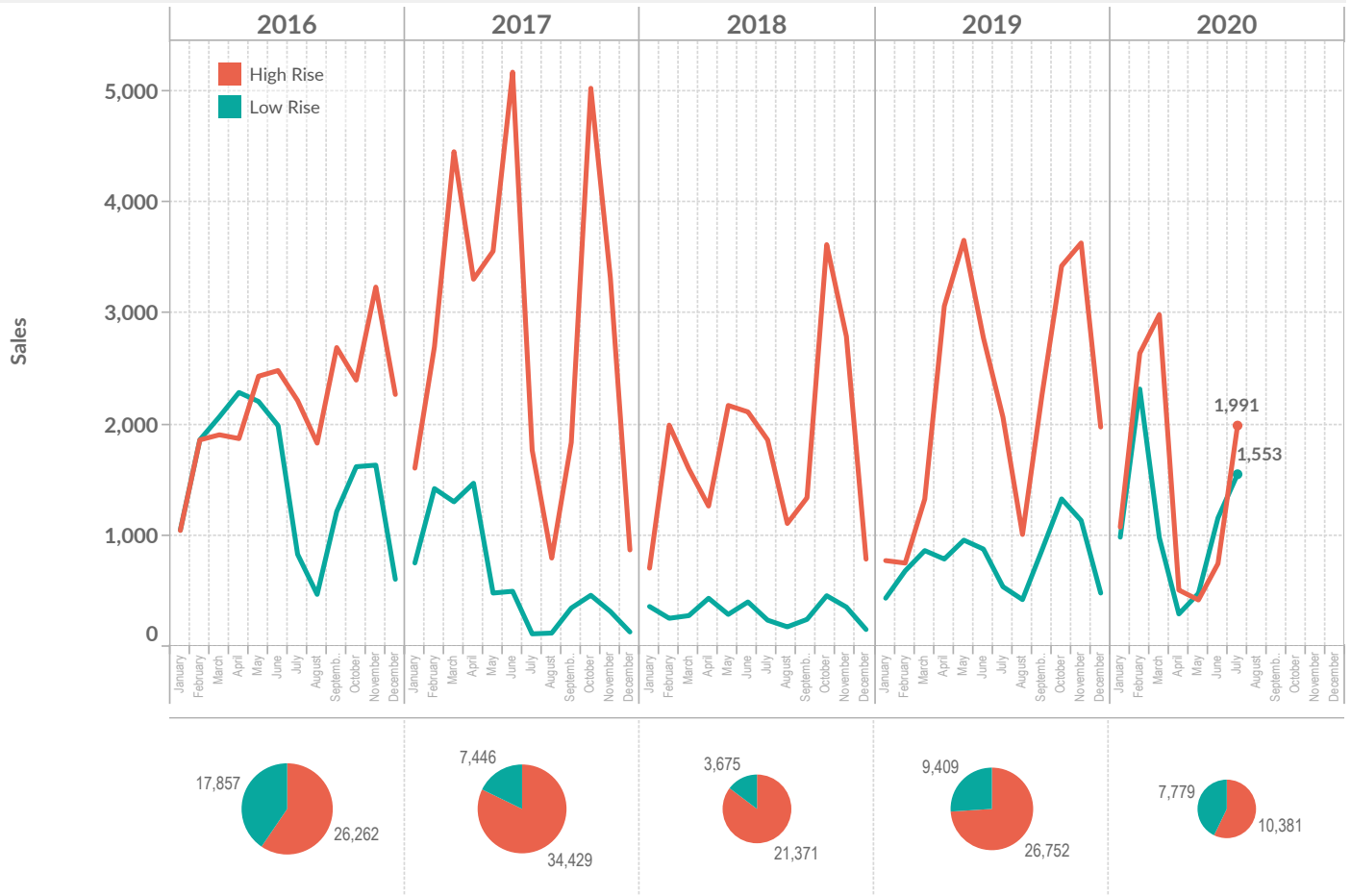
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

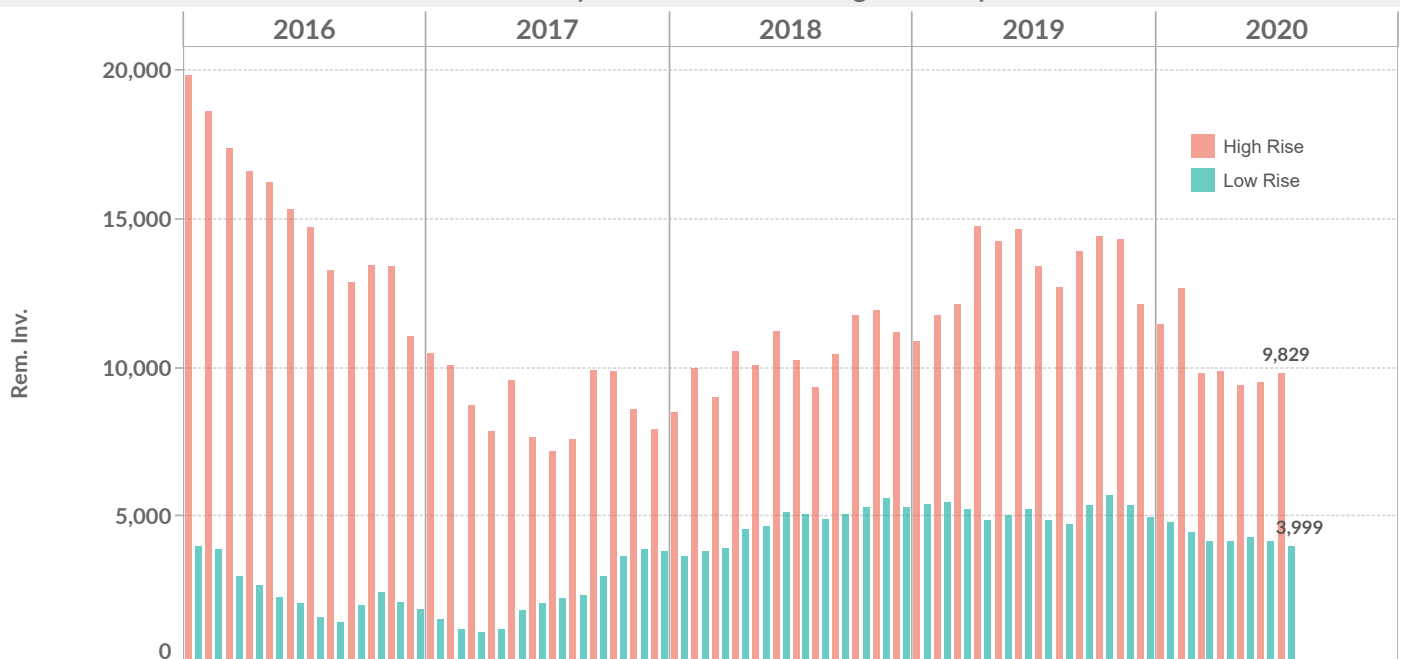
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

