



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of October 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-20		Oct-19		Change
High Rise	2,340		3,417		-31.5%
Low Rise	1,914		1,329		44.0%
Total	4,254		4,746		-10.4%
Year to Date Sales	Jan.-Oct. 2020		Jan.-Oct. 2019		Y/Y Change
High Rise	17,945		21,124		-15.0%
Low Rise	14,000		7,772		80.1%
Total	31,945		28,896		10.6%
Year to Date Supply	Jan.-Oct. 2020		Jan.-Oct. 2019		Y/Y Change
High Rise	17,941		24,119		-25.6%
Low Rise	12,718		8,159		55.9%
Total	30,659		32,278		-5.0%
Year to Date Completions	Jan.-Oct. 2020		Jan.-Oct. 2019		Y/Y Change
High Rise	20,274		18,854		7.5%
Remaining Inventory	Oct-20	Sep-20	Oct-19	M/M Change	Y/Y Change
High Rise	11,643	11,024	14,492	5.6%	-19.7%
Low Rise	3,743	3,677	5,707	1.8%	-34.4%
Total	15,386	14,701	20,199	4.7%	-23.8%
Benchmark Price	Oct-20	Sep-20	Oct-19	M/M Change	Y/Y Change
High Rise	\$990,880	\$1,016,550	\$833,827	-2.5%	18.8%
Low Rise	\$1,211,141	\$1,179,249	\$1,074,791	2.7%	12.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	15	356	310	132	
High Rise Units	3,245	93,557	81,366	33,342	
% Sold*	31%	83%	91%	74%	
Low Rise Projects	30	285			
Low Rise Units	963	28,612			
% Sold*	44%	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.

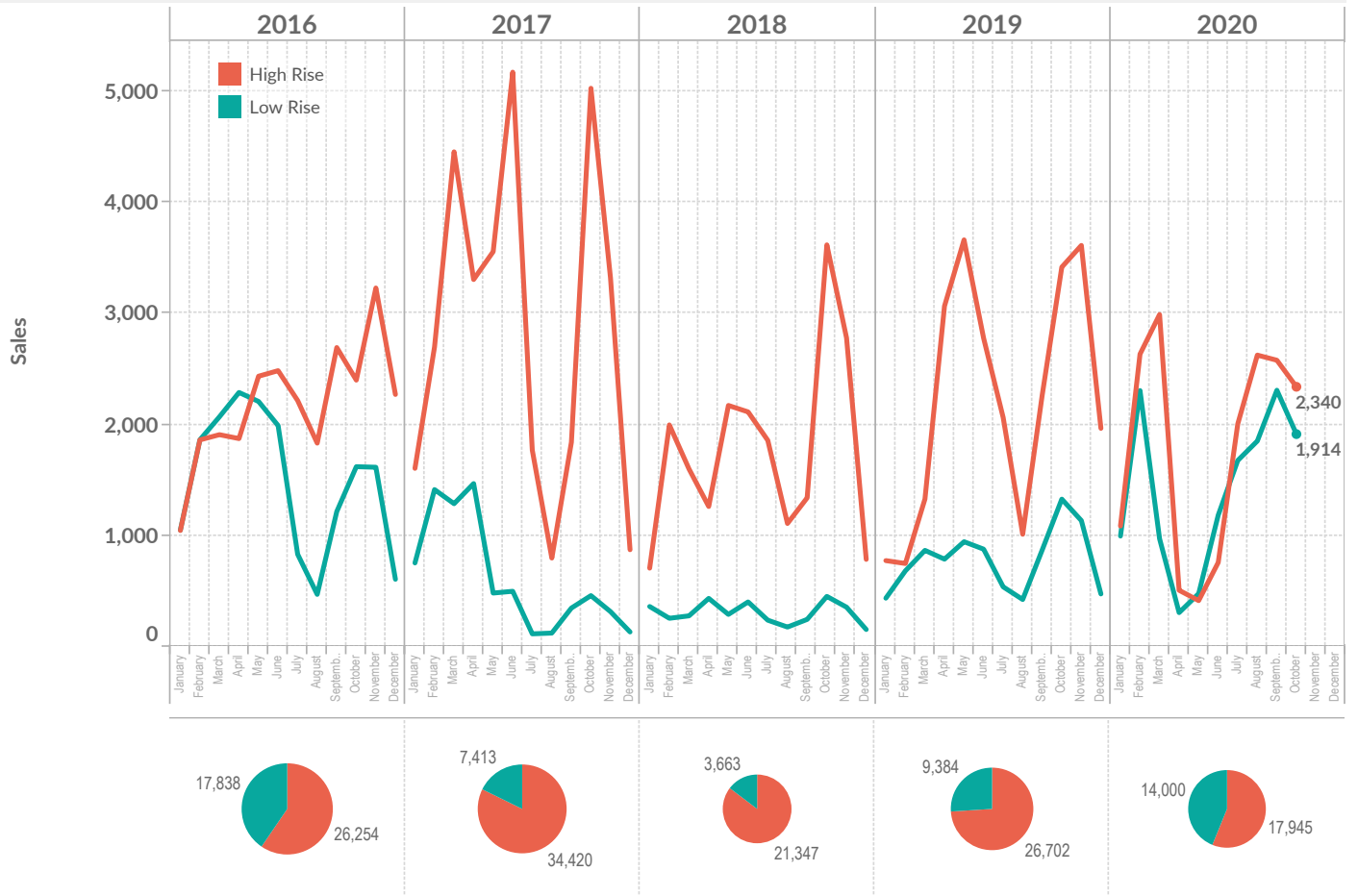
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

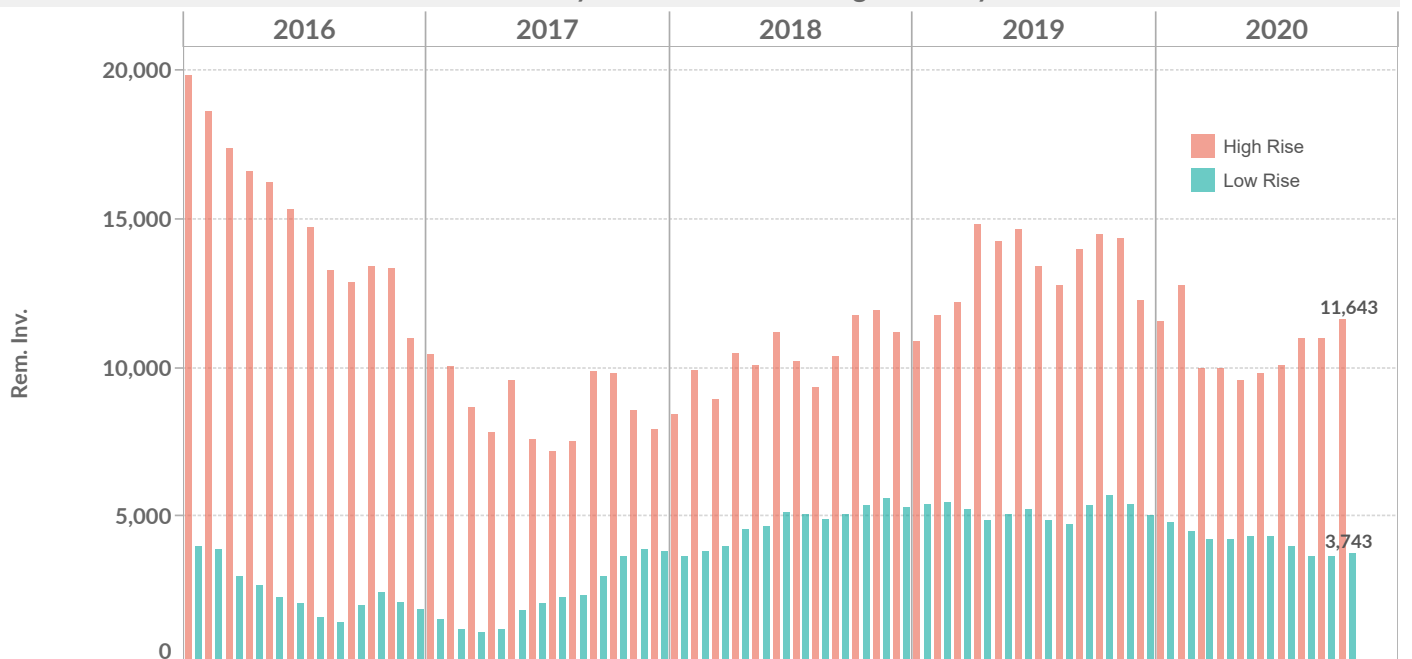
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

