



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of August 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Aug-20		Aug-19		Change
High Rise	2,609		1,008		158.8%
Low Rise	1,930		424		355.2%
Total	4,539		1,432		217.0%
Year to Date Sales	Jan.-Aug. 2020		Jan.-Aug. 2019		Y/Y Change
High Rise	13,008		15,431		-15.7%
Low Rise	9,768		5,577		75.1%
Total	22,776		21,008		8.4%
Year to Date Supply	Jan.-Aug. 2020		Jan.-Aug. 2019		Y/Y Change
High Rise	11,807		16,647		-29.1%
Low Rise	8,316		4,990		66.7%
Total	20,123		21,637		-7.0%
Year to Date Completions	Jan.-Aug. 2020		Jan.-Aug. 2019		Y/Y Change
High Rise	13,166		15,147		-13.1%
Remaining Inventory	Aug-20	Jul-20	Aug-19	M/M Change	Y/Y Change
High Rise	10,776	9,897	12,763	8.9%	-15.6%
Low Rise	3,555	4,062	4,725	-12.5%	-24.8%
Total	14,331	13,959	17,488	2.7%	-18.1%
Benchmark Price	Aug-20	Jul-20	Aug-19	M/M Change	Y/Y Change
High Rise	\$972,859	\$993,811	\$840,799	-2.1%	15.7%
Low Rise	\$1,169,823	\$1,182,199	\$1,083,358	-1.0%	8.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	376	295	145	
High Rise Units	3,064	99,527	79,420	36,604	
% Sold*	63%	85%	92%	78%	
Low Rise Projects	12	293			
Low Rise Units	560	30,308			
% Sold*	64%	88%			

* 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.

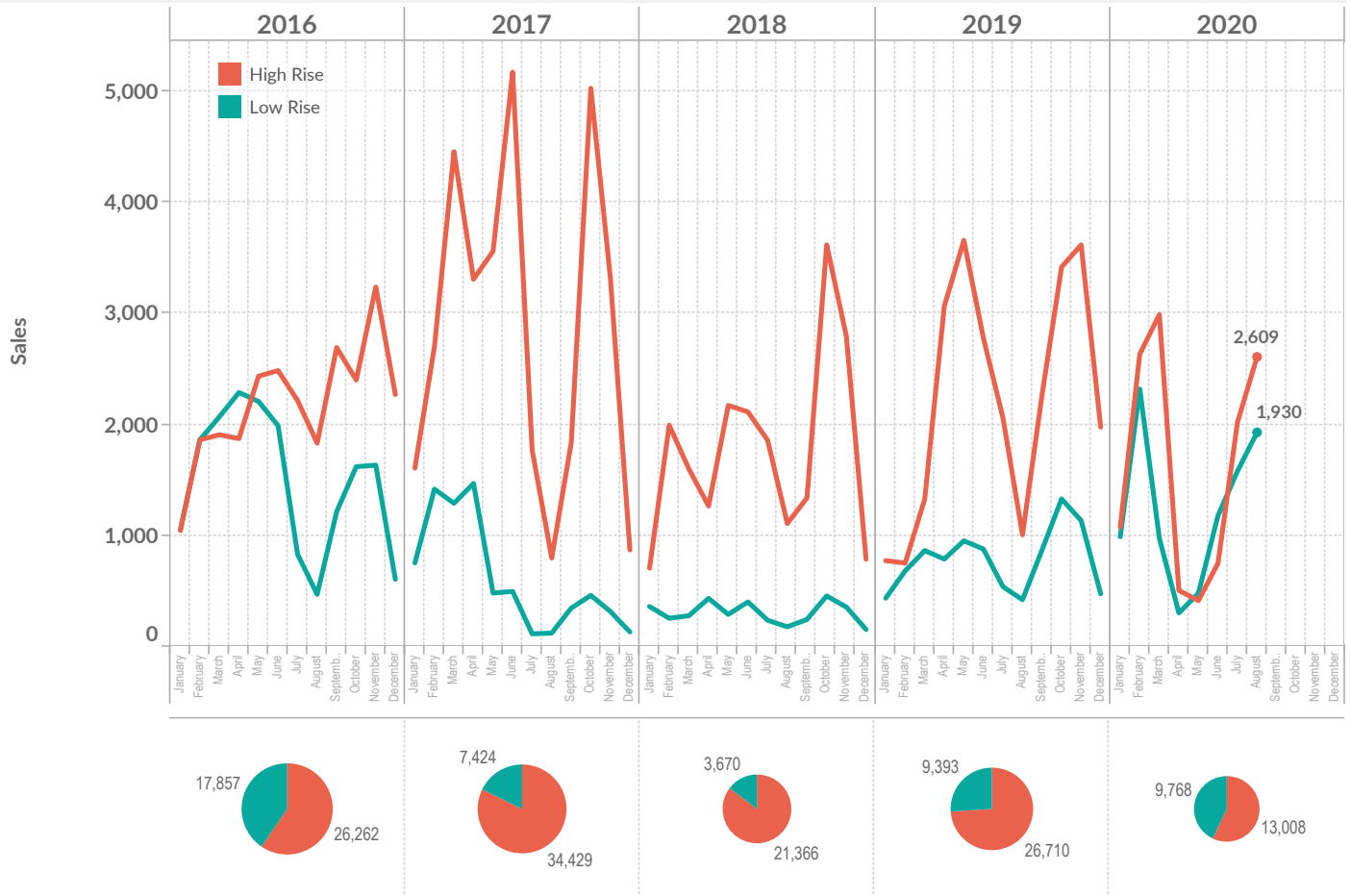
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