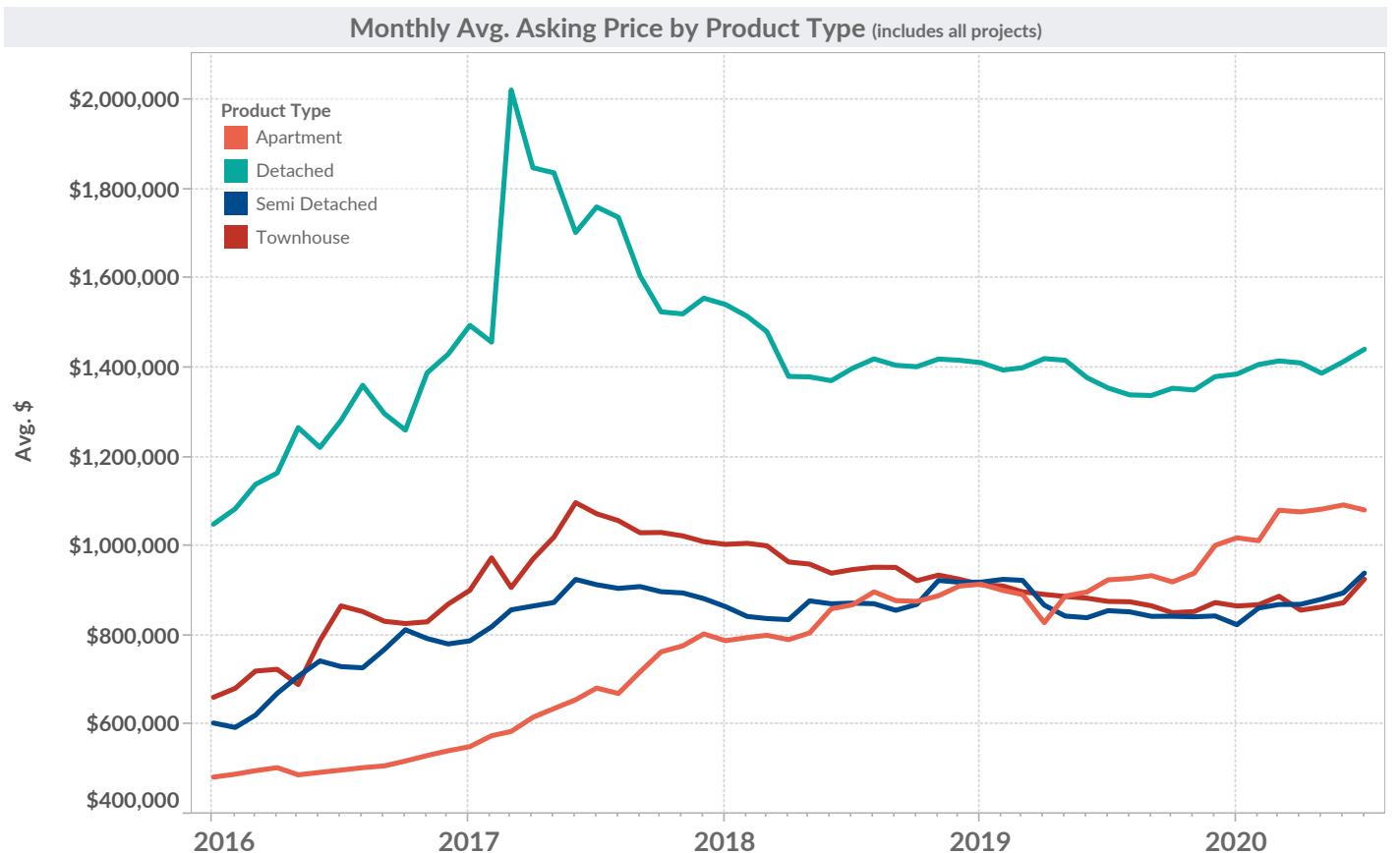
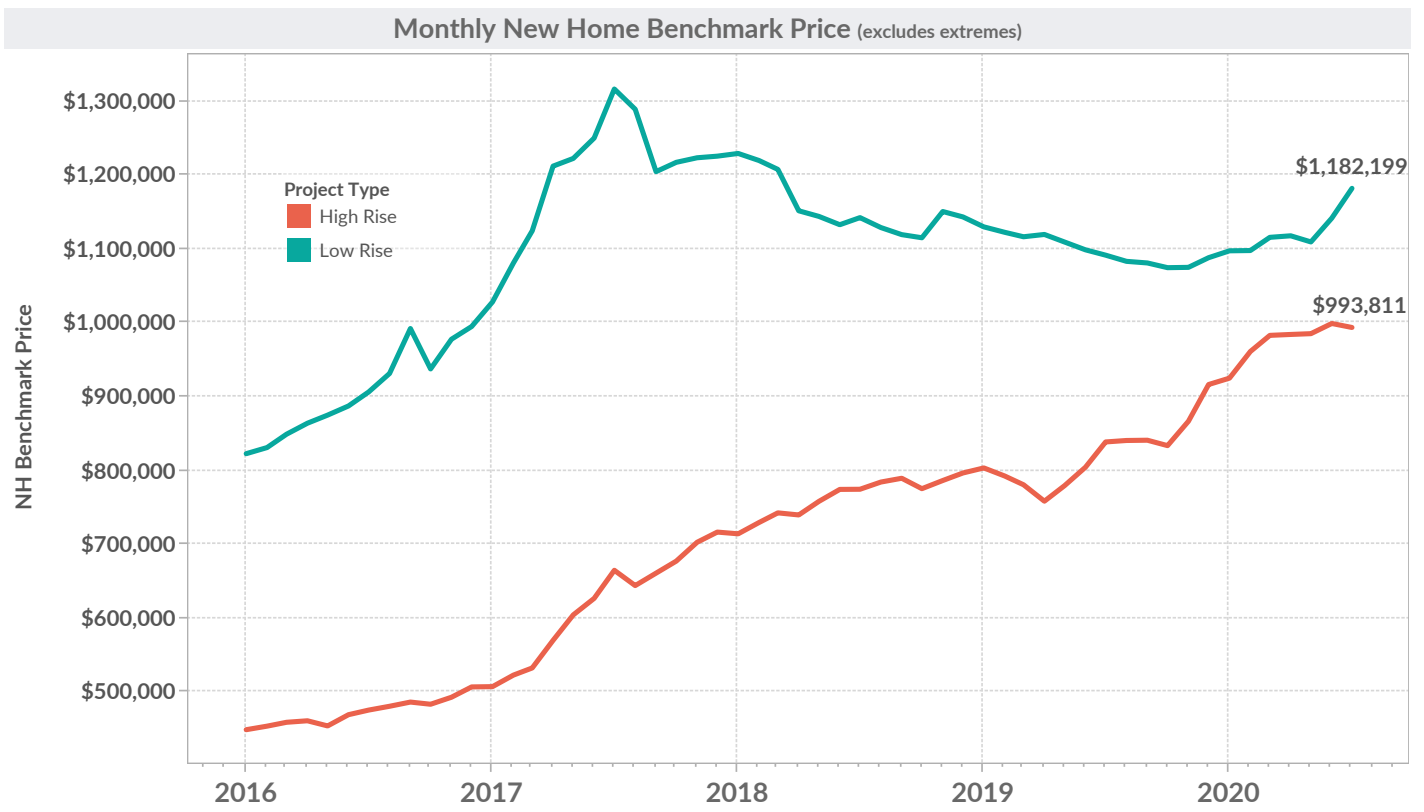
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

