



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of September 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Sep-20		Sep-19		Change
High Rise	2,603		2,268		14.8%
Low Rise	2,334		872		167.7%
Total	4,937		3,140		57.2%
Year to Date Sales	Jan.-Sep. 2020		Jan.-Sep. 2019		Y/Y Change
High Rise	15,570		17,710		-12.1%
Low Rise	12,119		6,444		88.1%
Total	27,689		24,154		14.6%
Year to Date Supply	Jan.-Sep. 2020		Jan.-Sep. 2019		Y/Y Change
High Rise	14,229		19,816		-28.2%
Low Rise	10,739		6,489		65.5%
Total	24,968		26,305		-5.1%
Year to Date Completions	Jan.-Sep. 2020		Jan.-Sep. 2019		Y/Y Change
High Rise	17,167		16,726		2.6%
Remaining Inventory	Sep-20	Aug-20	Sep-19	M/M Change	Y/Y Change
High Rise	10,768	10,910	13,957	-1.3%	-22.8%
Low Rise	3,635	3,632	5,359	0.1%	-32.2%
Total	14,403	14,542	19,316	-1.0%	-25.4%
Benchmark Price	Sep-20	Aug-20	Sep-19	M/M Change	Y/Y Change
High Rise	\$1,016,550	\$972,859	\$841,159	4.5%	20.9%
Low Rise	\$1,179,249	\$1,169,823	\$1,081,175	0.8%	9.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	348	303	132	
High Rise Units	2,541	91,264	81,184	32,620	
% Sold*	50%	84%	92%	77%	
Low Rise Projects	23	295			
Low Rise Units	1,070	30,889			
% Sold*	72%	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.

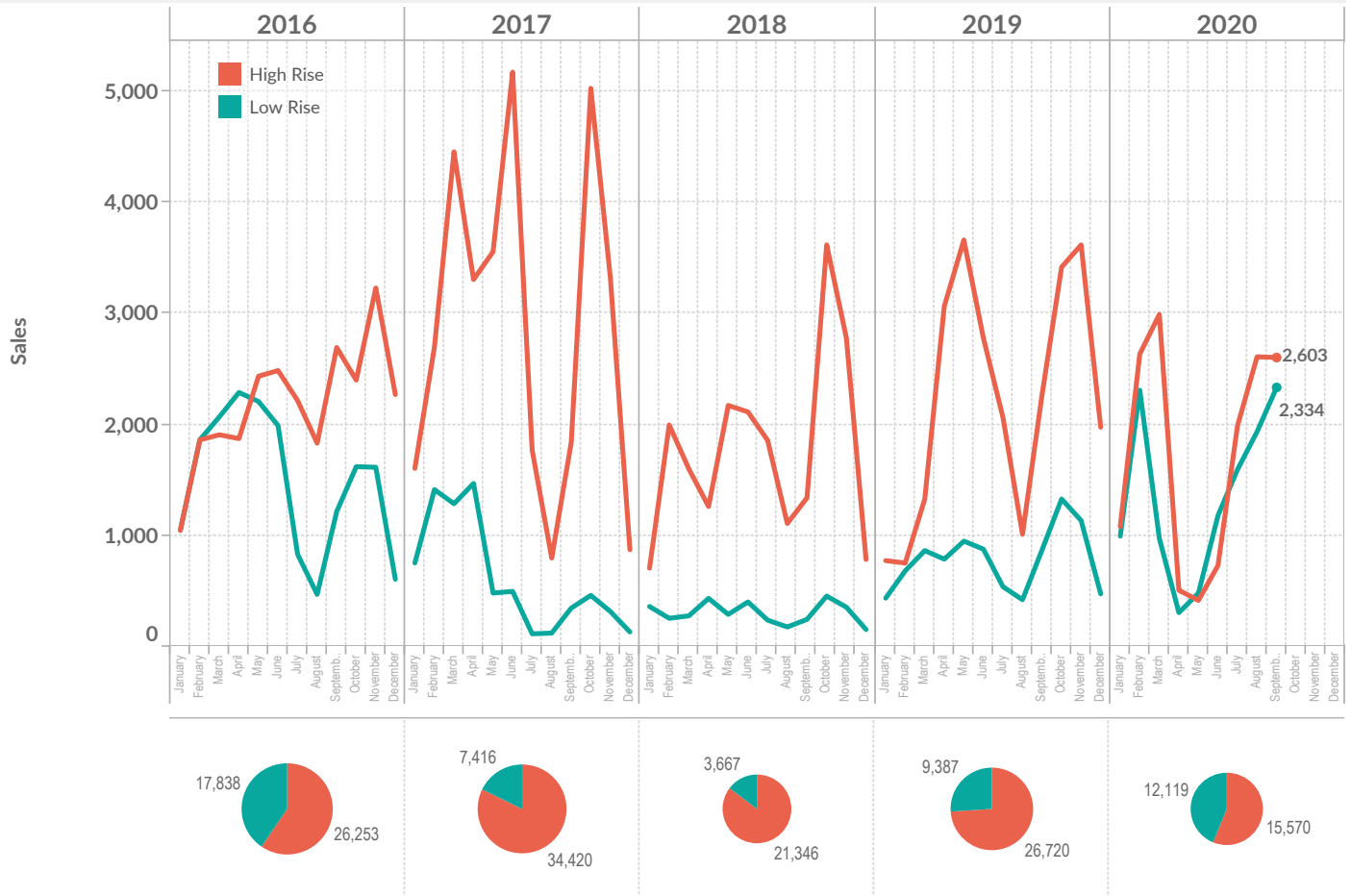
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

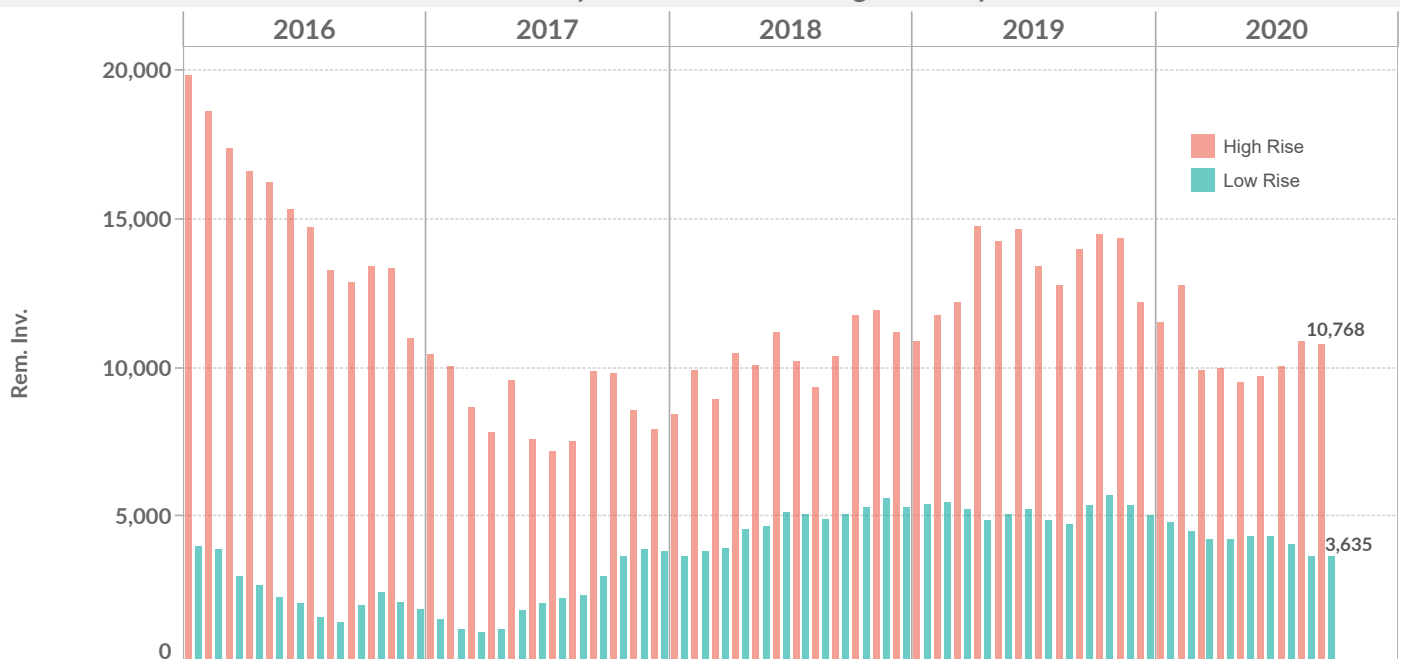
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