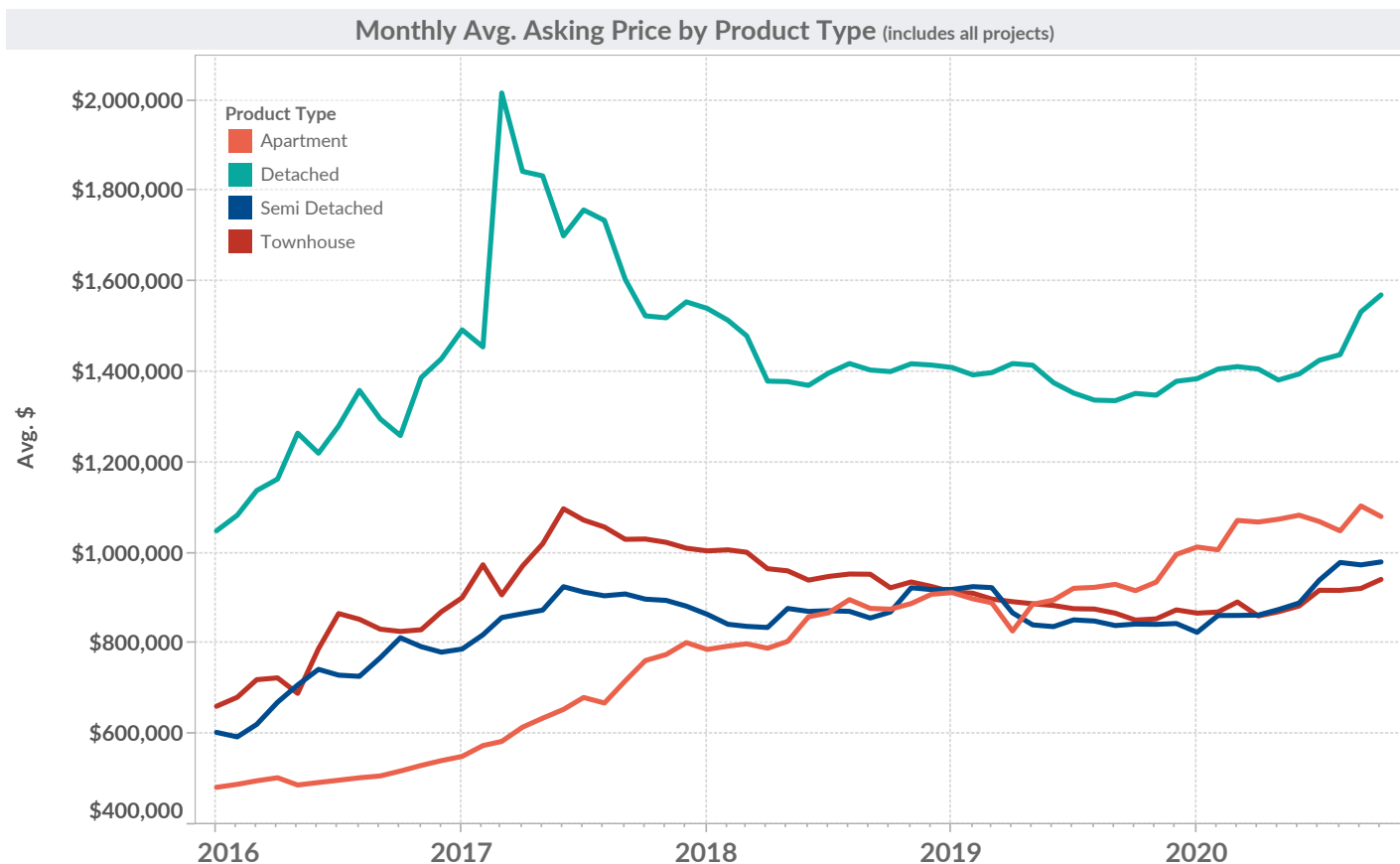
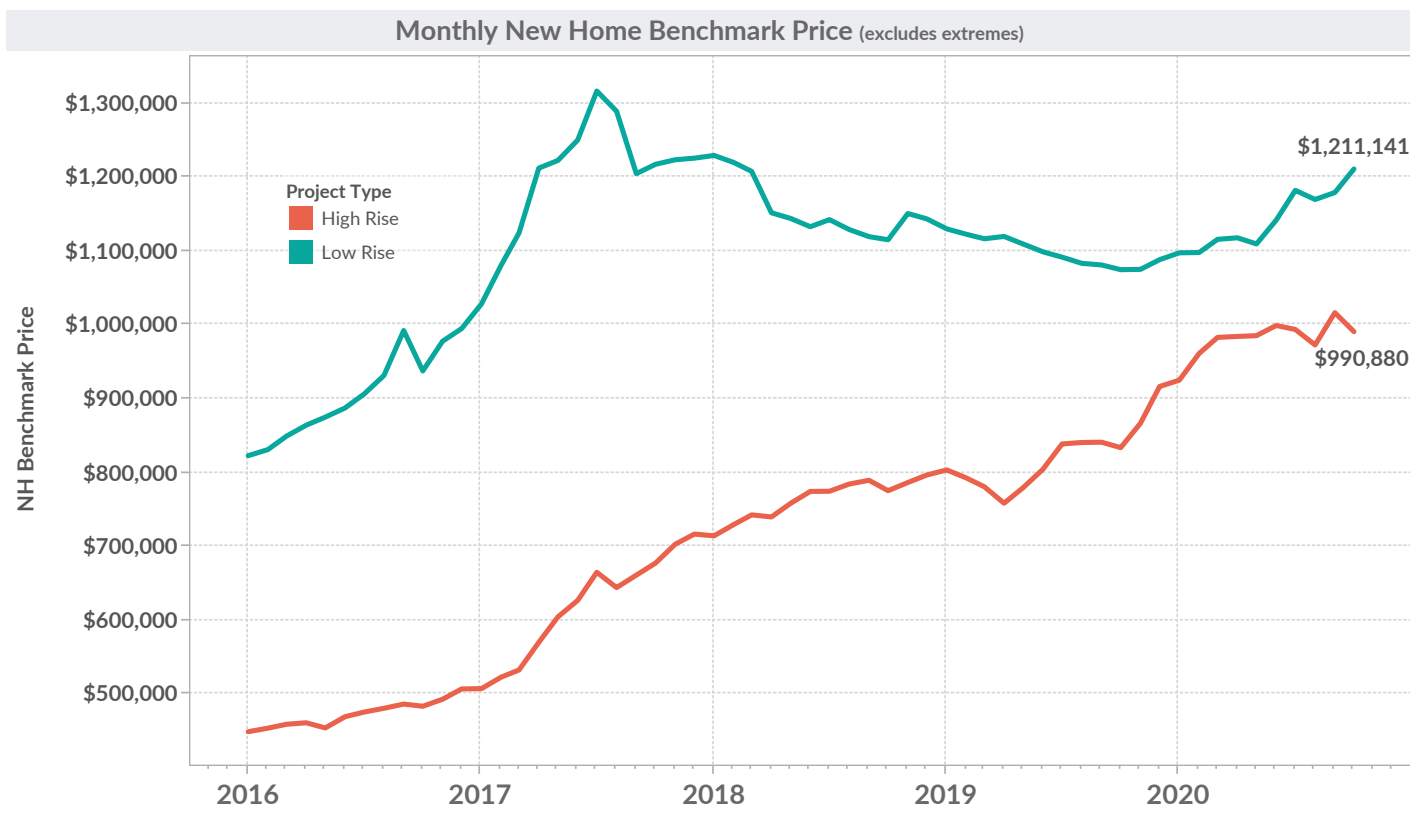
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