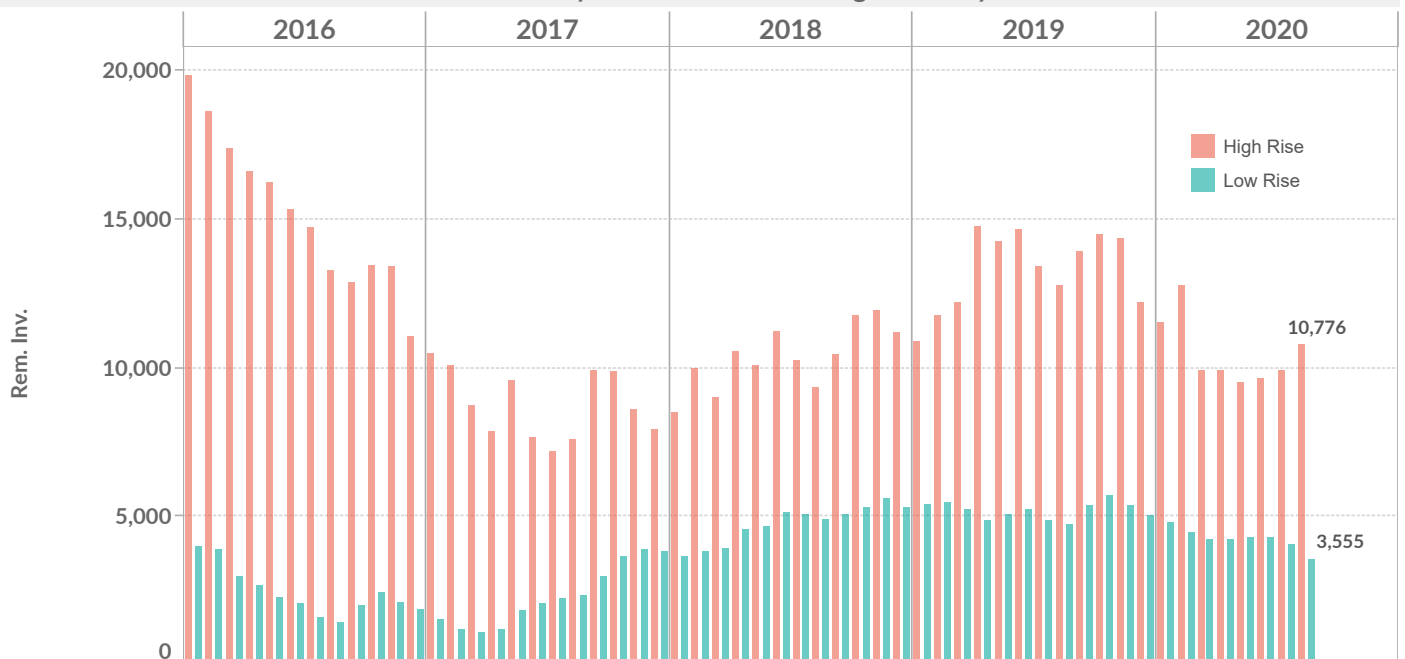
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

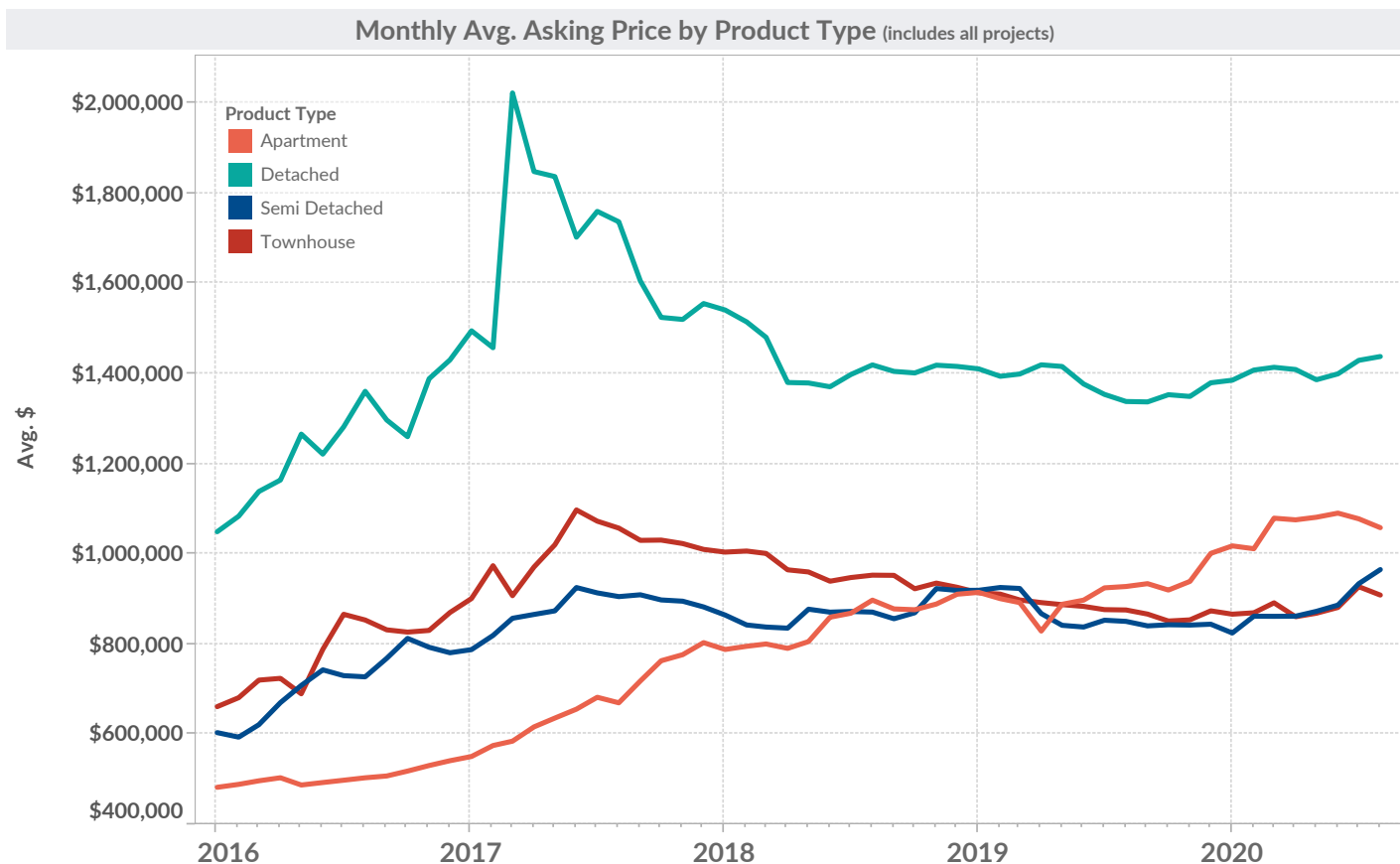
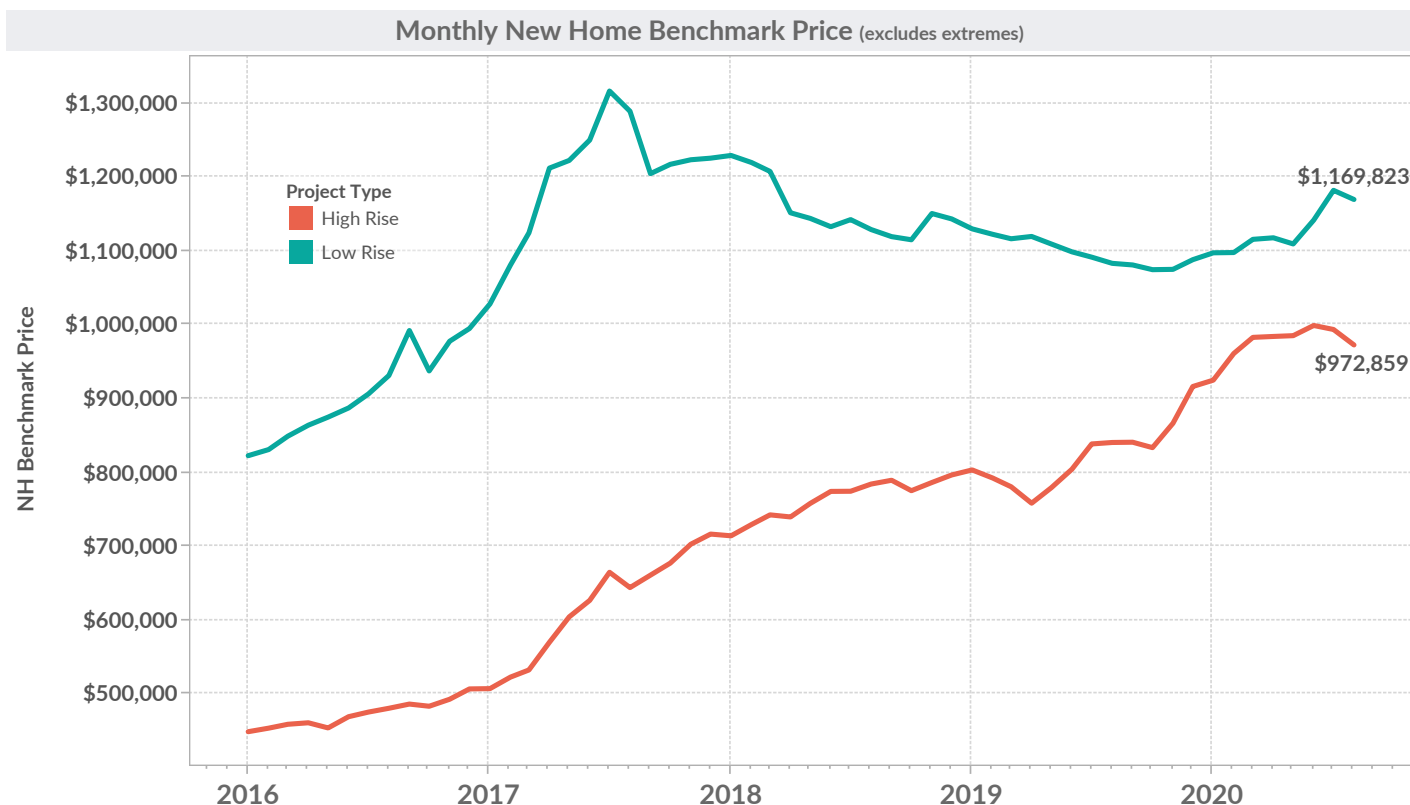
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