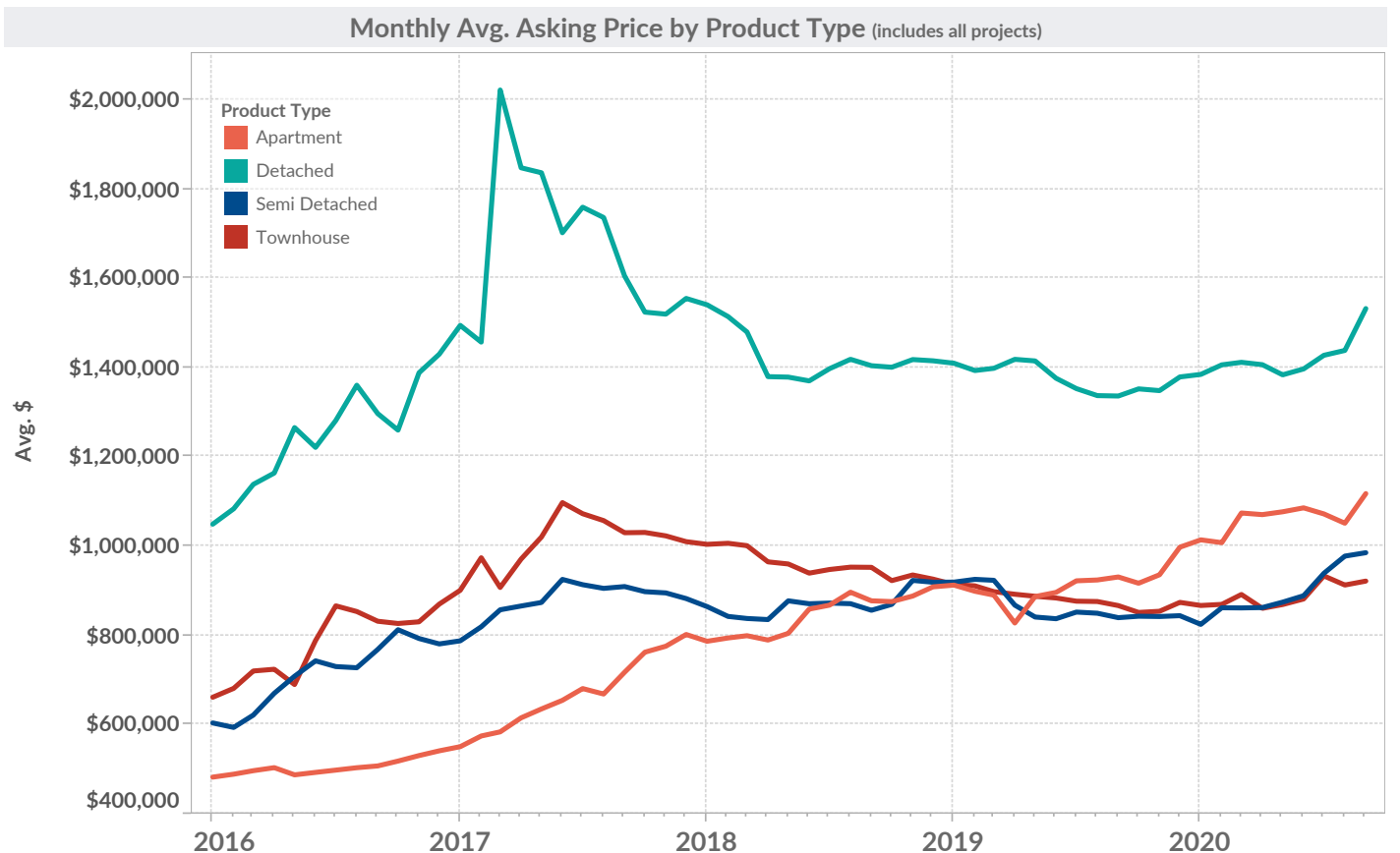
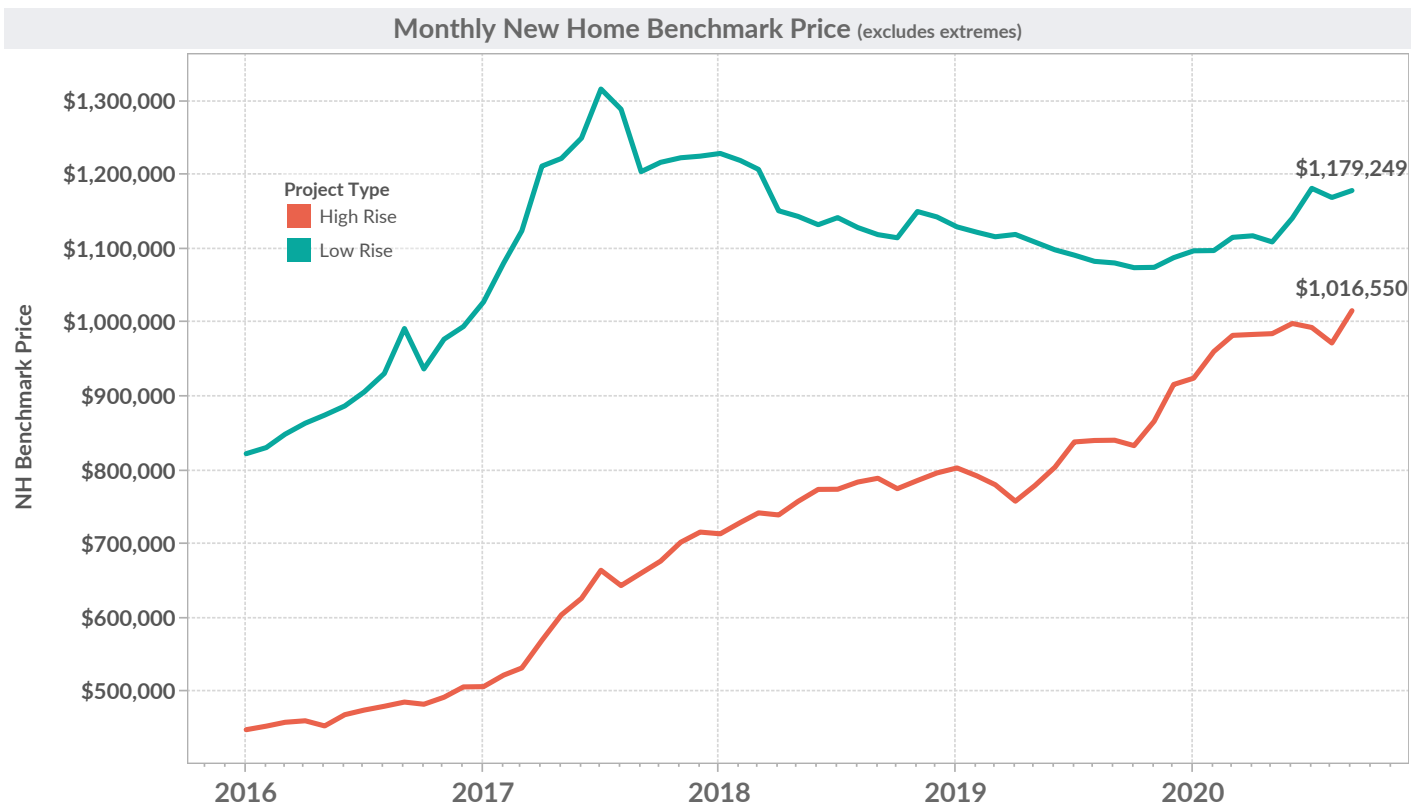
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