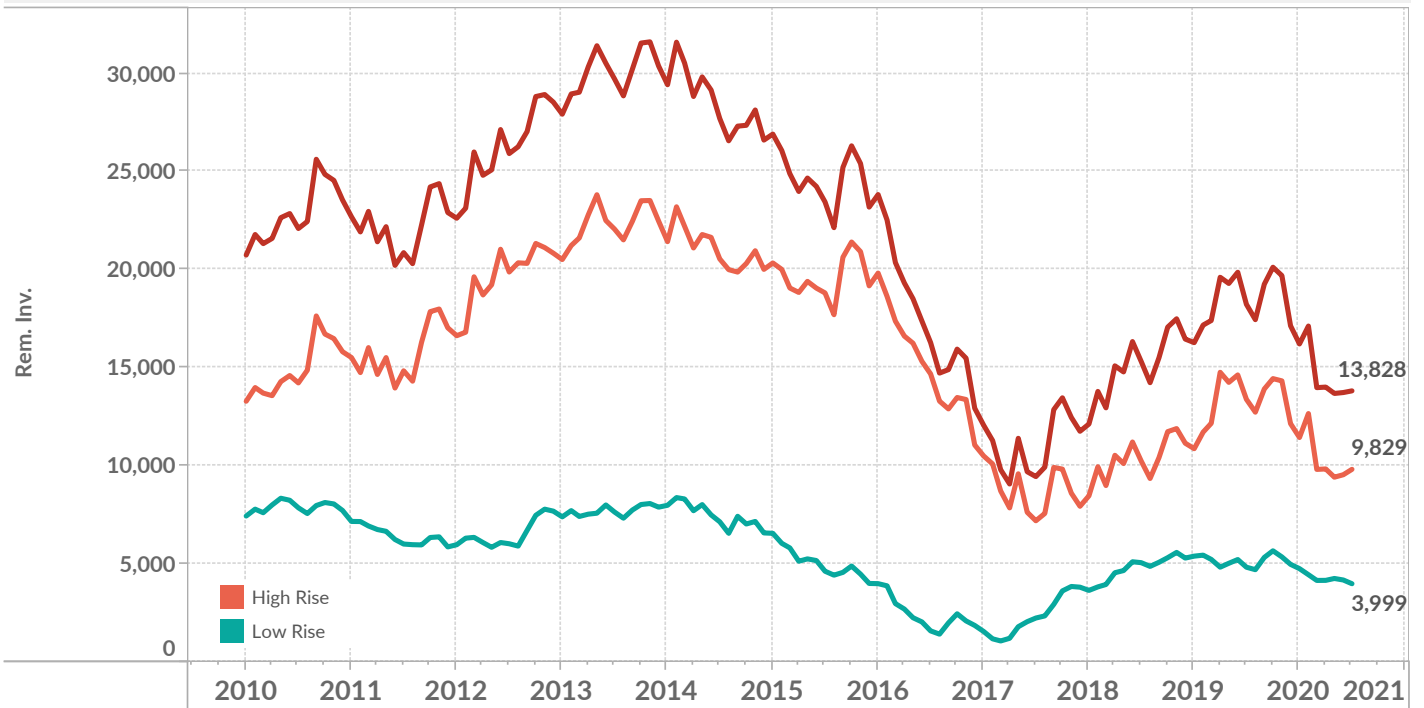


Pricing

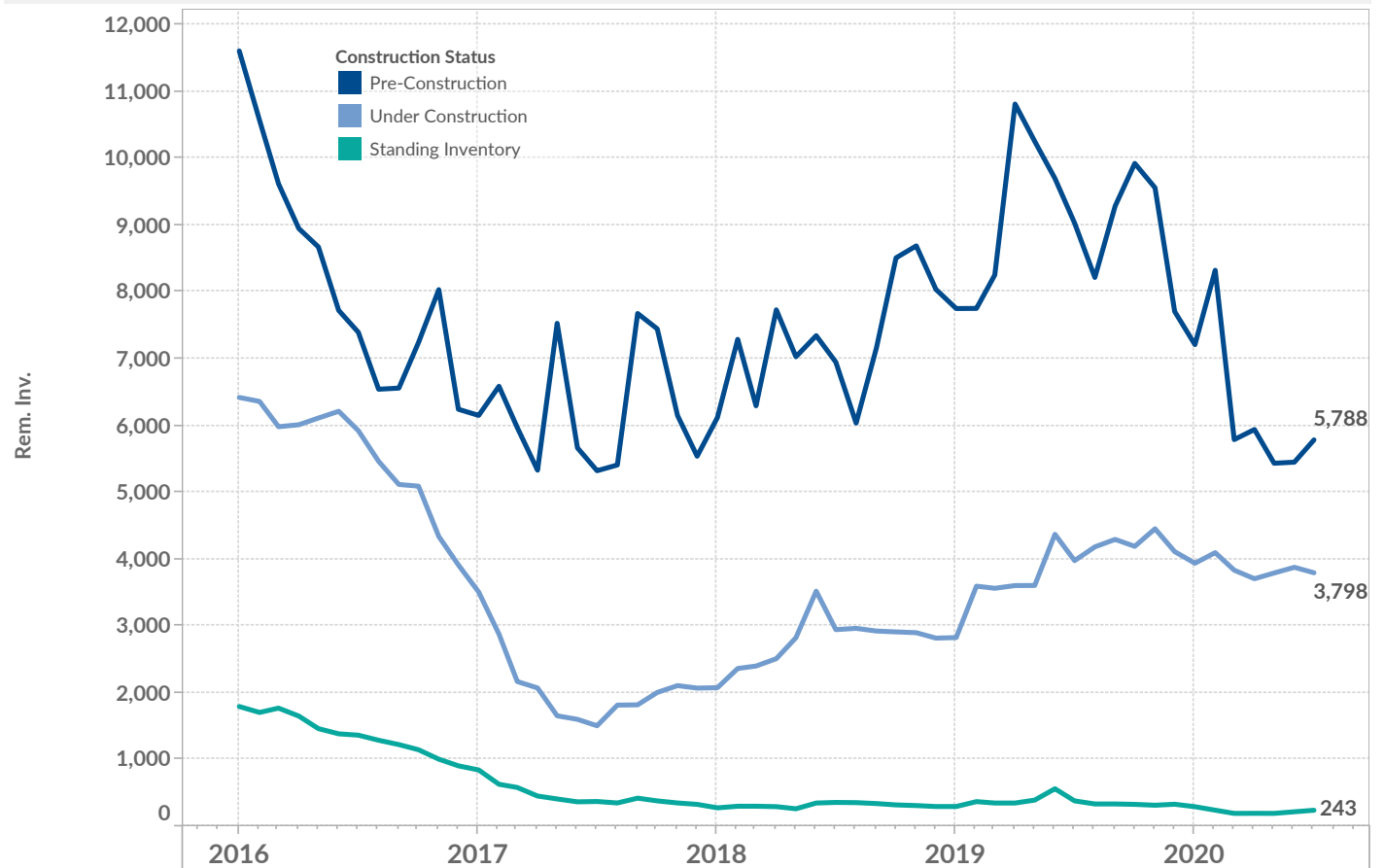