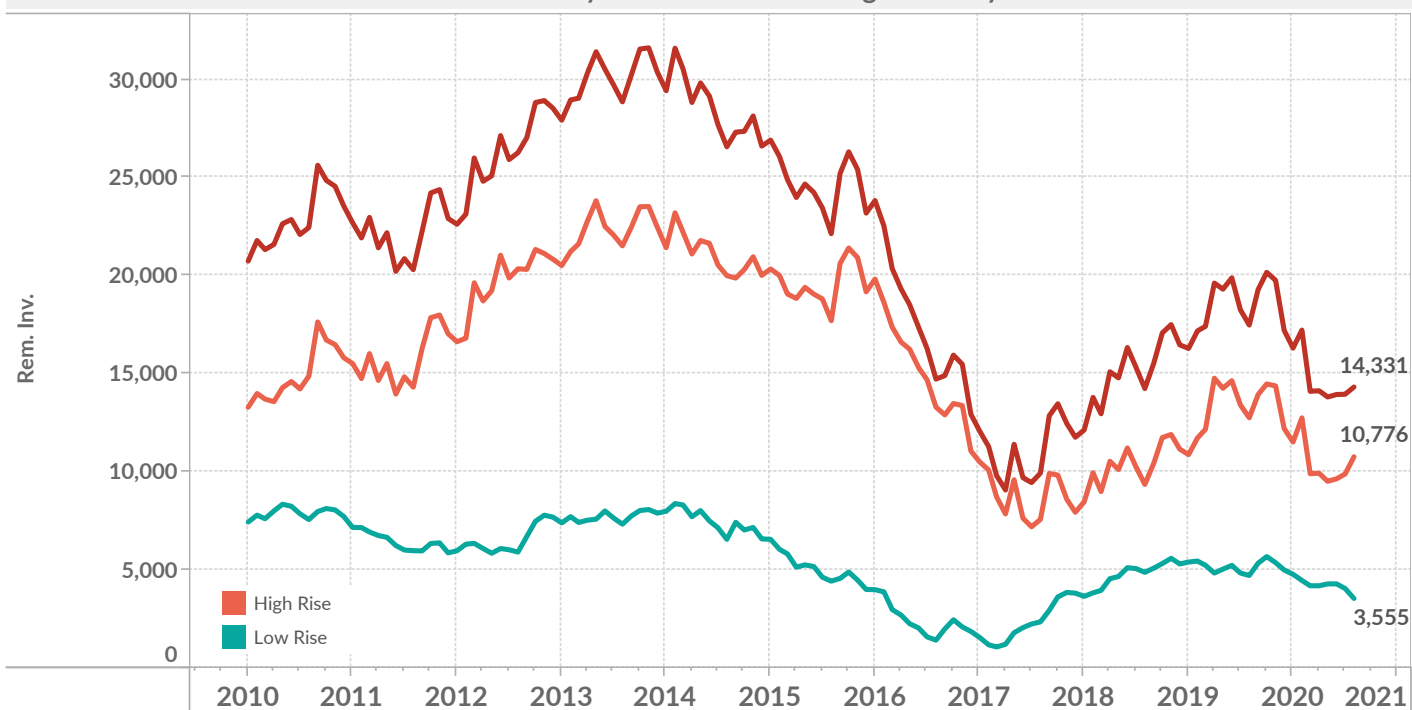


Pricing

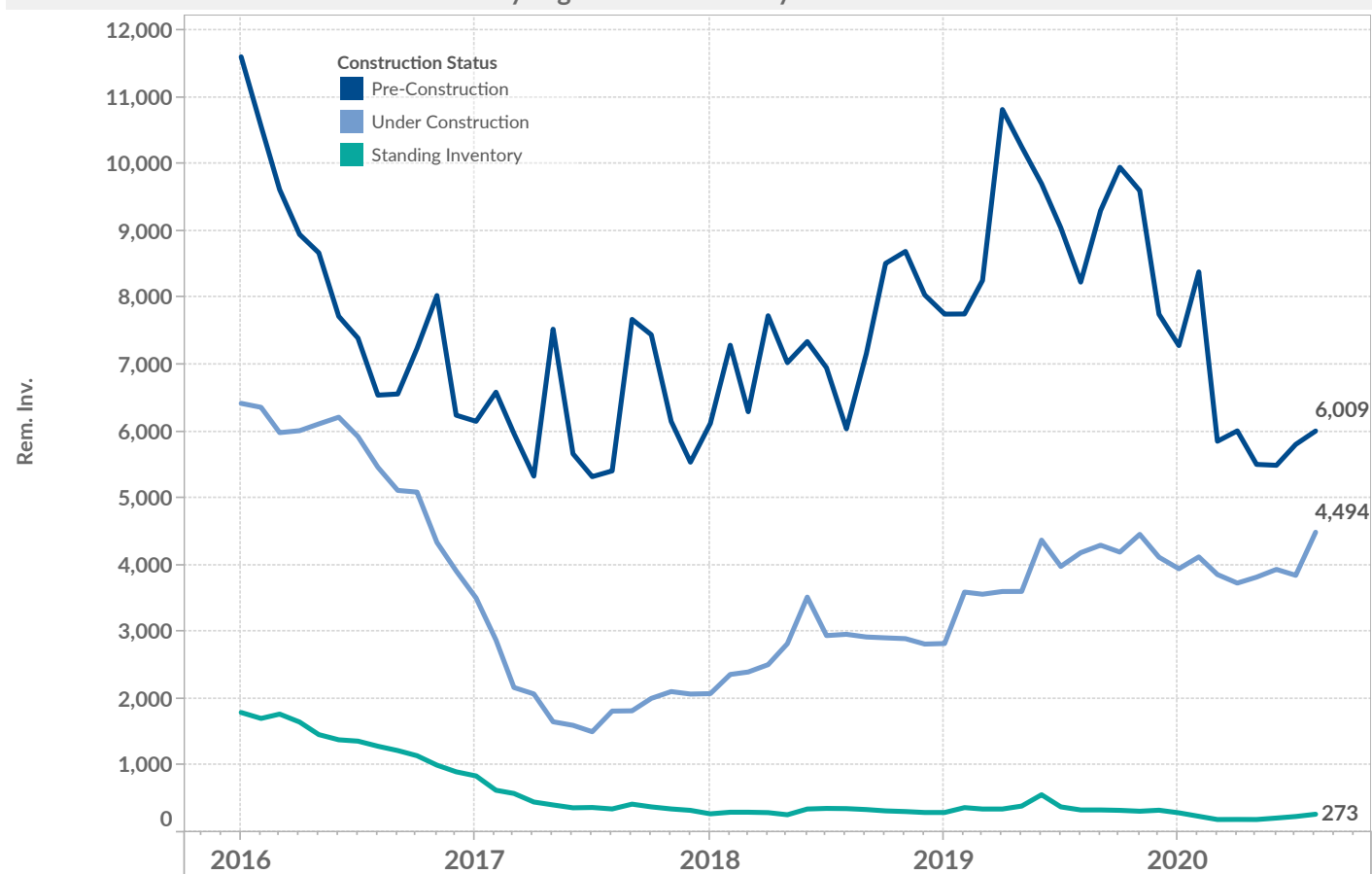


Remaining Inventory