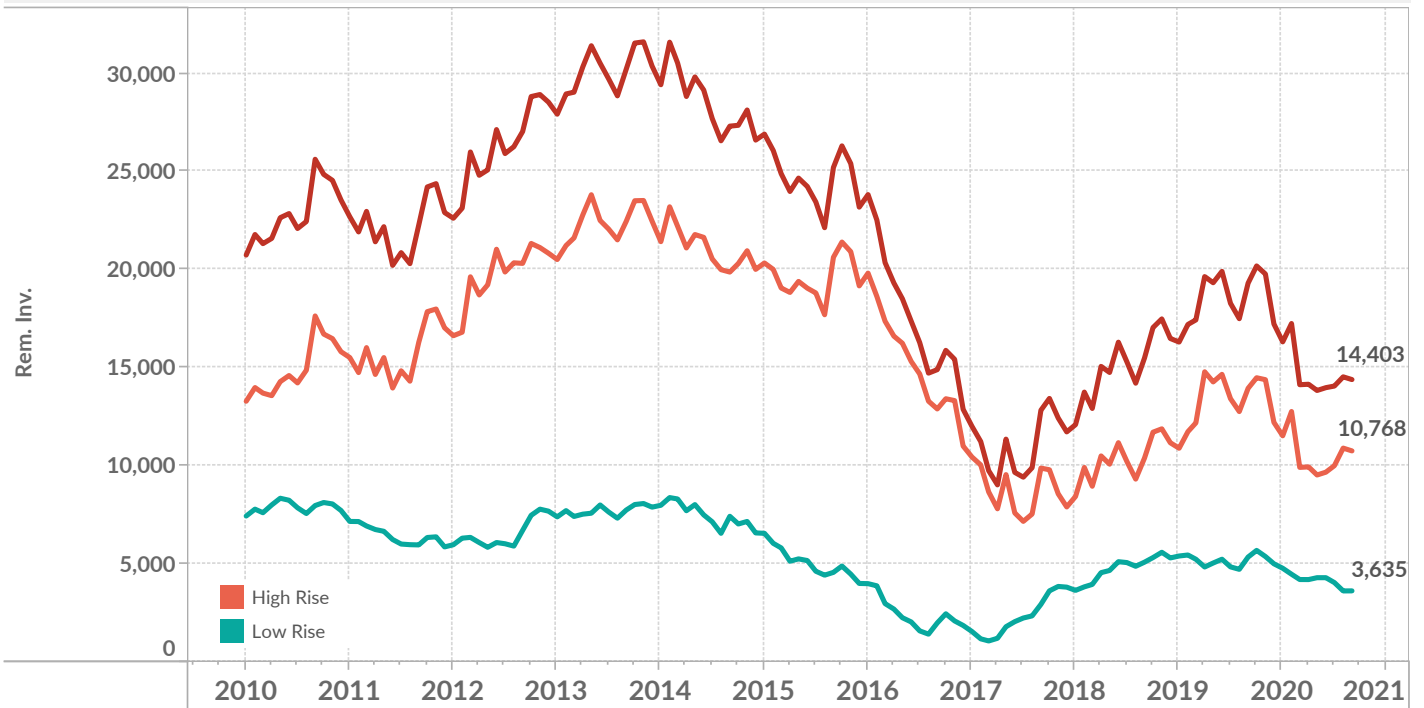


Pricing

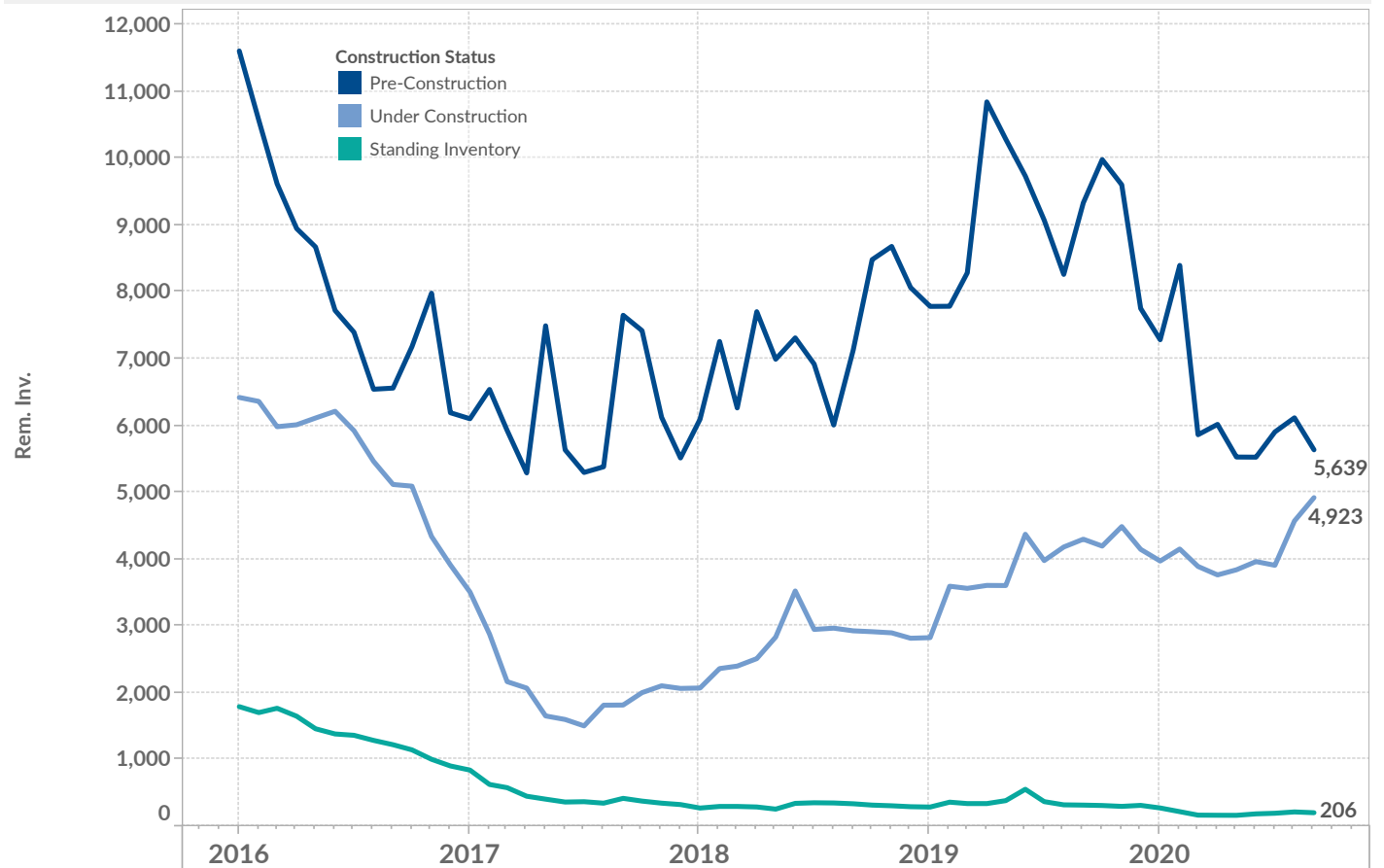


Remaining Inventory