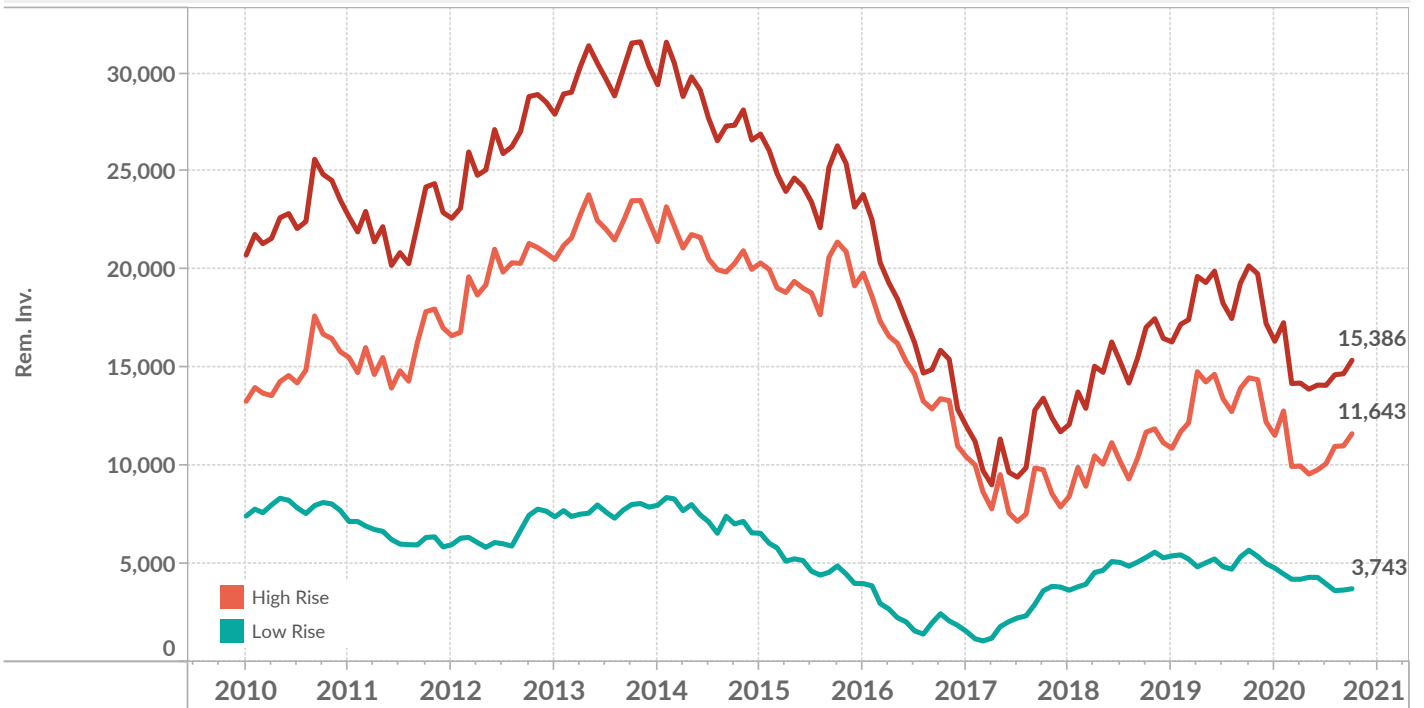


Pricing

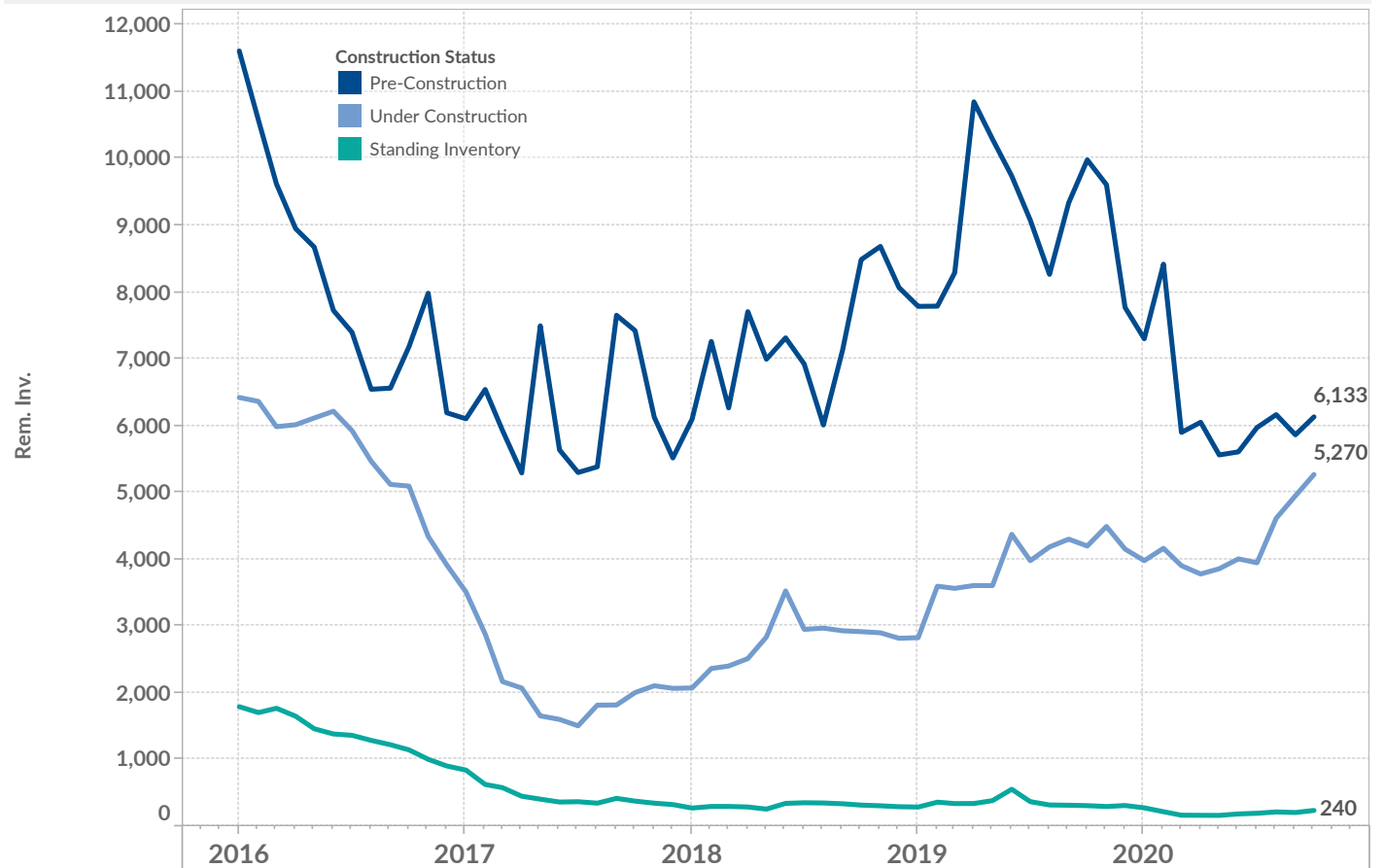


Remaining Inventory