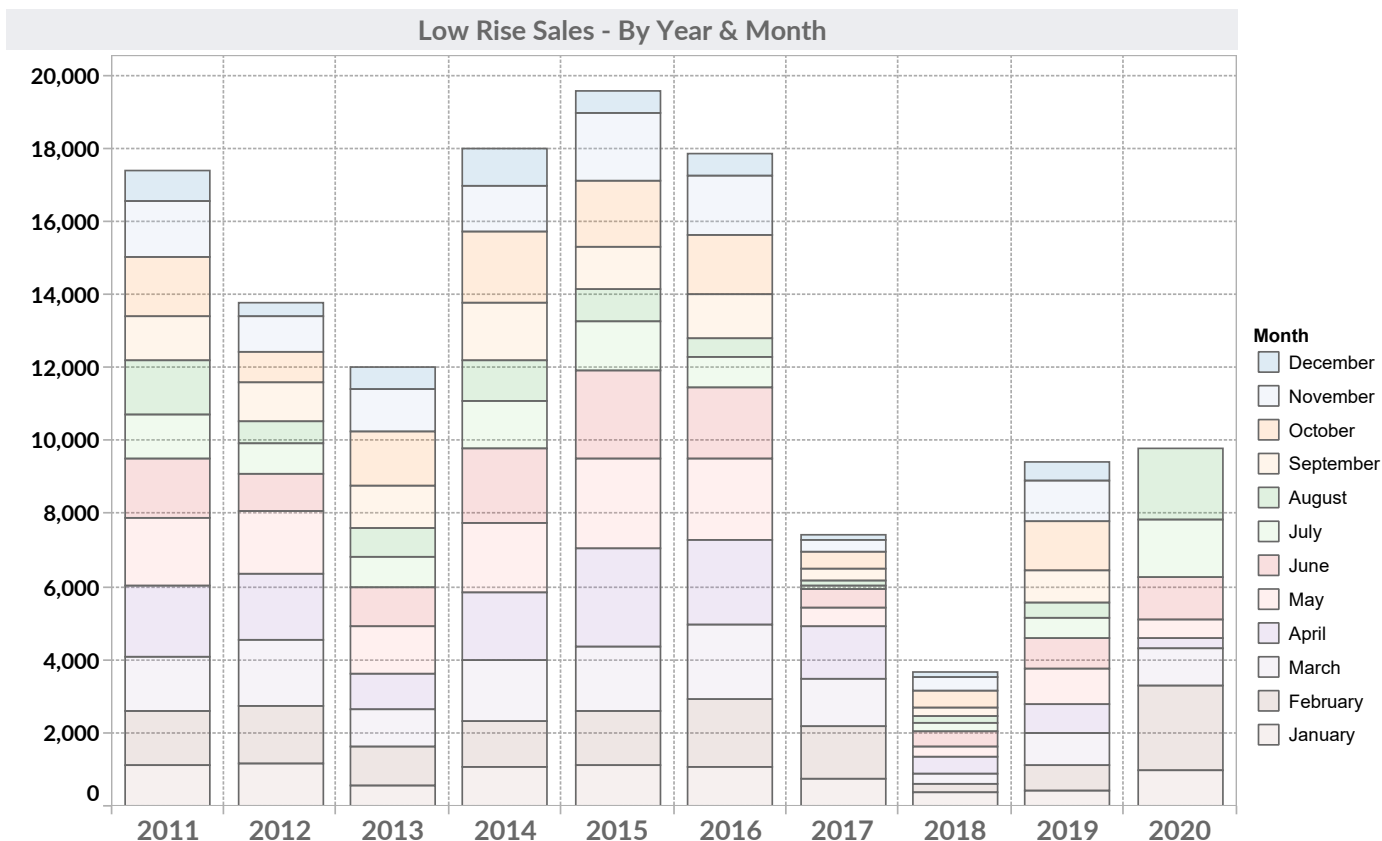
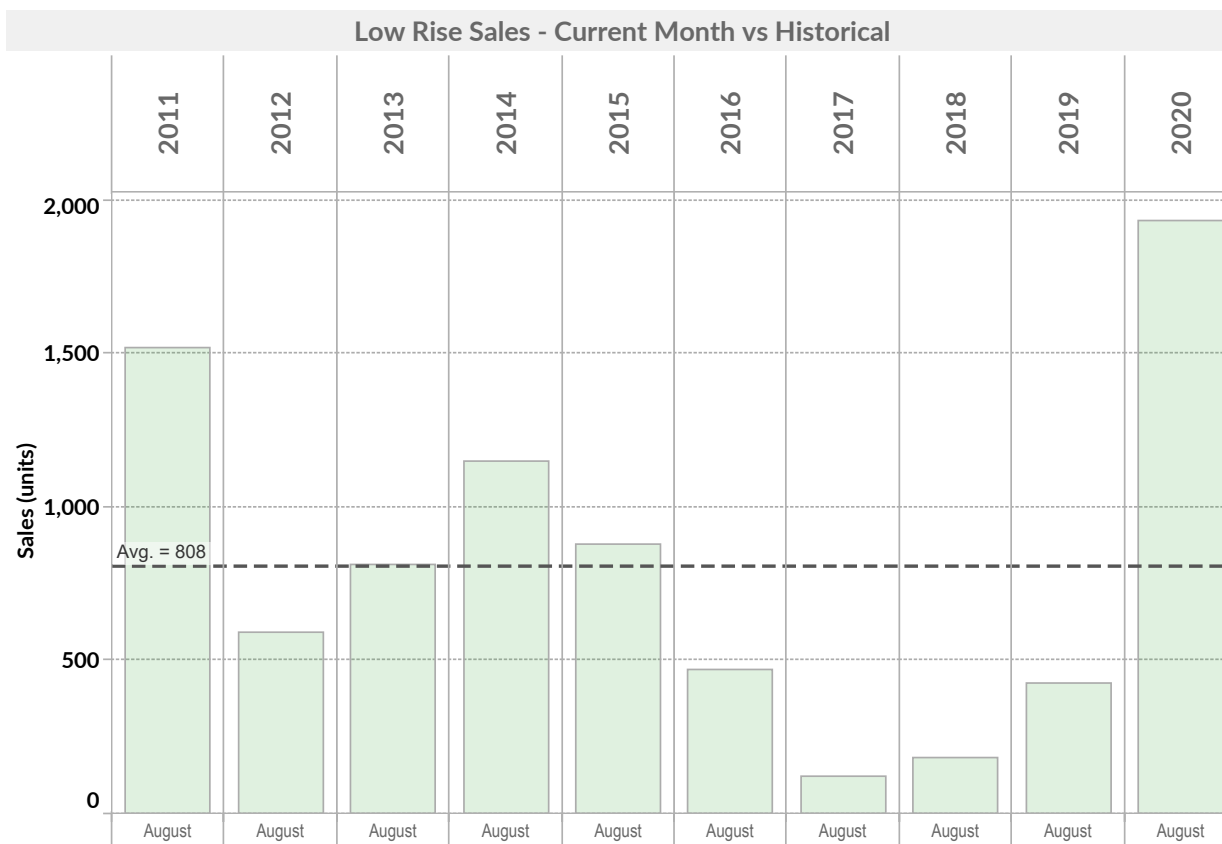
GTA - Monthly New Home Remaining Inventory