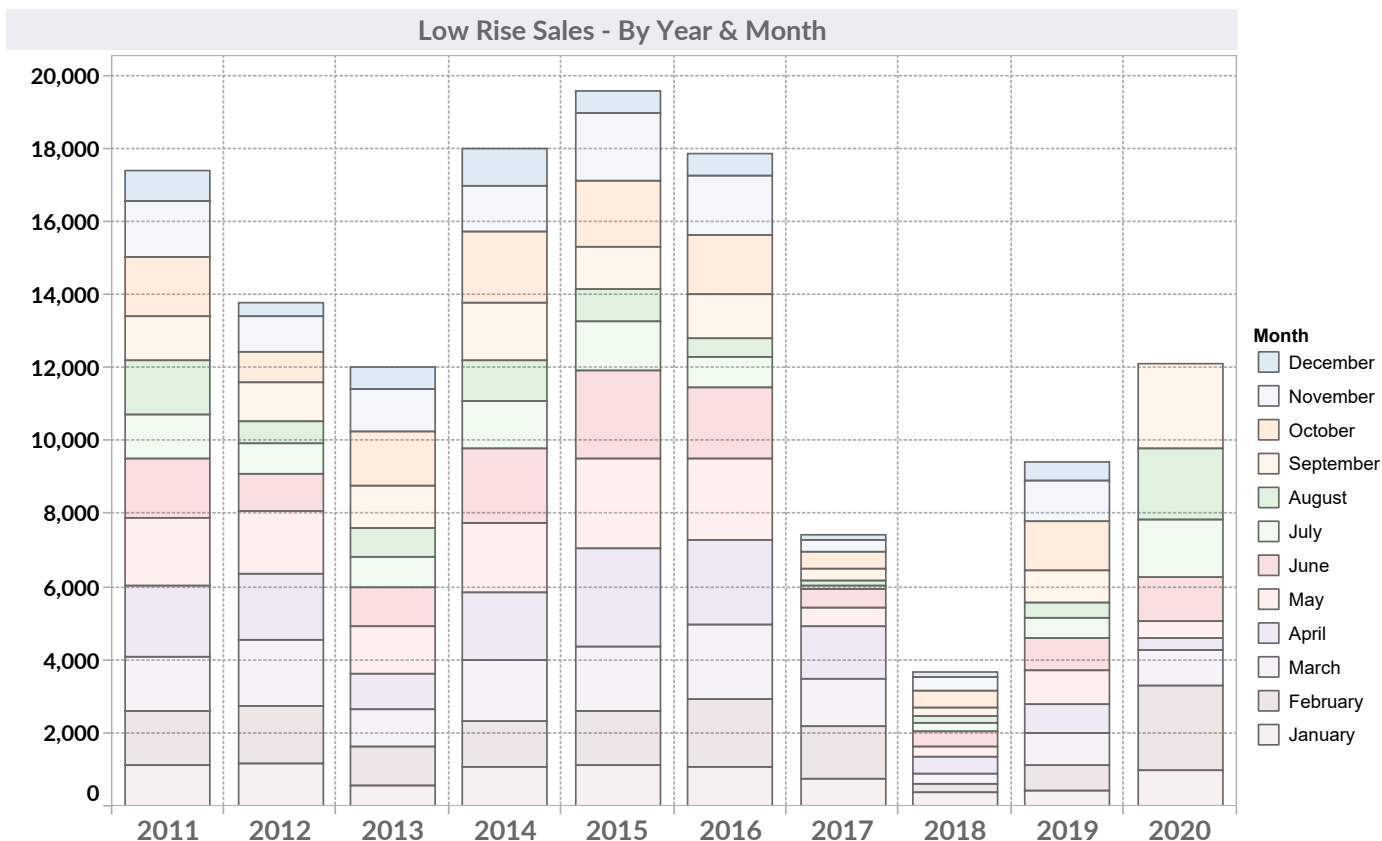
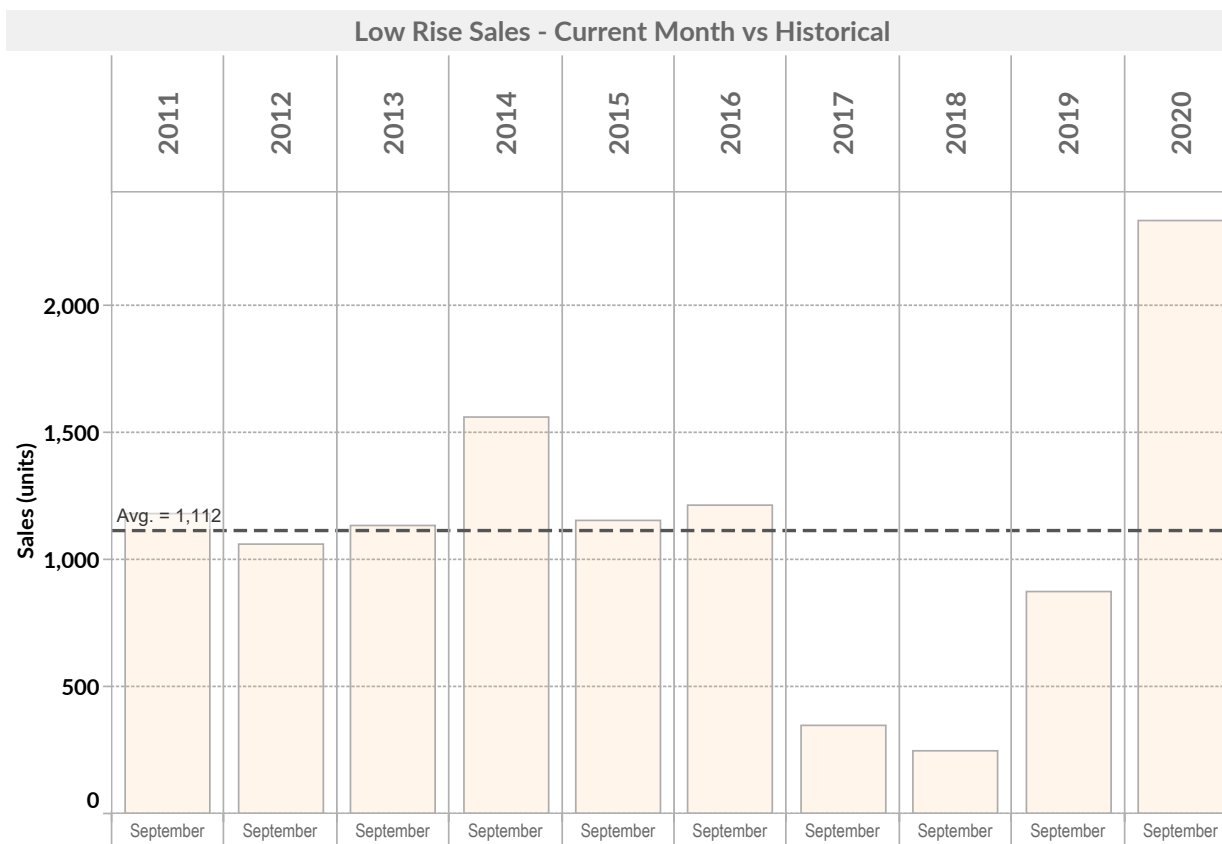
GTA - Monthly New Home Remaining Inventory