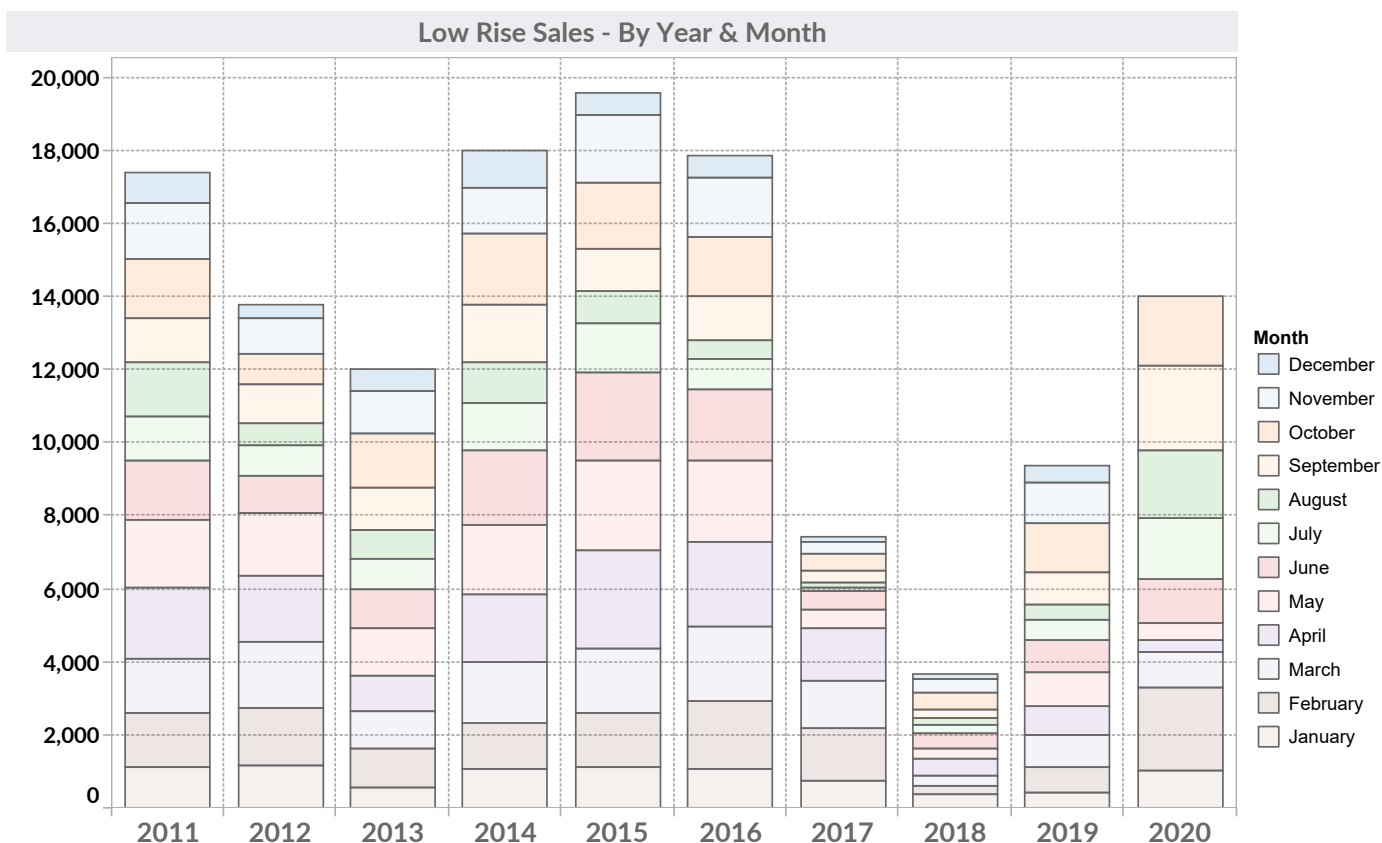
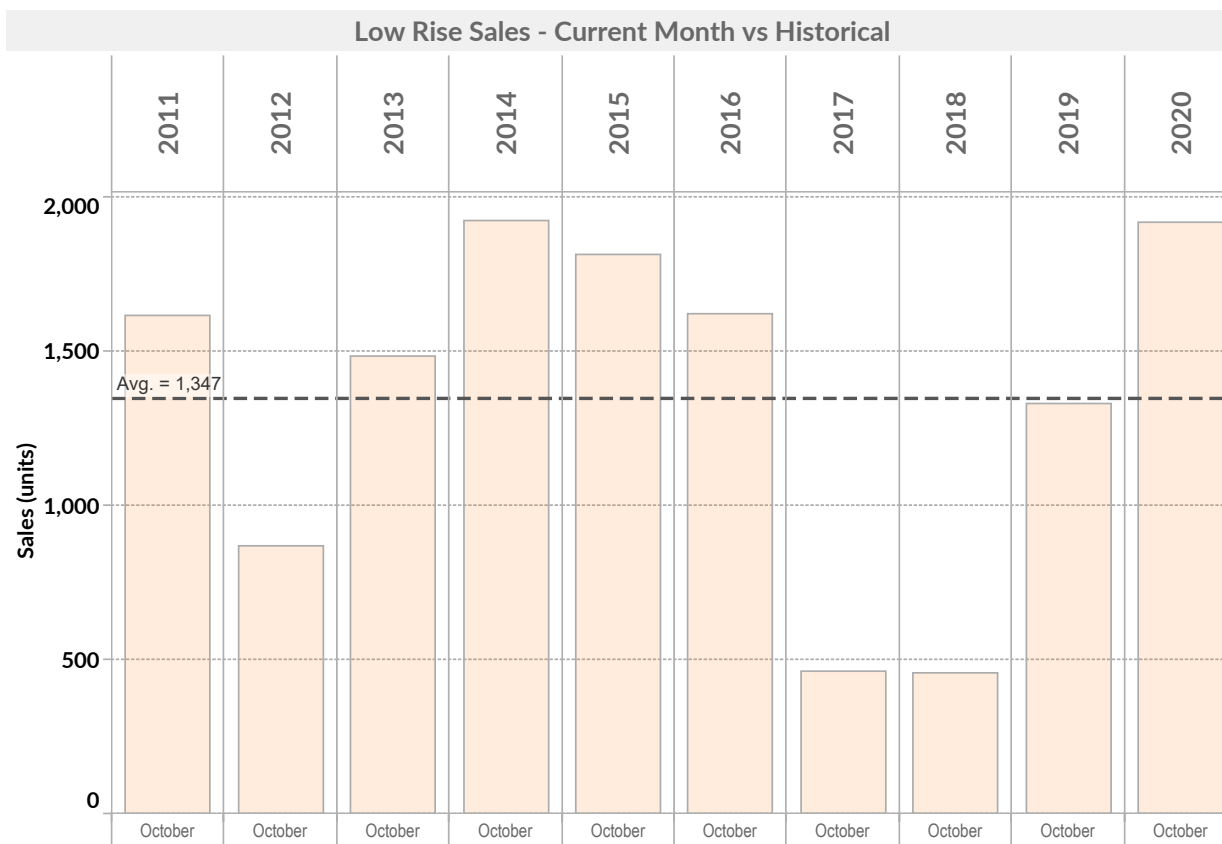
GTA - Monthly New Home Remaining Inventory