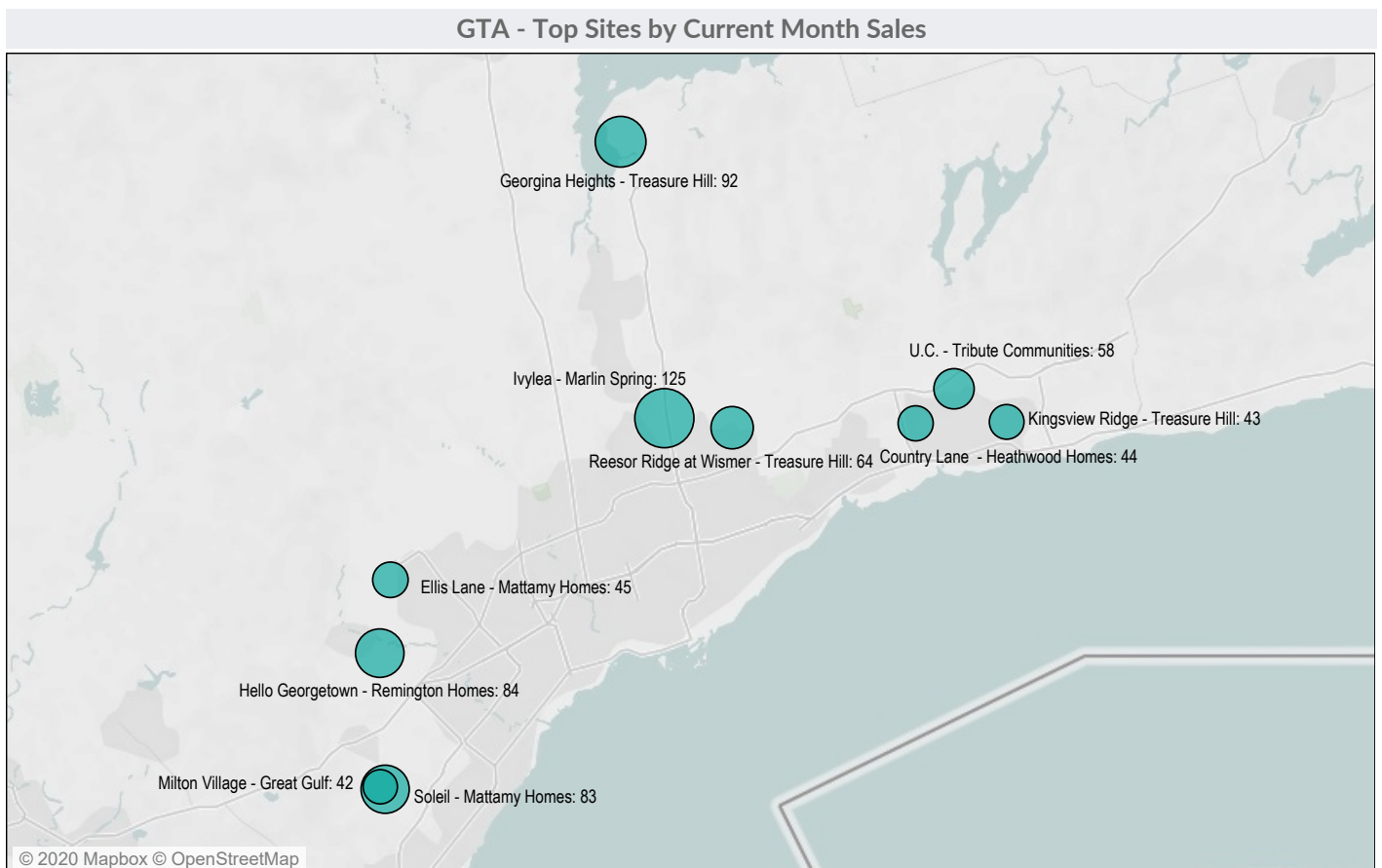
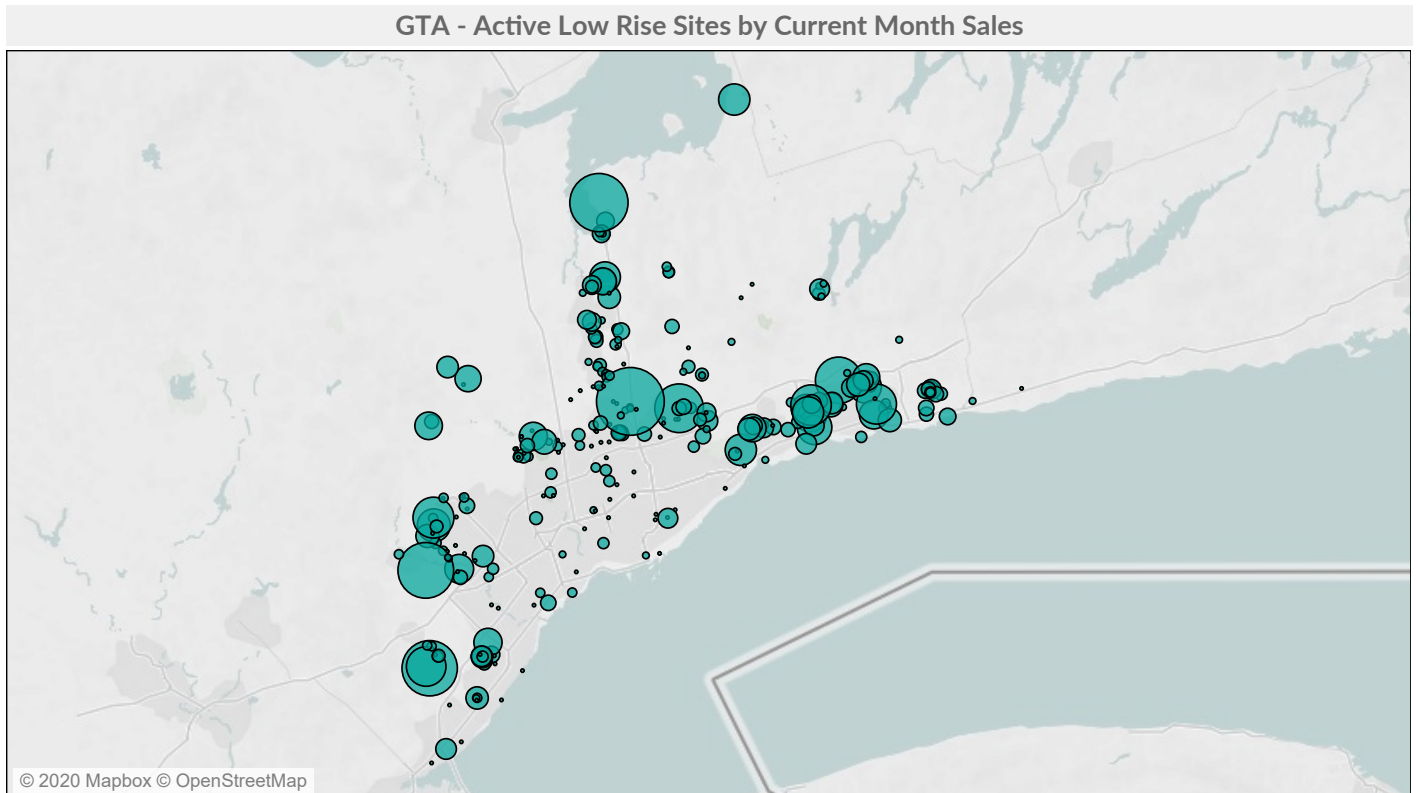
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