Remaining Inventory

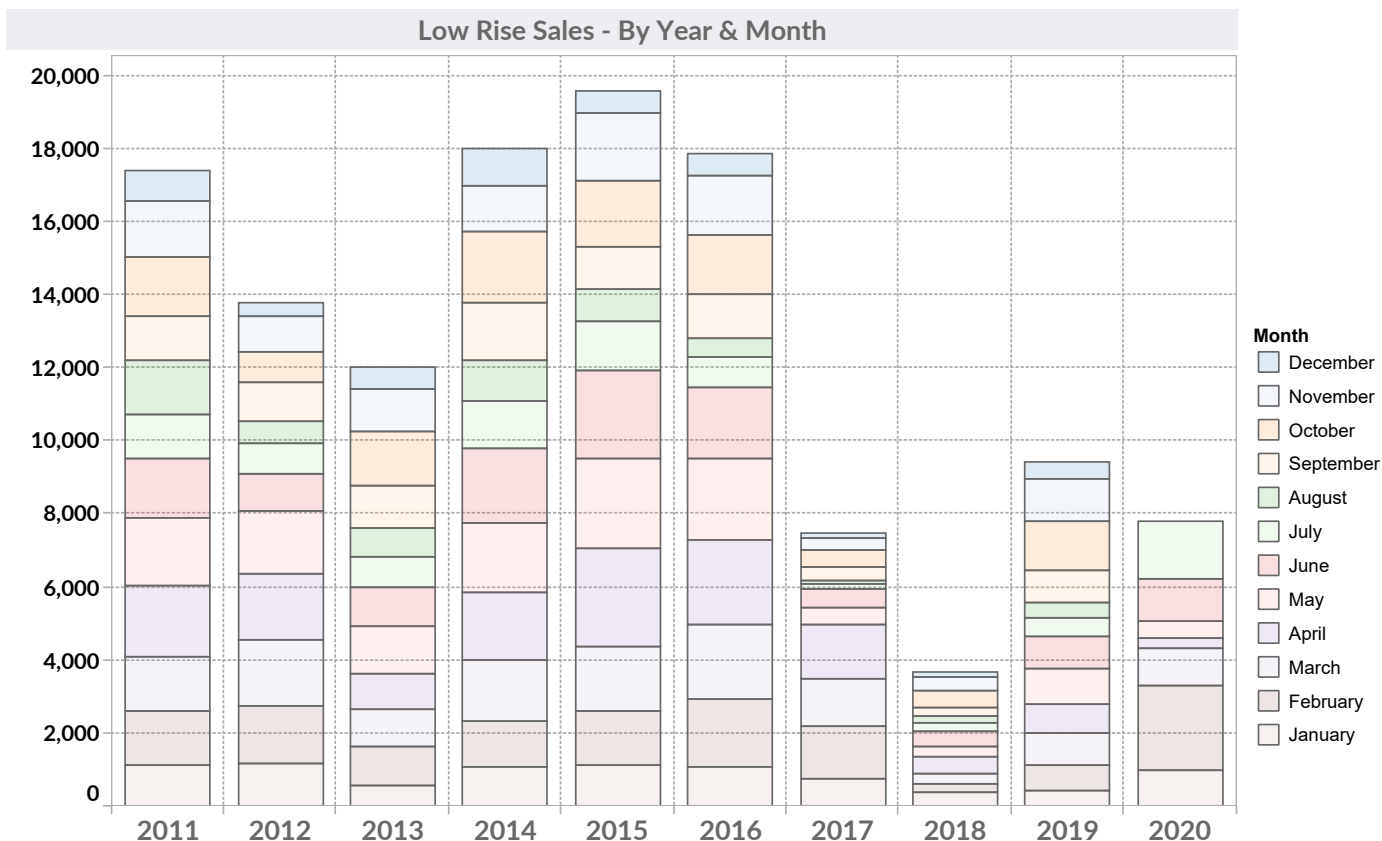
GTA - Monthly New Home Remaining Inventory