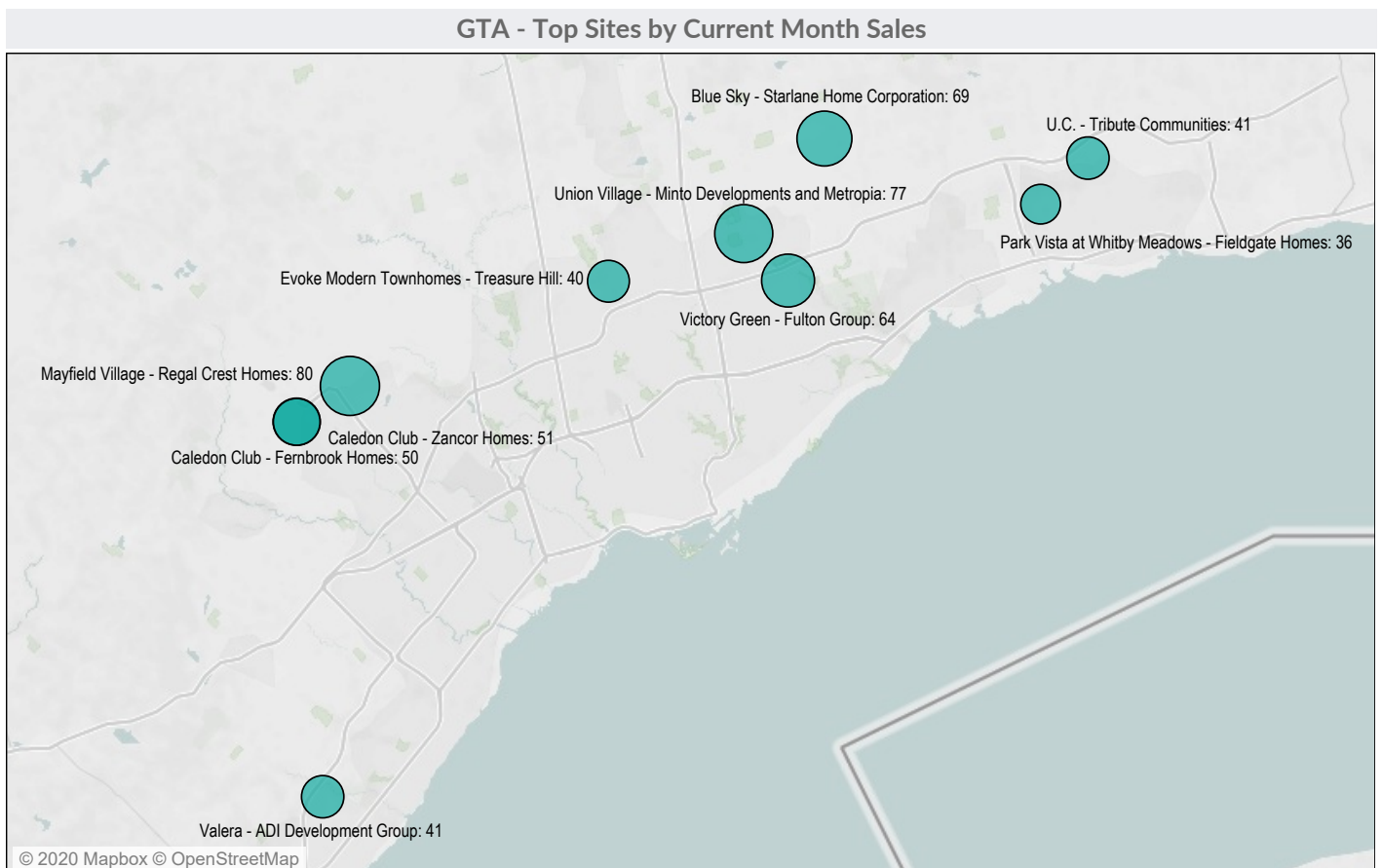
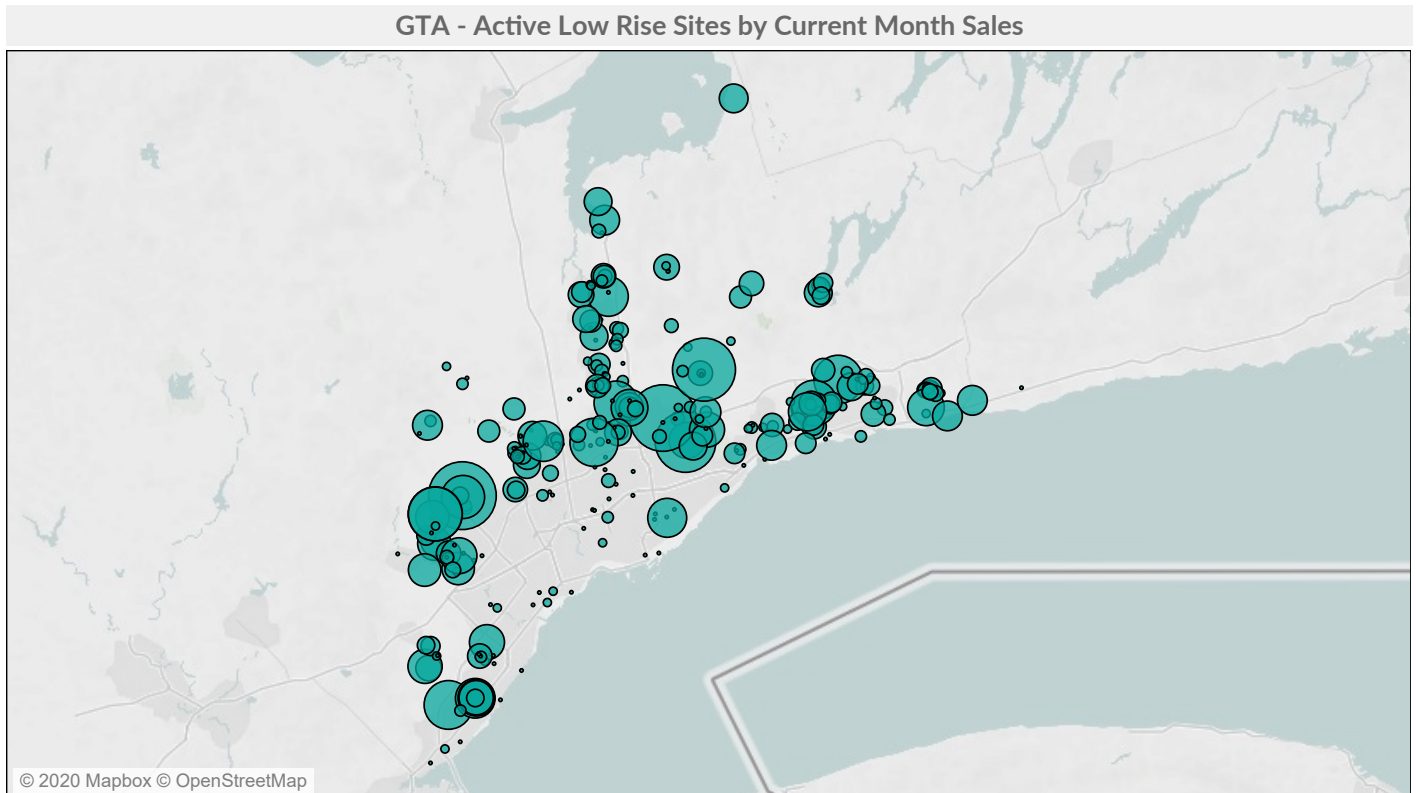
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