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

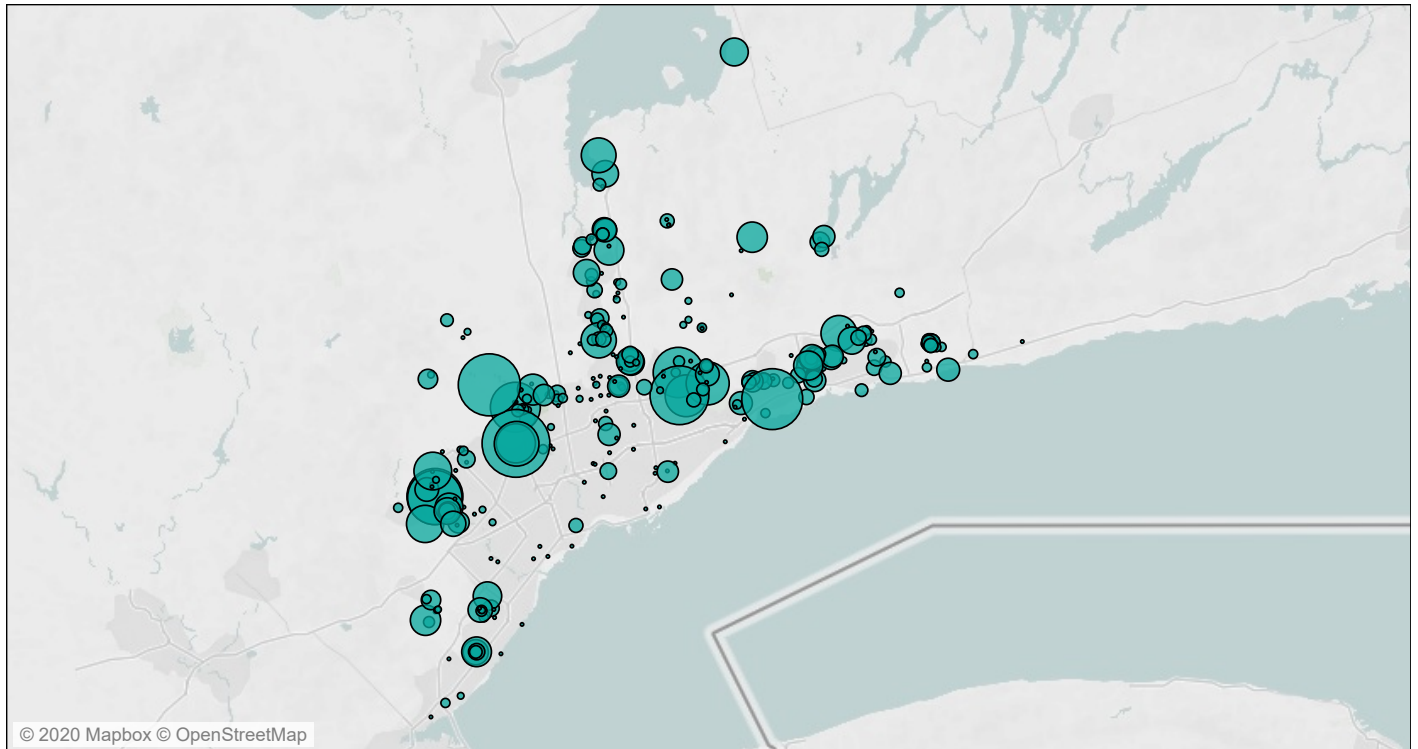


Historical Sales Comparison

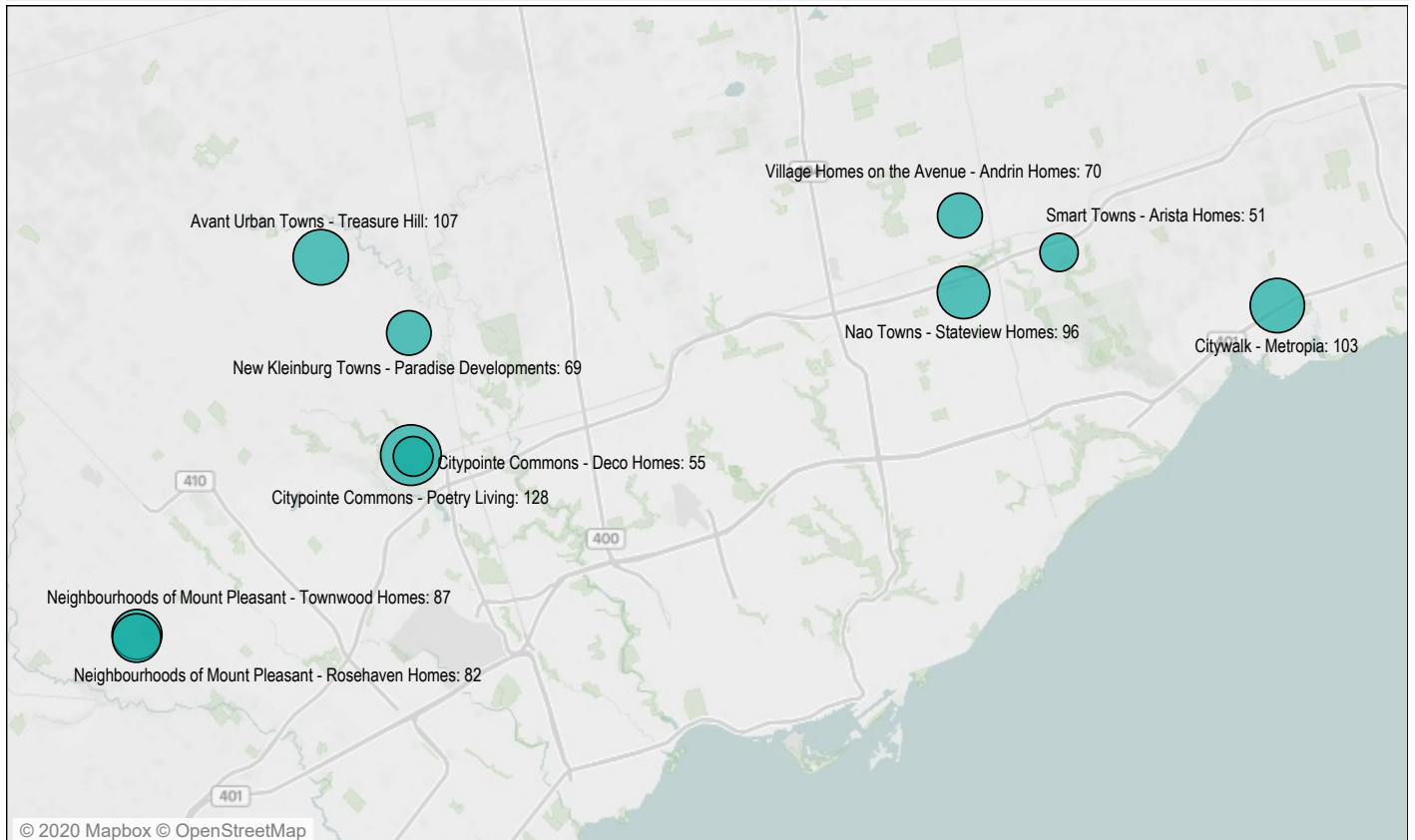


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



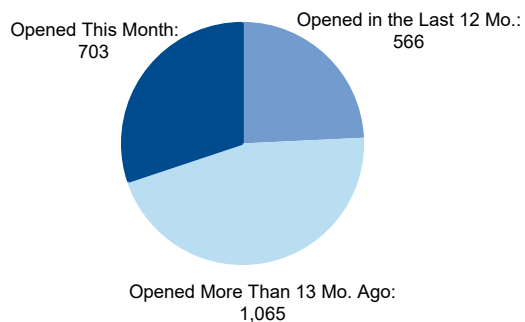
GTA - Top Sites by Current Month Sales



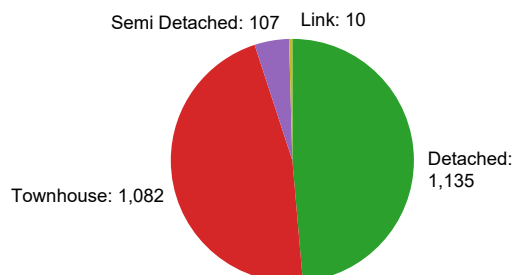