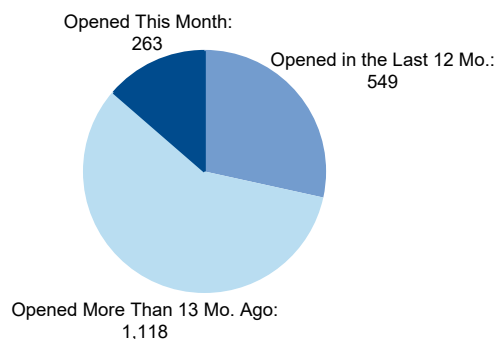
Current Sites



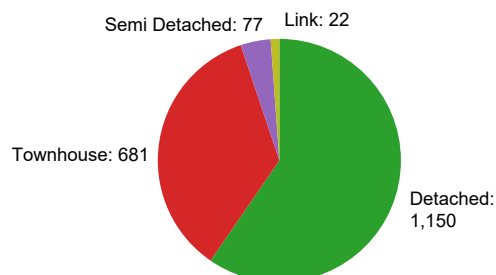
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

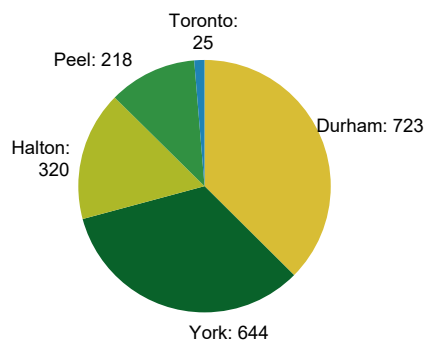
Sales by Opening Date



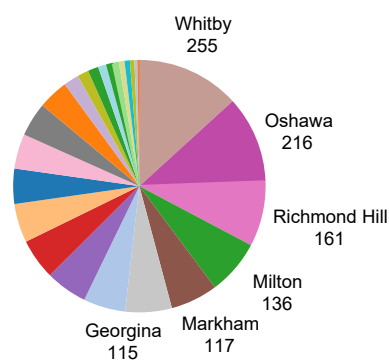
Sales by Product Type



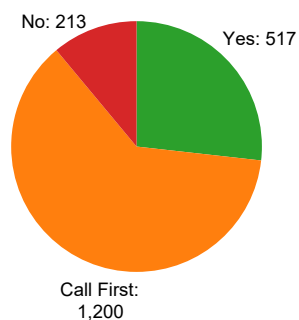
Sales by Region



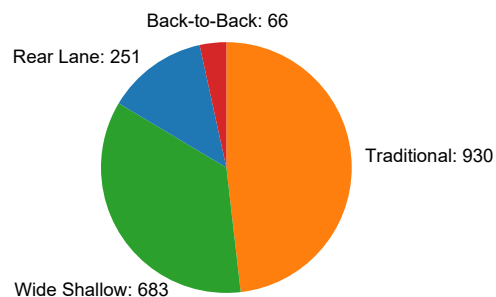
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