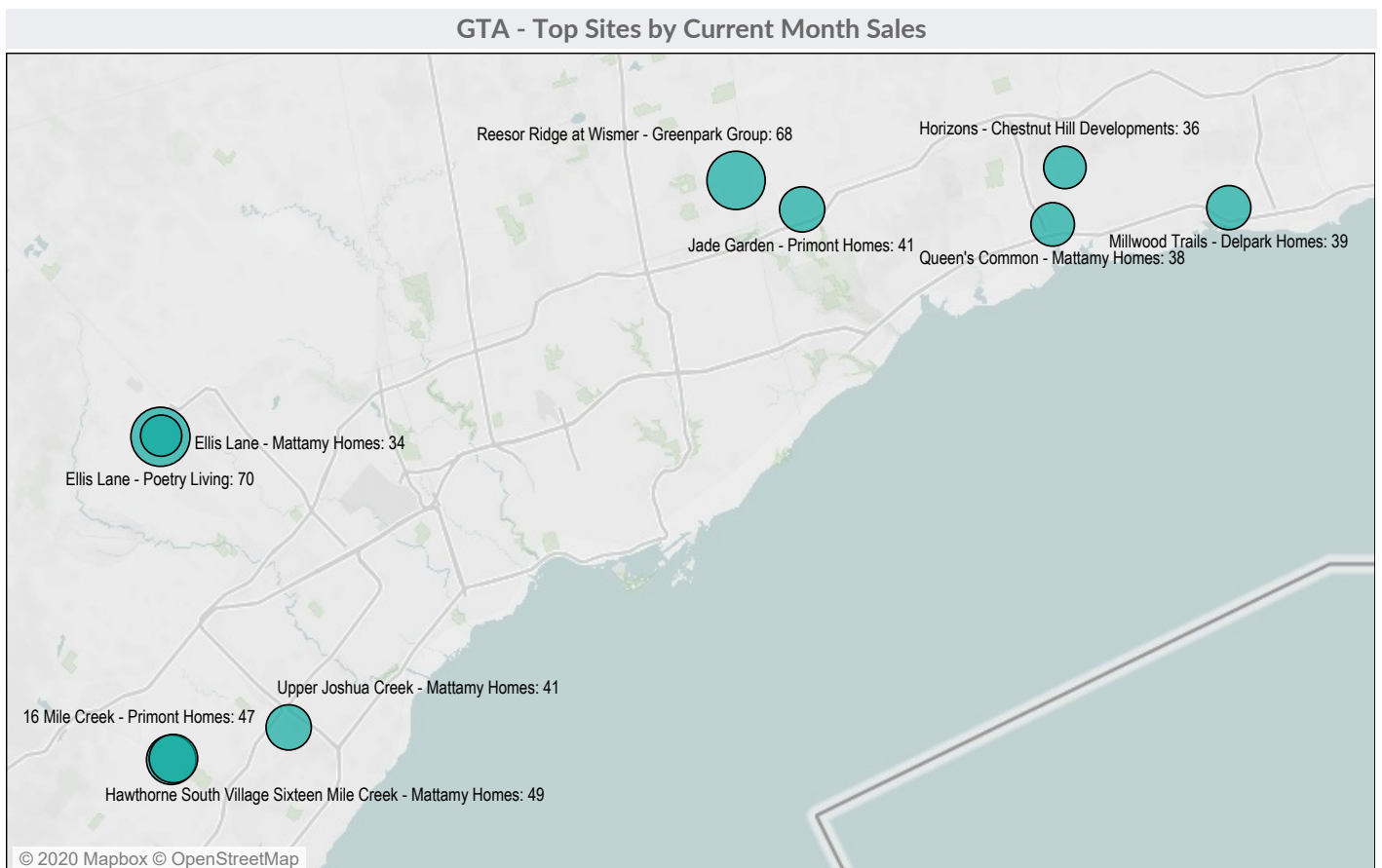
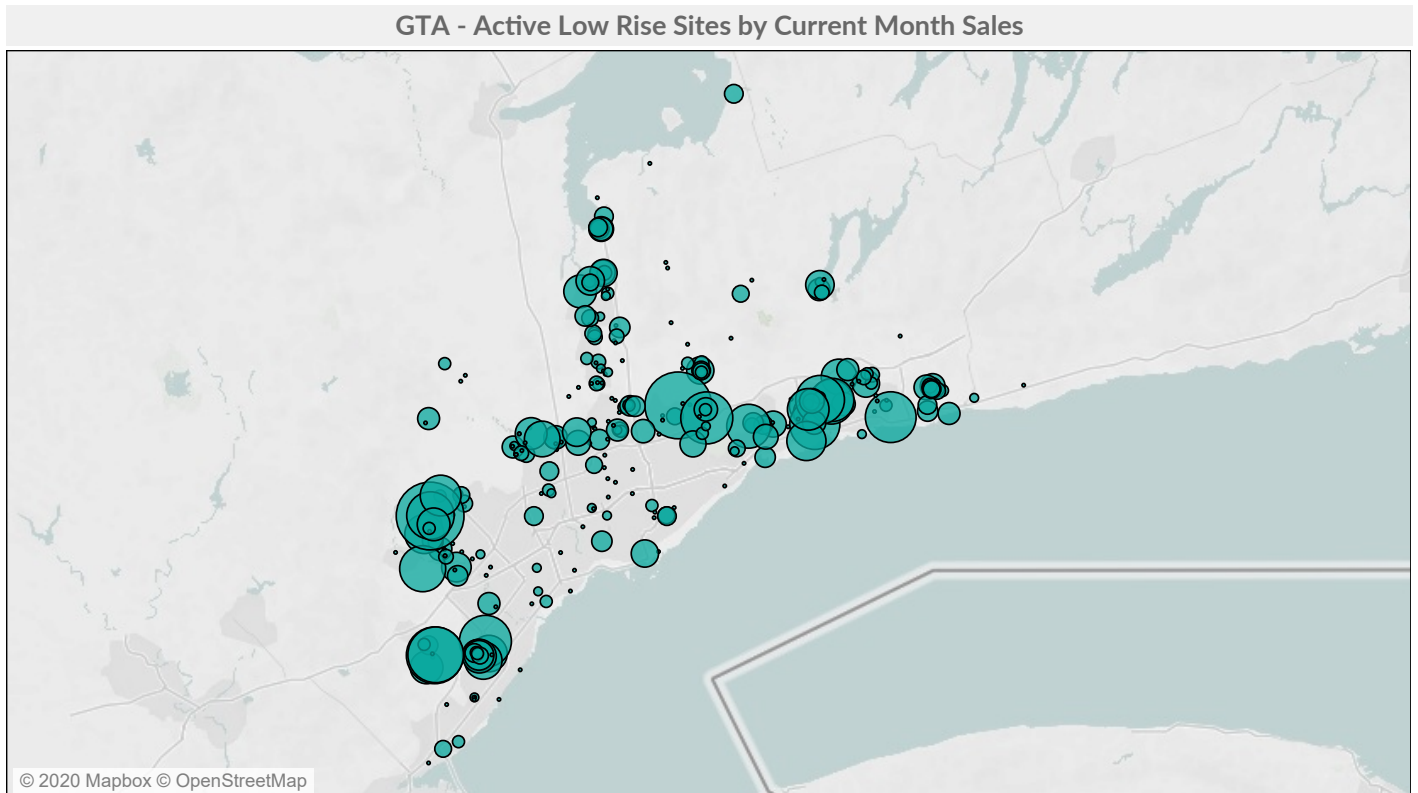
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