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

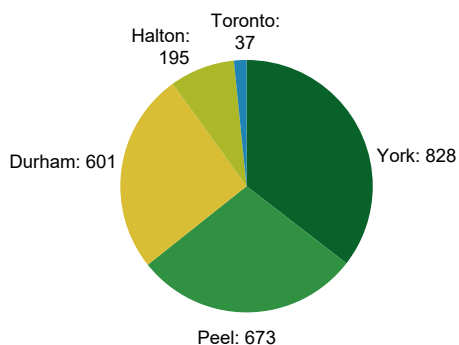
Sales by Opening Date



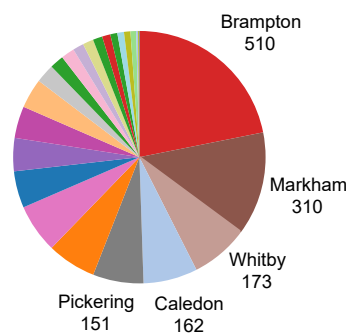
Sales by Product Type



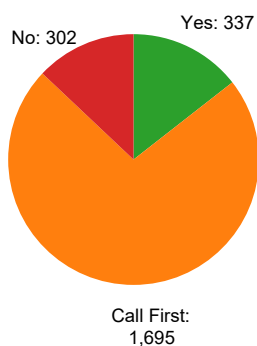
Sales by Region



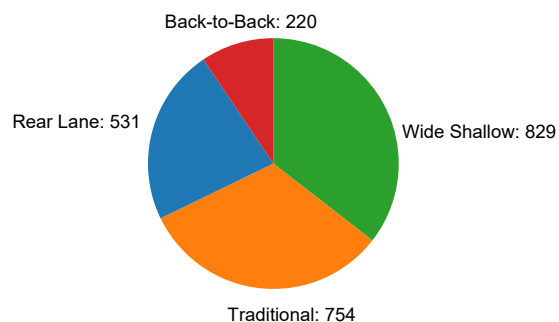
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