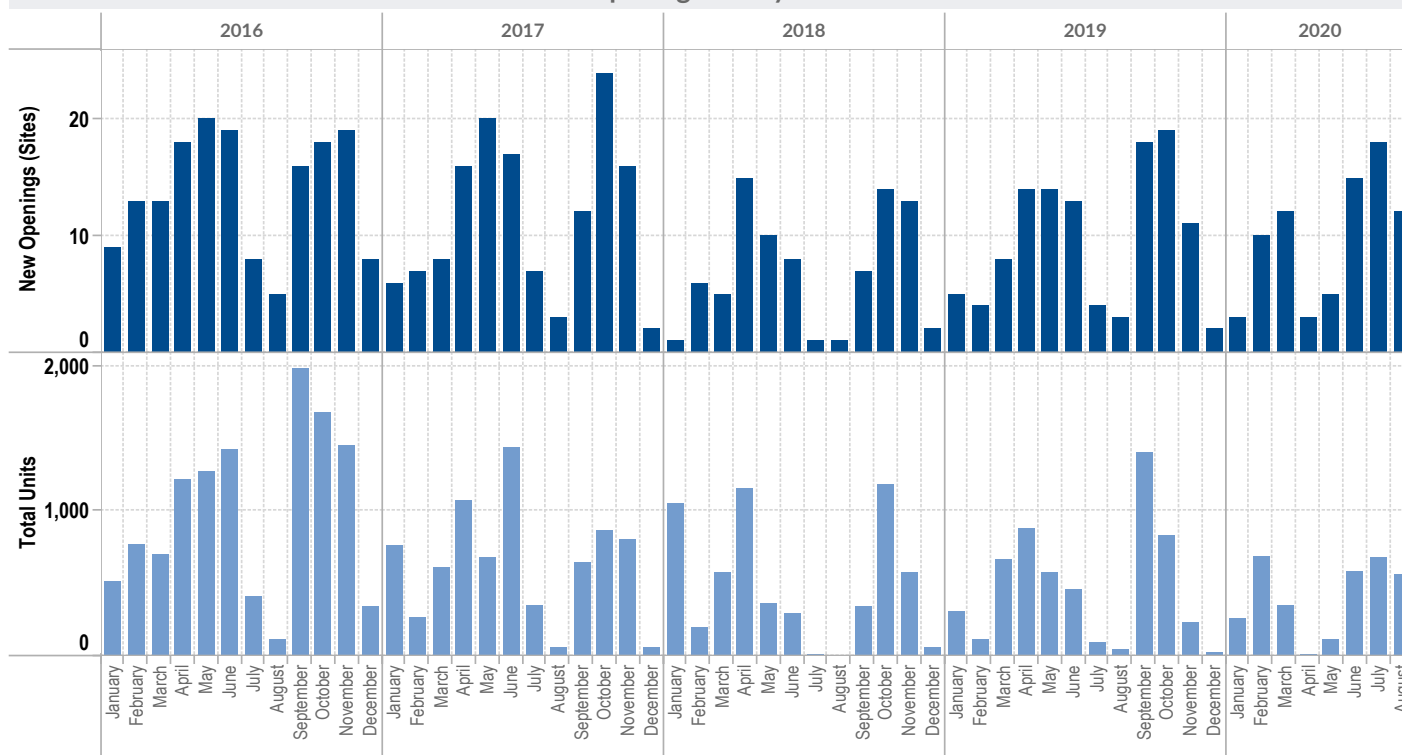
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Country Lane - Heathwood Homes	Freehold	Whitby	8/1/2020	48	43	5	\$329
Duchess of Oxford - A1 Development	Freehold	Richmond Hill	8/1/2020	13	5	8	\$659
Mount Albert Village - Park Avenue Homes	Freehold	East Gwillimbury	8/1/2020	4	2	2	\$327
Elizabeth Heights - Greenpark Group	Freehold	East Gwillimbury	8/8/2020	23	19	4	\$347
Elizabeth Heights - Vogue Development Group	Freehold	East Gwillimbury	8/8/2020	24	18	6	
Next - Marshall Homes	Freehold Common Element	Pickering	8/8/2020	42	26	16	\$313
Soleil - Mattamy Homes	Freehold	Milton	8/8/2020	39	39	0	
Country Lane - Andrin Homes	Freehold	Whitby	8/15/2020	13	5	8	\$330
Milton Village - Great Gulf	Freehold	Milton	8/15/2020	134	42	92	\$421
Village Homes on the Avenue - Andrin Homes *	Freehold Common Element	Markham	8/21/2020	78	0	78	\$509
Reesor Ridge at Wismer - Treasure Hill	Freehold	Markham	8/23/2020	70	64	6	\$586
New Kleinburg Towns - Paradise Developments *	Freehold Common Element	Vaughan	8/26/2020	72	0	72	\$447
Grand Total				560	263	297	\$445

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	209					1,304	13.3%		13.3%	
Minto Developments and Metropia		329	0	0	0	71	0	0					400	4.1%		17.4%	
Remington Homes	19	89	39	0	16	65	47	91					366	3.7%		21.2%	
Treasure Hill	10	11	18	8	5	37	24	215					328	3.4%		24.5%	
Tribute Communities	18	67	49	12	9	24	47	87					313	3.2%		27.8%	
Primont Homes	1	17	13	7	3	135	104	30					310	3.2%		30.9%	
Aspen Ridge Homes	25	72	39	4	9	49	59	48					305	3.1%		34.0%	
Paradise Developments	2	0	51	0	74	65	50	43					285	2.9%		37.0%	
Fieldgate Homes	30	54	12	7	17	29	30	67					246	2.5%		39.5%	
Great Gulf	22	21	7	0	16	33	46	87					232	2.4%		41.9%	
Regal Crest Homes	38	81	30	2	8	13	21	21					214	2.2%		44.1%	
Sunny Communities	175	8	6	0	0	0	0	6					195	2.0%		46.0%	
Sundial Homes	6	112	51	1	0	3	6	13					192	2.0%		48.0%	
Lindvest	12	29	36	1	5	20	38	44					185	1.9%		49.9%	
CountryWide Homes	29	26	26	4	12	32	24	24					177	1.8%		51.7%	
Marlin Spring	9	9	5	0	0	0	0	147					170	1.7%		53.5%	
Townwood Homes	9	110	19	0	1	1	8	8					156	1.6%		55.1%	
Delpark Homes	13	32	14	4	4	15	54	16					152	1.6%		56.6%	
Starlane Home Corporation	27	54	3	3	12	16	30	7					152	1.6%		58.2%	
Poetry Living	5	20	34	3	2	1	72	2					139	1.4%		59.6%	
Rosehaven Homes	21	75	12	1	12	6	4	1					132	1.4%		60.9%	
Stateview Homes	19	15	6	75	3	4	5	5					132	1.4%		62.3%	
	991	2,319	978	305	483	1,180	1,582	1,930					9,768				