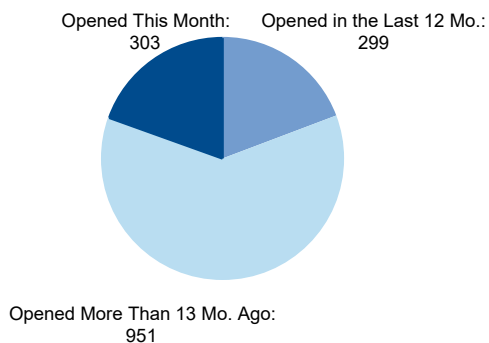
Current Sites



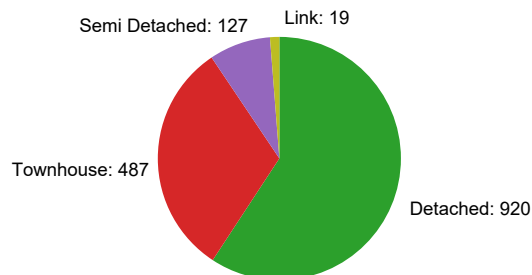
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

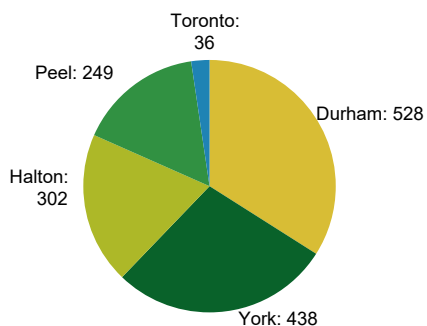
Sales by Opening Date



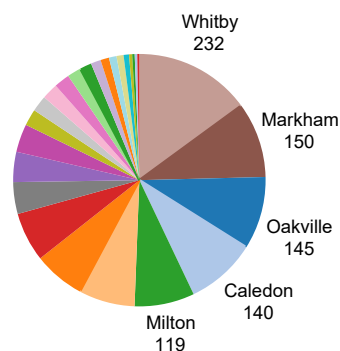
Sales by Product Type



Sales by Region



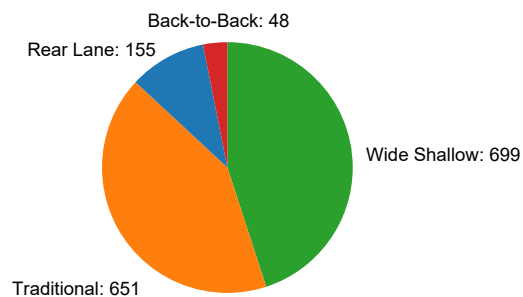
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