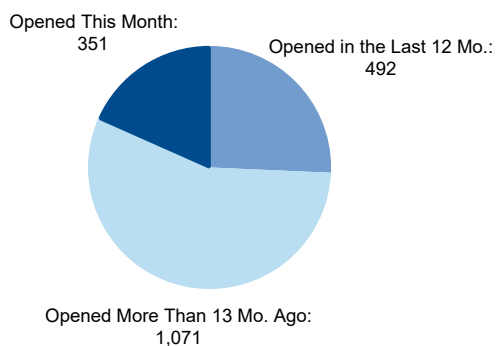
Current Sites



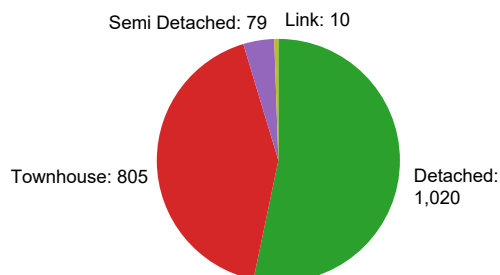
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

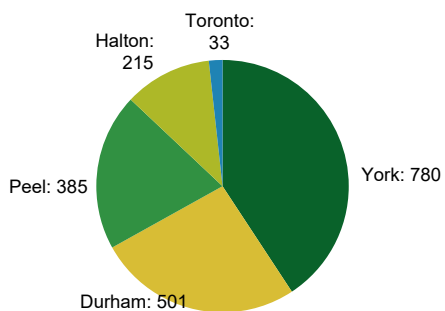
Sales by Opening Date



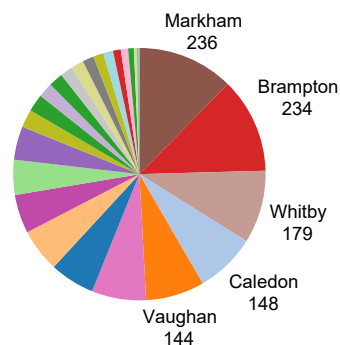
Sales by Product Type



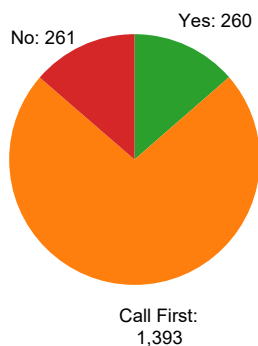
Sales by Region



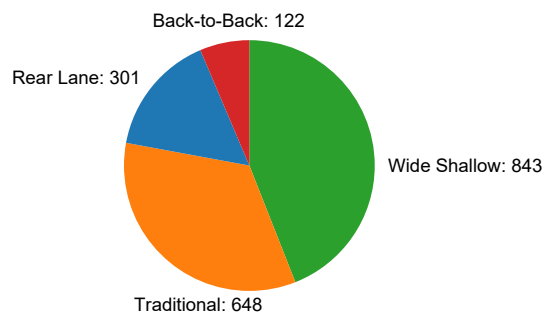
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