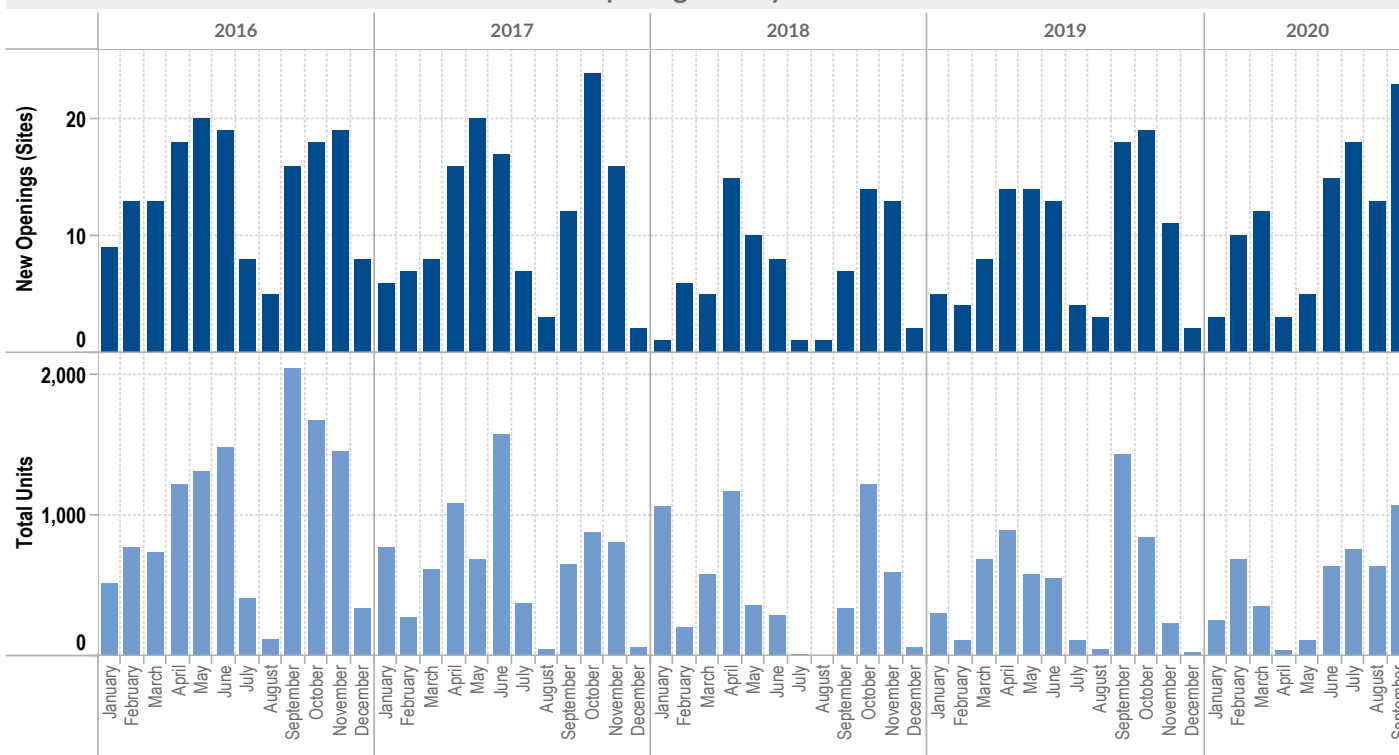
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Richlands - Fieldgate Homes	Freehold	Richmond Hill	9/1/2020	8	5	3	\$481
Citywalk - Metropia	Condominium	Pickering	9/5/2020	130	103	27	\$441
Nao Towns - Stateview Homes	Freehold Common Elem..	Markham	9/11/2020	96	96	0	
Country Side Pointe - Evendale Developments Ltd.	Freehold Common Elem..	Uxbridge	9/12/2020	46	22	24	\$380
Shining Hill - CountryWide Homes	Freehold	Newmarket	9/12/2020	15	1	14	\$428
Shining Hill - Regal Crest Homes	Freehold	Newmarket	9/12/2020	8	0	8	\$417
Woodbury Trails - Ballymore Homes	Freehold	Georgina	9/15/2020	2	0	2	\$304
Gates of Whitby - Baycliffe Communities	Freehold	Whitby	9/16/2020	8	6	2	\$278
Avant Urban Towns - Treasure Hill	Freehold	Caledon	9/19/2020	5	5	0	
	Freehold Common Elem..	Caledon	9/19/2020	111	102	9	\$471
Courts of Canterbury - Geranium	Freehold Common Elem..	Scugog	9/19/2020	14	3	11	\$461
Smart Towns - Arista Homes	Freehold Common Elem..	Markham	9/19/2020	81	51	30	\$427
Urban Green Towns - Pine Valley Estates	Freehold	Vaughan	9/20/2020	24	6	18	
Park Vista at Whitby Meadows - Fieldgate Homes	Freehold	Whitby	9/24/2020	82	9	73	\$442
Copper Trail Creek - SkyHomes *	Freehold Common Elem..	Brampton	9/25/2020	21	0	21	\$417
Citypointe Commons - Deco Homes	Freehold	Brampton	9/26/2020	55	55	0	
Citypointe Commons - Opus Homes	Freehold	Brampton	9/26/2020	42	42	0	
Citypointe Commons - Poetry Living	Freehold	Brampton	9/26/2020	128	128	0	
Cornell Rouge - Forest Hill Homes	Freehold	Markham	9/26/2020	9	0	9	\$516
New Seaton - TowerHill Homes	Freehold	Pickering	9/26/2020	8	4	4	\$365
Triumph - Highmark Homes	Freehold	Whitby	9/26/2020	16	0	16	\$320
Victory Green - Fulton Group	Freehold	Markham	9/26/2020	48	48	0	
	* Freehold Common Elem..	Markham	9/26/2020	71	0	71	\$459
Ashley North - Ashley Oaks Homes Inc.	Freehold	Brampton	9/28/2020	32	17	15	\$423
New Kleinburg - Paradise Developments	Freehold	Vaughan	9/30/2020	10	0	10	\$516
Grand Total				1,070	703	367	\$434

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	200	209	117				1,420	11.7%		11.7%	
Treasure Hill	10	11	18	8	5	37	24	204	165				482	4.0%		15.7%	
Remington Homes	19	89	39	0	16	65	47	91	41				407	3.4%		19.1%	
Minto Developments and Metropia		329	0	0	0	71	0	0	0				400	3.3%		22.4%	
Paradise Developments	2	0	51	0	74	65	50	43	98				383	3.2%		25.5%	
Tribute Communities	18	67	49	12	9	24	47	87	61				374	3.1%		28.6%	
Aspen Ridge Homes	25	72	39	4	9	49	59	48	55				360	3.0%		31.6%	
Primont Homes	1	17	12	7	3	135	104	29	36				344	2.8%		34.4%	
Great Gulf	22	21	7	0	16	33	46	87	54				286	2.4%		36.8%	
Fieldgate Homes	30	54	12	7	17	29	30	67	33				279	2.3%		39.1%	
Poetry Living	5	20	34	3	2	1	72	2	129				268	2.2%		41.3%	
Townwood Homes	9	110	19	0	1	1	8	28	87				263	2.2%		43.5%	
Stateview Homes	19	15	6	75	3	4	5	5	98				230	1.9%		45.4%	
Regal Crest Homes	38	81	30	2	8	13	21	21	13				227	1.9%		47.2%	
Lindvest	12	29	36	1	5	20	38	44	39				224	1.8%		49.1%	
Sundial Homes	6	112	51	1	0	3	6	13	25				217	1.8%		50.9%	
CountryWide Homes	29	26	25	4	12	32	24	24	39				215	1.8%		52.6%	
Rosehaven Homes	21	75	12	1	12	6	4	1	82				214	1.8%		54.4%	
Marlin Spring	9	9	5	0	0	2	12	147	15				199	1.6%		56.0%	
Sunny Communities	175	8	6	0	0	0	0	6					195	1.6%		57.7%	
Delpark Homes	13	32	14	4	4	15	54	17	14				167	1.4%		59.0%	
Deco Homes	14	17	7	7	5	9	6	4	94				163	1.3%		60.4%	
	996	2,309	976	308	483	1,181	1,596	1,936	2,334				12,119				