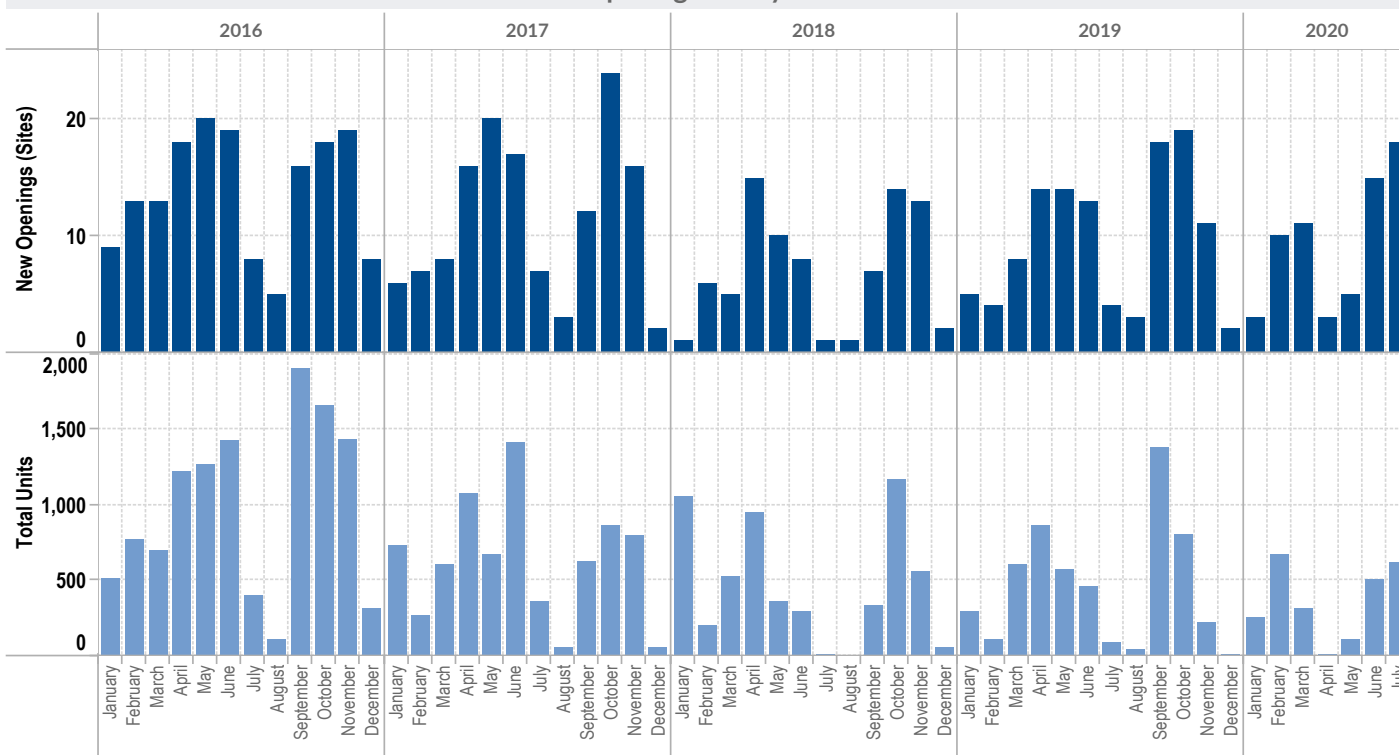
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
West Scugog Village - Jeffery Homes	Freehold Common Elem..	Scugog	7/1/2020	22	7	15	\$351
Upper Oaks - Starlane Homes	Condominium	Oakville	7/2/2020	34	20	14	
16 Mile Creek - Primont Homes	Freehold	Milton	7/4/2020	12	12	0	
Upper Joshua Creek - Mattamy Homes	Freehold	Oakville	*	81	41	40	\$508
Reesor Ridge at Wismer - Greenpark Group	Freehold	Markham	7/11/2020	73	68	5	\$524
Gracefields - Lindvest	Freehold	Clarington	7/15/2020	2	0	2	\$278
Bartley Towns - Bazis International Inc.	Freehold Common Elem..	North York	7/16/2020	15	5	10	\$652
Valleybrooke Estates - Medallion Developments	Freehold	Vaughan	7/16/2020	2	0	2	\$487
Anchor Woods - Andrin Homes	Freehold	East Gwillimbury	7/18/2020	6	0	6	\$342
Field House - Daniels Corporation	Condominium	Old Toronto	7/18/2020	24	11	13	\$848
Liberty North - Eastrose Homes	Condominium	Clarington	7/18/2020	11	4	7	\$354
St. Clair Village - Front Door Developments	Freehold Common Elem..	Old Toronto	7/18/2020	24	6	18	\$577
Constellations - Digreen Homes	Freehold	Caledon	7/23/2020	27	25	2	\$401
Ellis Lane - Mattamy Homes	Freehold	Caledon	7/25/2020	40	34	6	\$439
Ellis Lane - Poetry Living	Freehold	Caledon	7/25/2020	72	70	2	\$429
Hall's Lake Estates - Astoria Homes Inc.	Freehold	Caledon	7/25/2020	28	0	28	\$492
Ivylea - Marlin Spring	Freehold Common Elem..	Richmond Hill	7/25/2020	131	0	131	\$495
Aurora Glen - Lindvest	Freehold Common Elem..	Aurora	7/31/2020	11	0	11	\$388
Grand Total				615	303	312	\$495

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	53	78	139	201						1,095	14.1%		14.1%	
Minto Developments and Metropia		329	0	0	0	71	0						400	5.1%		19.2%	
Primont Homes	1	17	13	7	3	135	107						283	3.6%		22.9%	
Remington Homes	19	89	39	0	16	60	40						263	3.4%		26.2%	
Aspen Ridge Homes	24	70	39	4	9	49	59						254	3.3%		29.5%	
Paradise Developments	2	0	51	0	74	66	50						243	3.1%		32.6%	
Tribute Communities	19	66	49	5	9	24	47						219	2.8%		35.4%	
Regal Crest Homes	38	81	30	2	8	13	22						194	2.5%		37.9%	
Sunny Communities	175	8	6	0	0	0	0						189	2.4%		40.4%	
Fieldgate Homes	30	54	12	7	17	29	31						180	2.3%		42.7%	
Sundial Homes	3	112	51	1	0	3	6						176	2.3%		44.9%	
CountryWide Homes	29	26	26	4	13	32	24						154	2.0%		46.9%	
Townwood Homes	9	110	19	0	1	1	8						148	1.9%		48.8%	
Great Gulf	22	21	7	0	16	33	46						145	1.9%		50.7%	
Poetry Living	5	20	34	3	2	1	76						141	1.8%		52.5%	
Linvest	12	29	36	1	5	20	34						137	1.8%		54.3%	
Delpark Homes	12	32	14	4	4	15	54						135	1.7%		56.0%	
Rosehaven Homes	21	75	12	1	12	6	4						131	1.7%		57.7%	
Starlane Home Corporation	27	54	3	3	12	16	10						125	1.6%		59.3%	
Stateview Homes	19	15	6	75	3	2	3						123	1.6%		60.9%	
Treasure Hill	10	11	18	8	5	37	24						113	1.5%		62.3%	
Vogue Development Group	14	83	5	0	0	0	0						102	1.3%		63.6%	
	987	2,320	982	296	481	1,160	1,553						7,779				