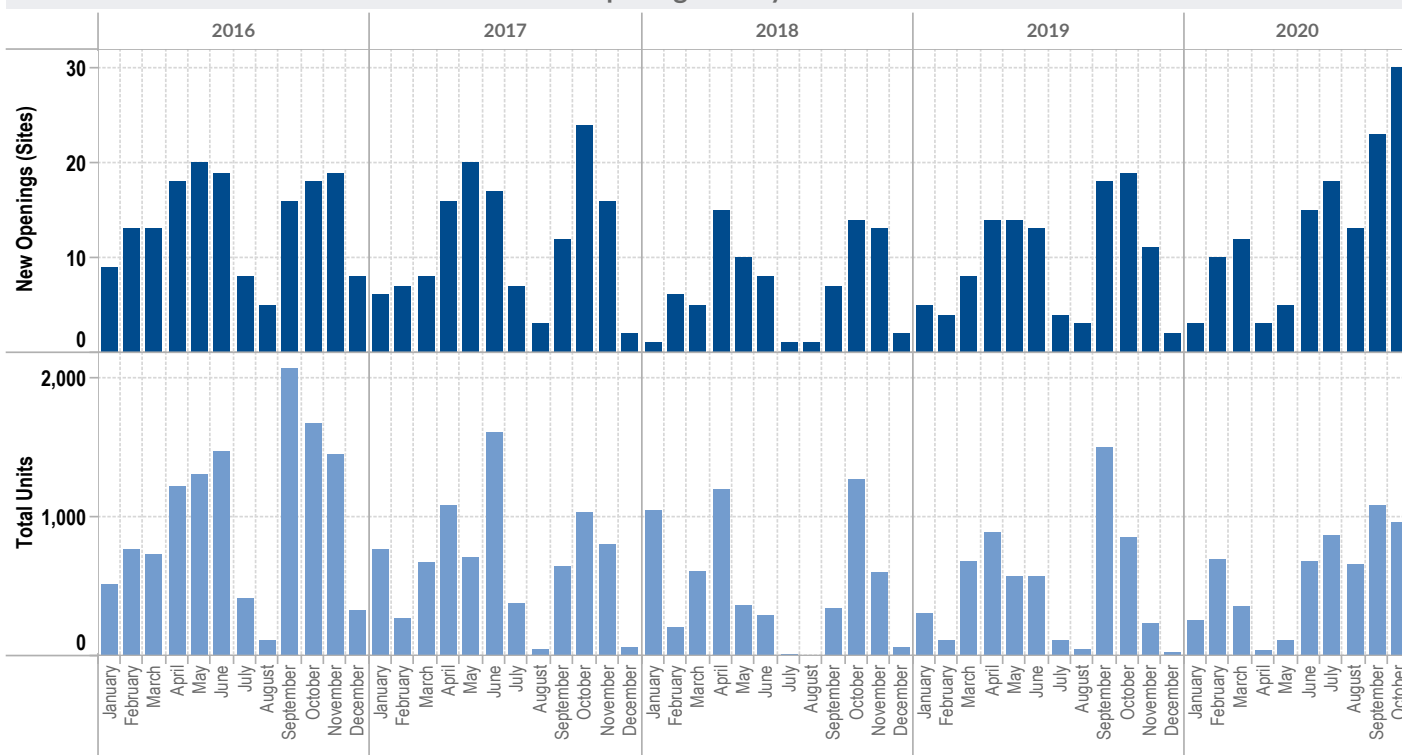
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Chelsea Hill of West Whitby - Tribute Communities	Freehold	Whitby	10/1/2020	15	8	7	\$345
Union Village - Minto Developments and Metropia	Freehold Common Elem..	Markham	10/1/2020	94	77	17	\$527
West Scugog Village - Jeffery Homes	Freehold Common Elem..	Scugog	10/1/2020	9	4	5	\$321
Bronte Enclave - Bloomfield Homes	Freehold	Burlington	10/3/2020	2	2	0	
Glen Abbey Encore - CountryWide Homes	Freehold	Oakville	10/3/2020	39	2	37	\$549
Glen Abbey Encore - Fernbrook Homes	Freehold	Oakville	10/3/2020	15	6	9	\$536
Glen Abbey Encore - Hallett Homes	Freehold	Oakville	10/3/2020	47	20	27	\$474
Glen Abbey Encore - Primont Homes	Freehold	Oakville	10/3/2020	1	1	0	
Sharon Village - Mosaik Homes	Freehold	East Gwillimbury	10/3/2020	16	16	0	
Blue Sky - Starlane Home Corporation	Freehold	Whitchurch-Stouf..	10/7/2020	13	13	0	
Uplands of Swan Lake - Caliber Homes	Freehold	Richmond Hill	10/10/2020	40	2	38	\$503
Valleybrooke Estates - Tiffany Park Homes	Freehold	Vaughan	10/16/2020	5	0	5	\$472
Esprit - Sundial Homes	Freehold	Newmarket	10/17/2020	18	4	14	
Evoke Modern Townhomes - Treasure Hill	Freehold Common Elem..	Vaughan	10/17/2020	63	40	23	\$670
Now Towns in Brooklin - Zancor Homes	Freehold Common Elem..	Whitby	10/17/2020	41	9	32	\$352
Orchards - Highcastle Homes	Freehold Common Elem..	Clarington	10/17/2020	54	0	54	\$310
Whitby Meadows - Deco Homes	Freehold	Whitby	*	16	3	13	\$370
Whitby Meadows - Opus Homes	Freehold	Whitby	*	16	3	13	\$370
Georgina Heights - Treasure Hill	Freehold	Georgina	10/19/2020	4	0	4	\$354
Victory Green - Remington Homes	Freehold	Markham	*	66	22	44	\$586
Caledon Club - Fernbrook Homes	Freehold	Caledon	*	62	50	12	
Caledon Club - Zancor Homes	Freehold	Caledon	*	63	51	12	
Boatworks - Andrin Homes *	Freehold	Whitby	10/30/2020	11	0	11	\$333
	Freehold Common Elem..	Whitby	10/30/2020	29	0	29	\$344
Waterside Villas - Fieldgate Homes *	Freehold Common Elem..	Whitby	10/30/2020	74	0	74	\$444
Castles of Caledon - CountryWide Homes	Freehold	Caledon	10/31/2020	22	0	22	\$463
Central - City Park Homes	Freehold	Mississauga	10/31/2020	18	1	17	\$703
	Freehold Common Elem..	Mississauga	10/31/2020	8	0	8	\$606
Citypointe Commons - Deco Homes	Freehold	Brampton	10/31/2020	13	5	8	\$395
Citypointe Commons - Opus Homes	Freehold	Brampton	10/31/2020	26	10	16	\$395
Greenhill Townhome Collection - Stafford Homes *	Freehold Common Elem..	Oshawa	10/31/2020	55	0	55	\$399
Observatory Hill - Conservatory Group	Freehold	Richmond Hill	10/31/2020	8	2	6	\$348
Grand Total				963	351	612	\$462

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	79			1,499	10.7%		10.7%	
Treasure Hill	10	11	18	8	5	37	24	204	165	75			557	4.0%		14.7%	
Minto Developments and Metropia		329	0	0	0	71	0	0	0	77			477	3.4%		18.1%	
Remington Homes	19	89	39	0	16	65	47	91	41	40			447	3.2%		21.3%	
Tribute Communities	18	67	49	12	9	24	47	87	62	72			447	3.2%		24.5%	
Paradise Developments	2	0	51	0	74	65	50	43	97	33			415	3.0%		27.4%	
Primont Homes	1	17	12	7	3	135	104	30	36	62			407	2.9%		30.4%	
Aspen Ridge Homes	25	72	39	4	6	55	59	43	36	47			386	2.8%		33.1%	
Great Gulf	22	21	7	0	16	33	46	87	54	63			349	2.5%		35.6%	
Fieldgate Homes	30	54	12	7	17	29	30	67	33	55			334	2.4%		38.0%	
Regal Crest Homes	38	81	30	2	8	13	21	21	13	86			313	2.2%		40.2%	
Townwood Homes	9	110	19	0	1	1	8	28	87	12			275	2.0%		42.2%	
Poetry Living	5	20	34	3	2	1	72	2	129	4			272	1.9%		44.1%	
Lindvest	12	29	36	1	5	20	38	44	39	45			269	1.9%		46.1%	
CountryWide Homes	29	26	25	4	12	32	25	24	39	39			255	1.8%		47.9%	
Rosehaven Homes	21	75	12	1	12	6	4	1	82	20			234	1.7%		49.5%	
Sundial Homes	6	112	51	1	0	3	6	13	24	17			233	1.7%		51.2%	
Starlane Home Corporation	27	54	3	3	12	15	30	7	7	70			228	1.6%		52.8%	
Stateview Homes	19	15	6	75	3	4	5	5	96	0			228	1.6%		54.5%	
Marlin Spring	9	9	5	0	0	2	93	66	21	10			215	1.5%		56.0%	
Sunny Communities	175	8	6	0	0	0	0	6					195	1.4%		57.4%	
Deco Homes	14	17	7	7	5	9	6	4	94	23			186	1.3%		58.7%	
	997	2,306	973	308	479	1,185	1,677	1,852	2,309	1,914			14,000				