Top Builders - Last 12 Months

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

	2019			2020									Total	Market Share			Cum. Mkt. Share	
Builder	October	November	December	January	February	March	April	May	June	July	August	September		%		%		
Mattamy Homes	214	87	19	152	406	66	53	78	139	200	209	117	1,740		11.6%		11.6%	
Treasure Hill	3	15	11	10	11	18	8	5	37	24	204	165	511		3.4%		14.9%	
Paradise Developments	83	40	3	2	0	51	0	74	65	50	43	98	509		3.4%		18.3%	
Fieldgate Homes	71	115	39	30	54	12	7	17	29	30	67	33	504		3.3%		21.7%	
Remington Homes	14	13	9	19	89	39	0	16	65	47	91	41	443		2.9%		24.6%	
Aspen Ridge Homes	29	31	11	25	72	39	4	9	49	59	48	55	431		2.9%		27.5%	
Primont Homes	53	5	1	1	17	12	7	3	135	104	29	36	403		2.7%		30.1%	
Tribute Communities	12	11	4	18	67	49	12	9	24	47	87	61	401		2.7%		32.8%	
Minto Developments and Metropia					329	0	0	0	71	0	0	0	400		2.7%		35.5%	
Great Gulf	42	24	9	22	21	7	0	16	33	46	87	54	361		2.4%		37.9%	
Poetry Living	15	9	4	5	20	34	3	2	1	72	2	129	296		2.0%		39.8%	
CountryWide Homes	37	27	9	29	26	25	4	12	32	24	24	39	288		1.9%		41.7%	
Lindvest	20	19	15	12	29	36	1	5	20	38	44	39	278		1.8%		43.6%	
Townwood Homes	6	3	1	9	110	19	0	1	1	8	28	87	273		1.8%		45.4%	
Regal Crest Homes	21	16	6	38	81	30	2	8	13	21	21	13	270		1.8%		47.2%	
Rosehaven Homes	23	19	8	21	75	12	1	12	6	4	1	82	264		1.8%		48.9%	
Marlin Spring	0	34	12	9	9	5	0	0	2	12	147	15	245		1.6%		50.6%	
Deco Homes	30	49	2	14	17	7	7	5	9	6	4	94	244		1.6%		52.2%	
Stateview Homes	6	0	0	19	15	6	75	3	4	5	5	98	236		1.6%		53.8%	
Sundial Homes	7	8	0	6	112	51	1	0	3	6	13	25	232		1.5%		55.3%	
Opus Homes	28	38	9	9	24	6	4	13	10	10	1	65	217		1.4%		56.7%	
Brookfield Residential	33	19	5	3	12	27	1	6	16	27	32	23	204		1.4%		58.1%	
	1,330	1,136	477	996	2,309	976	308	483	1,181	1,596	1,936	2,334	15,062					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 September
Citypointe Commons - Poetry Living	Brampton	Detached	30'	19
			33'	10
			42'	18
		Townhouse	18'	42
			20'	23
			22'	16
		Total		128
Avant Urban Towns - Treasure Hill	Caledon	Detached	30'	1
		Semi Detached	23'	4
		Townhouse	15'	34
			18'	31
			20'	37
		Total		107
Citywalk - Metropia	Pickering	Townhouse	18'	89
			28'	14
		Total		103
Nao Towns - Stateview Homes	Markham	Townhouse	16'	40
			17'	22
			18'	10
			20'	24
		Total		96
Neighbourhoods of Mount Pleasant - Townwood Homes	Brampton	Detached	30'	8
			38'	21
			41'	15
			45'	15
		Townhouse	20'	28
		Total		87
Neighbourhoods of Mount Pleasant - Rosehaven Homes	Brampton	Detached	30'	7
			38'	34
			41'	13
			45'	13
		Townhouse	20'	15
		Total		82
Village Homes on the Avenue - Andrin Homes	Markham	Semi Detached	27'	8
		Townhouse	17'	40
			19'	22
		Total		70
New Kleinburg Towns - Paradise Developments	Vaughan	Townhouse	20'	29
			21'	40
		Total		69
Citypointe Commons - Deco Homes	Brampton	Detached	30'	10
			33'	12
			42'	8
		Townhouse	20'	25
		Total		55

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	September 2020					September 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	12		1	6	19	8		3	2	13
	Brock	7			14	21	0				0
	Clarington	67	1	0	21	89	7	1	0	14	22
	Oshawa	39		4	52	95	1		0	16	17
	Pickering	31		2	118	151	29		2	10	41
	Scugog	26	2		0	28	5	1			6
	Uxbridge	1		22	2	25	0			0	0
	Whitby	117	0	8	48	173	23		13	8	44
	Total	300	3	37	261	601	73	2	18	50	143
Halton	Burlington				3	3	1		1	4	6
	Halton Hills	35		5		40	3				3
	Milton	15		13	14	42	11		17	53	81
	Oakville	100			10	110	76			122	198
	Total	150		18	27	195	91		18	179	288
Peel	Brampton	316	0	5	189	510	96	0	18	37	151
	Caledon	53		4	105	162	6		0	0	6
	Mississauga	1		0	0	1	6		1	3	10
	Total	370	0	9	294	673	108	0	19	40	167
Toronto	East York										
	Etobicoke				5	5	3			2	5
	North York	13			19	32	0			27	27
	Old Toronto			0	0	0				0	0
	Scarborough	0				0	0				0
	York										
	Total	13		0	24	37	3			29	32
York	Aurora	20			0	20	7			4	11
	East Gwillimbury	67		3	29	99	20		0	13	33
	Georgina	54		2		56	10		0	1	11
	King	0			0	0	0			2	2
	Markham	53	3	13	241	310	23	4		20	47
	Newmarket	6	2	0	25	33	1	0		1	2
	Richmond Hill	33	0	24	89	146	7	0	1	13	21
	Vaughan	55	2	1	89	147	22	0	0	9	31
	Whitchurch-Stouffville	14			3	17	52			32	84
	Total	302	7	43	476	828	142	4	1	95	242
Grand Total		1,135	10	107	1,082	2,334	417	6	56	393	872

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	85		34	62	181	28		1	46	75
	Brock	58			47	105	23			2	25
	Clarington	396	14	7	215	632	215	4	2	126	347
	Oshawa	241		24	538	803	86		0	162	248
	Pickering	303		22	263	588	17		2	50	69
	Scugog	77	21		24	122	43	6		18	67
	Uxbridge	7		22	30	59	24		24	21	69
	Whitby	717	33	127	501	1,378	179	5	27	98	309
	Total	1,884	68	236	1,680	3,868	615	15	56	523	1,209
Halton	Burlington	4		66	50	120				17	17
	Halton Hills	208		60	12	280	20		2		22
	Milton	501		72	500	1,073	45		31	46	122
	Oakville	723			235	958	141			19	160
	Total	1,436		198	797	2,431	206		33	82	321
Peel	Brampton	1,006	6	315	1,035	2,362	172	2	31	80	285
	Caledon	357		5	122	484	48		0	14	62
	Mississauga	19		16	41	76	4		4	45	53
	Total	1,382	6	336	1,198	2,922	224	2	35	139	400
Toronto	East York										
	Etobicoke	2			43	45				13	13
	North York	32			149	181	32			123	155
	Old Toronto			8	7	15			19	17	36
	Scarborough	14				14	10				10
	York										
	Total	48		8	199	255	42		19	153	214
York	Aurora	196			17	213	106			10	116
	East Gwillimbury	477		85	163	725	61		12	37	110
	Georgina	277		9	36	322	28		3		31
	King	0			30	30	12			1	13
	Markham	293	13	115	1,195	1,616	26	13	27	185	251
	Newmarket	56	9	6	257	328	27	14	10	31	82
	Richmond Hill	259	2	107	417	785	204	4	30	211	449
	Vaughan	648	12	7	389	1,056	242	7	11	120	380
	Whitchurch-Stouffville	242			269	511	51			8	59
	Total	2,448	36	329	2,773	5,586	757	38	93	603	1,491
Grand Total		7,198	110	1,107	6,647	15,062	1,844	55	236	1,500	3,635

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