Top Builders - Last 12 Months

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

Builder	2019				2020								Total	Market Share		Cum. Mkt. Share	
	September	October	November	December	January	February	March	April	May	June	July	August		%		%	
Mattamy Homes	115	214	87	19	152	406	66	53	78	139	201	209	1,739	12.8%		12.8%	
Fieldgate Homes	22	71	115	39	30	54	12	7	17	29	30	67	493	3.6%		16.4%	
Aspen Ridge Homes	37	29	31	11	25	72	39	4	9	49	59	48	413	3.0%		19.5%	
Paradise Developments	0	83	40	3	2	0	51	0	74	65	50	43	411	3.0%		22.5%	
Remington Homes	6	14	13	9	19	89	39	0	16	65	47	91	408	3.0%		25.5%	
Minto Developments and Metropia						329	0	0	0	71	0	0	400	2.9%		28.4%	
Primont Homes	3	53	5	1	1	17	13	7	3	135	104	30	372	2.7%		31.2%	
Treasure Hill	4	3	15	11	10	11	18	8	5	37	24	215	361	2.7%		33.8%	
Great Gulf	48	42	24	9	22	21	7	0	16	33	46	87	355	2.6%		36.5%	
Tribute Communities	10	12	11	4	18	67	49	12	9	24	47	87	350	2.6%		39.0%	
Regal Crest Homes	20	21	16	6	38	81	30	2	8	13	21	21	277	2.0%		41.1%	
CountryWide Homes	24	38	27	9	29	26	26	4	12	32	24	24	275	2.0%		43.1%	
Linvest	22	20	19	15	12	29	36	1	5	20	38	44	261	1.9%		45.0%	
Starlane Home Corporation	52	9	11	7	27	54	3	3	12	16	30	7	231	1.7%		46.7%	
Marlin Spring	0	0	34	12	9	9	5	0	0	0	0	147	216	1.6%		48.3%	
Rosehaven Homes	33	23	19	8	21	75	12	1	12	6	4	1	215	1.6%		49.9%	
Sundial Homes	5	7	8	0	6	112	51	1	0	3	6	13	212	1.6%		51.5%	
Vogue Development Group	0	48	24	6	14	83	5	0	0	0	0	18	198	1.5%		52.9%	
Sunny Communities					175	8	6	0	0	0	0	6	195	1.4%		54.3%	
Brookfield Residential	10	33	19	5	3	12	27	1	6	16	27	32	191	1.4%		55.7%	
Delpark Homes	7	3	11	10	13	32	14	4	4	15	54	16	183	1.3%		57.1%	
Deco Homes	27	30	49	2	14	17	7	7	5	9	6	4	177	1.3%		58.4%	
	872	1,331	1,136	477	991	2,319	978	305	483	1,180	1,582	1,930	13,584				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 August
Ivylea - Marlin Spring	Richmond Hill	Townhouse	20'	125
			Total	125
Georgina Heights - Treasure Hill	Georgina	Detached	40'	77
			50'	15
			Total	92
Hello Georgetown - Remington Homes	Halton Hills	Detached	30'	10
			36'	38
			40'	15
		Semi Detached	25'	18
		Townhouse	23'	3
		Total		84
Soleil - Mattamy Homes	Milton	Detached	30'	15
			34'	5
			36'	19
		Townhouse	21'	18
			23'	26
		Total		83
Reesor Ridge at Wismer - Treasure Hill	Markham	Detached	35'	16
			36'	48
			Total	64
U.C. - Tribute Communities	Oshawa	Detached	30'	5
			36'	8
			40'	9
		Semi Detached	25'	0
		Townhouse	16'	36
			18'	0
		Total		58
Ellis Lane - Mattamy Homes	Caledon	Detached	30'	8
			36'	37
			Total	45
Country Lane - Heathwood Homes	Whitby	Detached	26'	1
			45'	0
		Townhouse	20'	43
			Total	44
Kingsview Ridge - Treasure Hill	Oshawa	Detached	30'	5
			36'	31
			40'	7
		Total		43
Milton Village - Great Gulf	Milton	Detached	31'	4
			36'	10
			45'	2
		Semi Detached	26'	6
		Townhouse	21'	20
		Total		42

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	August 2020					August 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	14		3	11	28	5		3	2	10
	Brock	15			11	26	0				0
	Clarington	57	4	1	34	96	18	0	0	4	22
	Oshawa	116		0	100	216	5		0	7	12
	Pickering	68		0	16	84	25		0	8	33
	Scugog	9	3		5	17	2	0			2
	Uxbridge	1			0	1	0			1	1
	Whitby	145	7	10	93	255	7		1	14	22
	Total	425	14	14	270	723	62	0	4	36	102
Halton	Burlington				11	11	0		0	1	1
	Halton Hills	65		18	3	86	0				0
	Milton	60		8	68	136	3		9	15	27
	Oakville	79			8	87	18			9	27
	Total	204		26	90	320	21		9	25	55
Peel	Brampton	53	0	10	38	101	51	3	13	54	121
	Caledon	95			9	104	6		1	0	7
	Mississauga	5		0	8	13	5		0	1	6
	Total	153	0	10	55	218	62	3	14	55	134
Toronto	East York										
	Etobicoke	1			6	7	0			4	4
	North York	3			11	14	0			10	10
	Old Toronto			3	1	4				0	0
	Scarborough	0				0	2				2
	York										
	Total	4		3	18	25	2			14	16
York	Aurora	16			4	20	7			2	9
	East Gwillimbury	69		12	22	103	13		0	12	25
	Georgina	114		1		115	3		0	2	5
	King	0			0	0	0			0	0
	Markham	67	1	6	43	117	0			26	26
	Newmarket	12	3		23	38	2	0		3	5
	Richmond Hill	25	1	5	130	161	7	0	2	9	18
	Vaughan	52	3	0	20	75	12	0	0	12	24
	Whitchurch-Stouffville	9			6	15	0			5	5
	Total	364	8	24	248	644	44	0	2	71	117
Grand Total		1,150	22	77	681	1,930	191	3	29	201	424

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	81		36	58	175	48		5	24	77
	Brock	51			33	84	9			27	36
	Clarington	336	14	7	209	566	316	9	3	108	436
	Oshawa	203		20	490	713	183		0	130	313
	Pickering	299		22	156	477	51		6	37	94
	Scugog	55	20		24	99	32	11		23	66
	Uxbridge	6			28	34	26			23	49
	Whitby	624	33	132	462	1,251	203	4	16	77	300
	Total	1,655	67	217	1,460	3,399	868	24	30	449	1,371
Halton	Burlington	5		67	51	123				31	31
	Halton Hills	176		55	12	243	40		11	3	54
	Milton	497		71	539	1,107	23		31	28	82
	Oakville	699			347	1,046	267			36	303
	Total	1,377		193	949	2,519	330		42	98	470
Peel	Brampton	783	6	321	866	1,976	175	2	49	112	338
	Caledon	311		1	17	329	104			16	120
	Mississauga	24		17	44	85	10		4	53	67
	Total	1,118	6	339	927	2,390	289	2	53	181	525
Toronto	East York										
	Etobicoke	5			43	48	1			21	22
	North York	19			162	181	19			82	101
	Old Toronto			8	12	20			19	13	32
	Scarborough	14				14	10				10
	York										
	Total	38		8	217	263	30		19	116	165
York	Aurora	186			21	207	128			14	142
	East Gwillimbury	430		82	147	659	51		23	21	95
	Georgina	241		7	37	285	23		6		29
	King	0			32	32	12			1	13
	Markham	263	15	102	978	1,358	12	12	36	116	176
	Newmarket	51	8	6	235	300	27	18		41	86
	Richmond Hill	238	2	84	337	661	219	5	9	239	472
	Vaughan	612	10	7	312	941	268	12	10	132	422
	Whitchurch-Stouffville	280			290	570	69			27	96
	Total	2,301	35	288	2,389	5,013	809	47	84	591	1,531
Grand Total		6,489	108	1,045	5,942	13,584	2,326	73	228	1,435	4,062

Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.