Top Builders - Last 12 Months

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

Builder	2019					2020							Total	Market Share		Cum. Mkt. Share	
	August	September	October	November	December	January	February	March	April	May	June	July		%		%	
Mattamy Homes	57	115	214	87	19	152	406	66	53	78	139	201	1,587	13.2%		13.2%	
Fieldgate Homes	0	22	71	115	39	30	54	12	7	17	29	31	427	3.5%		16.7%	
Minto Developments and Metropia							329	0	0	0	71	0	400	3.3%		20.1%	
Aspen Ridge Homes	21	37	29	31	11	24	70	39	4	9	49	59	383	3.2%		23.3%	
Paradise Developments	0	0	83	40	3	2	0	51	0	74	66	50	369	3.1%		26.3%	
Primont Homes	4	3	53	5	1	1	17	13	7	3	135	107	349	2.9%		29.2%	
Remington Homes	9	6	14	13	9	19	89	39	0	16	60	40	314	2.6%		31.8%	
Great Gulf	22	48	42	24	9	22	21	7	0	16	33	46	290	2.4%		34.2%	
CountryWide Homes	22	24	38	27	9	29	26	26	4	13	32	24	274	2.3%		36.5%	
Regal Crest Homes	9	20	21	16	6	38	81	30	2	8	13	22	266	2.2%		38.7%	
Tribute Communities	7	10	12	11	4	19	66	49	5	9	24	47	263	2.2%		40.9%	
Rosehaven Homes	2	33	23	19	8	21	75	12	1	12	6	4	216	1.8%		42.7%	
Linvest	2	22	20	19	15	12	29	36	1	5	20	34	215	1.8%		44.5%	
Starlane Home Corporation	2	52	9	11	7	27	54	3	3	12	16	10	206	1.7%		46.2%	
Sundial Homes	6	5	7	8	3	3	112	51	1	0	3	6	205	1.7%		47.9%	
Sunny Communities						175	8	6	0	0	0	0	189	1.6%		49.5%	
Vogue Development Group	1	0	48	24	6	14	83	5	0	0	0	0	181	1.5%		51.0%	
Sorbara	8	3	44	47	8	11	25	18	0	0	1	11	176	1.5%		52.5%	
Deco Homes	2	27	30	49	2	14	17	7	7	5	9	6	175	1.5%		53.9%	
Opus Homes	0	18	28	38	9	9	24	6	4	13	10	15	174	1.4%		55.4%	
Delpark Homes	7	7	3	11	10	12	32	14	4	4	15	54	173	1.4%		56.8%	
Poetry Living			15	9	4	5	20	34	3	2	1	76	169	1.4%		58.2%	
	425	873	1,331	1,137	484	987	2,320	982	296	481	1,160	1,553	12,029				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 July
Ellis Lane - Poetry Living	Caledon	Detached	30'	22
			36'	48
			Total	70
Reesor Ridge at Wismer - Greenpark Group	Markham	Detached	44'	31
		Semi Detached	29'	37
		Total		68
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	12
			36'	33
			43'	4
			66'	0
		Townhouse	20'	0
			23'	0
		Total		49
16 Mile Creek - Primont Homes	Milton	Detached	30'	15
			36'	16
			43'	12
		Townhouse	21'	4
			Total	47
Jade Garden - Primont Homes	Markham	Townhouse	15'	41
			Total	41
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34'	13
			38'	26
			45'	2
		Total		41
Millwood Trails - Delpark Homes	Clarington	Detached	33'	18
			37'	9
			40'	7
		Townhouse	23'	5
			Total	39
Queen's Common - Mattamy Homes	Whitby	Detached	30'	13
			36'	14
		Townhouse	23'	11
			Total	38
Horizons - Chestnut Hill Developments	Whitby	Townhouse	19'	36
			Total	36
Ellis Lane - Mattamy Homes	Caledon	Detached	30'	6
			36'	28
		Total		34
Hello Georgetown - Remington Homes	Halton Hills	Detached	30'	5
			36'	12
			40'	4
		Semi Detached	25'	6
		Townhouse	23'	5
			Total	32

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	July 2020					July 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	12		5	16	33	7		3	0	10
	Brock	5			0	5	0				0
	Clarington	78	5	1	28	112	4	1	0	22	27
	Oshawa	15		0	41	56	6		0	3	9
	Pickering	42		4	17	63	14		3	14	31
	Scugog	8	7		8	23	7	1			8
	Uxbridge	0			4	4	0			2	2
	Whitby	127	7	8	90	232	22		1	8	31
	Total	287	19	18	204	528	60	2	7	49	118
Halton	Burlington				6	6	3		0	0	3
	Halton Hills	21		6	5	32	0				0
	Milton	92		5	22	119	13		12	21	46
	Oakville	122			23	145	15			14	29
	Total	235		11	56	302	31		12	35	78
Peel	Brampton	32	0	23	43	98	63	0	14	50	127
	Caledon	137			3	140	6		3	3	12
	Mississauga	0		1	10	11	4		0	5	9
	Total	169	0	24	56	249	73	0	17	58	148
Toronto	East York										
	Etobicoke	0			5	5	1			4	5
	North York	2			12	14	0		5	21	26
	Old Toronto			6	11	17				0	0
	Scarborough	0				0	3				3
	York										
	Total	2		6	28	36	4		5	25	34
York	Aurora	12			3	15	9			5	14
	East Gwillimbury	42		11	7	60	28		1	9	38
	Georgina	30		2	0	32	7			0	7
	King	0			0	0	0			0	0
	Markham	36	0	47	67	150	0			36	36
	Newmarket	4	0		16	20	3	1		1	5
	Richmond Hill	23	0	3	5	31	3	2	7	5	17
	Vaughan	63	0	5	34	102	21	2	0	14	37
	Whitchurch-Stouffville	17			11	28	1			8	9
	Total	227	0	68	143	438	72	5	8	78	163
Grand Total		920	19	127	487	1,553	240	7	49	245	541

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	72		36	50	158	48		5	23	76	
	Brock	36			12	48	9			48	57	
	Clarington	296	10	6	180	492	317	9	3	107	436	
	Oshawa	93		20	390	503	180		0	130	310	
	Pickering	250		22	147	419	57		6	38	101	
	Scugog	44	17		19	80	35	12		23	70	
	Uxbridge	5			29	34	26			23	49	
	Whitby	490	26	123	384	1,023	190	4	13	76	283	
	Total	1,286	53	207	1,211	2,757	862	25	27	468	1,382	
Halton	Burlington	5		67	43	115				29	29	
	Halton Hills	107		29	9	145	44		19	6	69	
	Milton	442		72	486	1,000	21		31	28	80	
	Oakville	639			348	987	266			36	302	
	Total	1,193		168	886	2,247	331		50	99	480	
Peel	Brampton	781	9	324	878	1,992	97	2	49	109	257	
	Caledon	216		2	8	226	114			16	130	
	Mississauga	24		17	35	76	10		4	55	69	
	Total	1,021	9	343	921	2,294	221	2	53	180	456	
Toronto	East York											
	Etobicoke	4			40	44	1			22	23	
	North York	16			161	177	19			103	122	
	Old Toronto			6	11	17			18	13	31	
	Scarborough	16				16	10				10	
	York											
	Total	36		6	212	254	30		18	138	186	
York	Aurora	179			19	198	126			14	140	
	East Gwillimbury	370		68	128	566	49		12	22	83	
	Georgina	124		6	38	168	28		6	1	35	
	King	0			32	32	12			1	13	
	Markham	196	14	96	962	1,268	12	12	36	115	175	
	Newmarket	41	5	6	215	267	27	18		40	85	
	Richmond Hill	224	1	81	211	517	215	5	9	227	456	
	Vaughan	578	3	11	307	899	262	16	7	129	414	
	Whitchurch-Stouffville	273			289	562	67			27	94	
	Total	1,985	23	268	2,201	4,477	798	51	70	576	1,495	
Grand Total	5,521	85	992	5,431	12,029	2,242	78	218	1,461	3,999		

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