Top Builders - Last 12 Months

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

Builder	2019		2020										Total	Market Share		Cum. Mkt. Share	
	November	December	January	February	March	April	May	June	July	August	September	October		%		%	
Mattamy Homes	87	19	152	406	66	53	78	139	200	209	117	79	1,605	10.3%		10.3%	
Treasure Hill	15	11	10	11	18	8	5	37	24	204	165	75	583	3.7%		14.0%	
Fieldgate Homes	115	39	30	54	12	7	17	29	30	67	33	55	488	3.1%		17.1%	
Minto Developments and Metropia				329	0	0	0	71	0	0	0	77	477	3.1%		20.2%	
Remington Homes	13	9	19	89	39	0	16	65	47	91	41	40	469	3.0%		23.2%	
Tribute Communities	11	4	18	67	49	12	9	24	47	87	62	72	462	3.0%		26.2%	
Paradise Developments	40	3	2	0	51	0	74	65	50	43	97	33	458	2.9%		29.1%	
Aspen Ridge Homes	31	11	25	72	39	4	6	55	59	43	36	47	428	2.7%		31.8%	
Primont Homes	5	1	1	17	12	7	3	135	104	30	36	62	413	2.6%		34.5%	
Great Gulf	24	9	22	21	7	0	16	33	46	87	54	63	382	2.4%		36.9%	
Regal Crest Homes	16	6	38	81	30	2	8	13	21	21	13	86	335	2.1%		39.1%	
Linvest	19	15	12	29	36	1	5	20	38	44	39	45	303	1.9%		41.0%	
CountryWide Homes	27	9	29	26	25	4	12	32	25	24	39	39	291	1.9%		42.9%	
Poetry Living	9	4	5	20	34	3	2	1	72	2	129	4	285	1.8%		44.7%	
Townwood Homes	3	1	9	110	19	0	1	1	8	28	87	12	279	1.8%		46.5%	
Marlin Spring	34	12	9	9	5	0	0	2	93	66	21	10	261	1.7%		48.2%	
Rosehaven Homes	19	8	21	75	12	1	12	6	4	1	82	20	261	1.7%		49.8%	
Starlane Home Corporation	11	7	27	54	3	3	12	15	30	7	7	70	246	1.6%		51.4%	
Sundial Homes	8	0	6	112	51	1	0	3	6	13	24	17	241	1.5%		53.0%	
Deco Homes	49	2	14	17	7	7	5	9	6	4	94	23	237	1.5%		54.5%	
Stateview Homes	0	0	19	15	6	75	3	4	5	5	96	0	228	1.5%		55.9%	
Opus Homes	38	9	9	24	6	4	13	10	10	0	65	26	214	1.4%		57.3%	
	1,136	476	997	2,306	973	308	479	1,185	1,677	1,852	2,309	1,914	15,612				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 October
Mayfield Village - Regal Crest Homes	Brampton	Detached	38'	42
			45'	38
		Townhouse	25'	0
		Total		80
Union Village - Minto Developments and Metropia	Markham	Detached	30'	0
			36'	0
			43'	0
			50'	0
		Townhouse	19'	77
		Total		77
Blue Sky - Starlane Home Corporation	Whitchurch-Stouffville	Detached	36'	30
			40'	26
			47'	13
		Total		69
Victory Green - Fulton Group	Markham	Townhouse	21'	64
				64
Caledon Club - Zancor Homes	Caledon	Detached	30'	44
			38'	7
		Total		51
Caledon Club - Fernbrook Homes	Caledon	Detached	30'	44
			38'	6
		Total		50
U.C. - Tribute Communities	Oshawa	Detached	30'	2
			36'	3
			40'	5
		Townhouse	16'	31
			18'	0
				41
Valera - ADI Development Group	Burlington	Townhouse	16'	20
			20'	21
		Total		41
Evoke Modern Townhomes - Treasure Hill	Vaughan	Townhouse	18'	35
			20'	5
		Total		40
Park Vista at Whitby Meadows - Fieldgate Homes	Whitby	Detached	30'	11
			36'	18
			42'	7
		Total		36
Towns on Bayview - Primont Homes	Richmond Hill	Townhouse	21'	33
				33
Mayfield Village - Aspen Ridge Homes	Brampton	Detached	38'	19
			45'	13
		Townhouse	25'	0
				32

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	October 2020					October 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	13		0	12	25	12		2	4	18
	Brock	12			2	14	0				0
	Clarington	57	4	2	43	106	4	0	0	12	16
	Oshawa	31			64	95	6		0	20	26
	Pickering	10		0	18	28	27		6	24	57
	Scugog	17	2		16	35	12	1			13
	Uxbridge	2		8	9	19	0			3	3
	Whitby	113	0	7	59	179	39	0	14	64	117
	Total	255	6	17	223	501	100	1	22	127	250
Halton	Burlington	2			42	44				6	6
	Halton Hills	16		2		18	0				0
	Milton	13		8	22	43	28		8	106	142
	Oakville	84			26	110	92			52	144
	Total	115		10	90	215	120		8	164	292
Peel	Brampton	171	0	7	56	234	137	1	73	186	397
	Caledon	138			10	148	15		1	0	16
	Mississauga	1		0	2	3	5		1	4	10
	Total	310	0	7	68	385	157	1	75	190	423
Toronto	East York										
	Etobicoke				0	0	0			0	0
	North York	3			28	31	0			19	19
	Old Toronto			1	0	1				0	0
	Scarborough	1				1	1				1
	York										
	Total	4		1	28	33	1			19	20
York	Aurora	20			4	24	18			1	19
	East Gwillimbury	57		1	24	82	31		4	13	48
	Georgina	28		3		31	6		1	2	9
	King	8			0	8	0			6	6
	Markham	30	3	14	189	236	5	2		42	49
	Newmarket	11	0	4	21	36	1	1	0	5	7
	Richmond Hill	24	1	21	87	133	42	0	19	32	93
	Vaughan	75	0	1	68	144	21	0	2	16	39
	Whitchurch-Stouffville	83			3	86	43			31	74
	Total	336	4	44	396	780	167	3	26	148	344
Grand Total		1,020	10	79	805	1,914	545	5	131	648	1,329

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	87		32	68	187	40		1	36	77
	Brock	70			49	119	11			0	11
	Clarington	448	18	9	246	721	163	0	0	139	302
	Oshawa	266		24	588	878	65			166	231
	Pickering	275		17	257	549	17		1	25	43
	Scugog	81	22		40	143	46	4		11	61
	Uxbridge	10		20	35	65	21		26	13	60
	Whitby	791	33	120	492	1,436	157	5	26	280	468
	Total	2,028	73	222	1,775	4,098	520	9	54	670	1,253
Halton	Burlington	6		66	86	158	0			45	45
	Halton Hills	224		62	12	298	21		0		21
	Milton	486		72	416	974	34		23	39	96
	Oakville	715			209	924	216			37	253
	Total	1,431		200	723	2,354	271		23	121	415
Peel	Brampton	1,030	5	249	907	2,191	155	2	24	81	262
	Caledon	480		4	129	613	87			7	94
	Mississauga	15		16	40	71	29		3	42	74
	Total	1,525	5	269	1,076	2,875	271	2	27	130	430
Toronto	East York										
	Etobicoke	2			43	45				13	13
	North York	35			158	193	29			137	166
	Old Toronto			8	7	15			19	17	36
	Scarborough	14				14	9				9
	York										
	Total	51		8	208	267	38		19	167	224
York	Aurora	195			20	215	79			6	85
	East Gwillimbury	502		82	174	758	46		11	29	86
	Georgina	299		11	34	344	9		0		9
	King	8			24	32	45			9	54
	Markham	317	14	129	1,340	1,800	64	10	13	93	180
	Newmarket	66	8	10	271	355	34	14	24	26	98
	Richmond Hill	235	3	110	469	817	194	5	20	343	562
	Vaughan	703	10	6	445	1,164	180	9	10	111	310
	Whitchurch-Stouffville	293			240	533	29			8	37
	Total	2,618	35	348	3,017	6,018	680	38	78	625	1,421
Grand Total		7,653	113	1,047	6,799	15,612	1,780	49	201	1,713	3,743

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