



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of November 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-20		Nov-19		Change	
High Rise	1,836		3,611		-49.2%	
Low Rise	1,914		1,136		68.5%	
Total	3,750		4,747		-21.0%	
Year to Date Sales	Jan.-Nov. 2020		Jan.-Nov. 2019		Y/Y Change	
High Rise	19,872		24,692		-19.5%	
Low Rise	15,906		8,902		78.7%	
Total	35,778		33,594		6.5%	
Year to Date Supply	Jan.-Nov. 2020		Jan.-Nov. 2019		Y/Y Change	
High Rise	19,655		27,435		-28.4%	
Low Rise	14,070		8,984		56.6%	
Total	33,725		36,419		-7.4%	
Year to Date Completions	Jan.-Nov. 2020		Jan.-Nov. 2019		Y/Y Change	
High Rise	20,742		19,461		6.6%	
Remaining Inventory	Nov-20	Oct-20	Nov-19	M/M Change	Y/Y Change	
High Rise	11,493	11,850	14,348	-3.0%	-19.9%	
Low Rise	3,204	3,779	5,410	-15.2%	-40.8%	
Total	14,697	15,629	19,758	-6.0%	-25.6%	
Benchmark Price	Nov-20	Oct-20	Nov-19	M/M Change	Y/Y Change	
High Rise	\$1,003,801	\$990,880	\$866,827	1.3%	15.8%	
Low Rise	\$1,267,248	\$1,211,141	\$1,075,215	4.6%	17.9%	
Projects	New Openings	All Active	Under Const.	Pre-Const.		
High Rise Projects	10	360	312	133		
High Rise Units	1,772	94,905	82,105	33,777		
% Sold*	47%	83%	91%	75%		
Low Rise Projects	16	282				
Low Rise Units	415	28,074				
% Sold*	62%	89%				

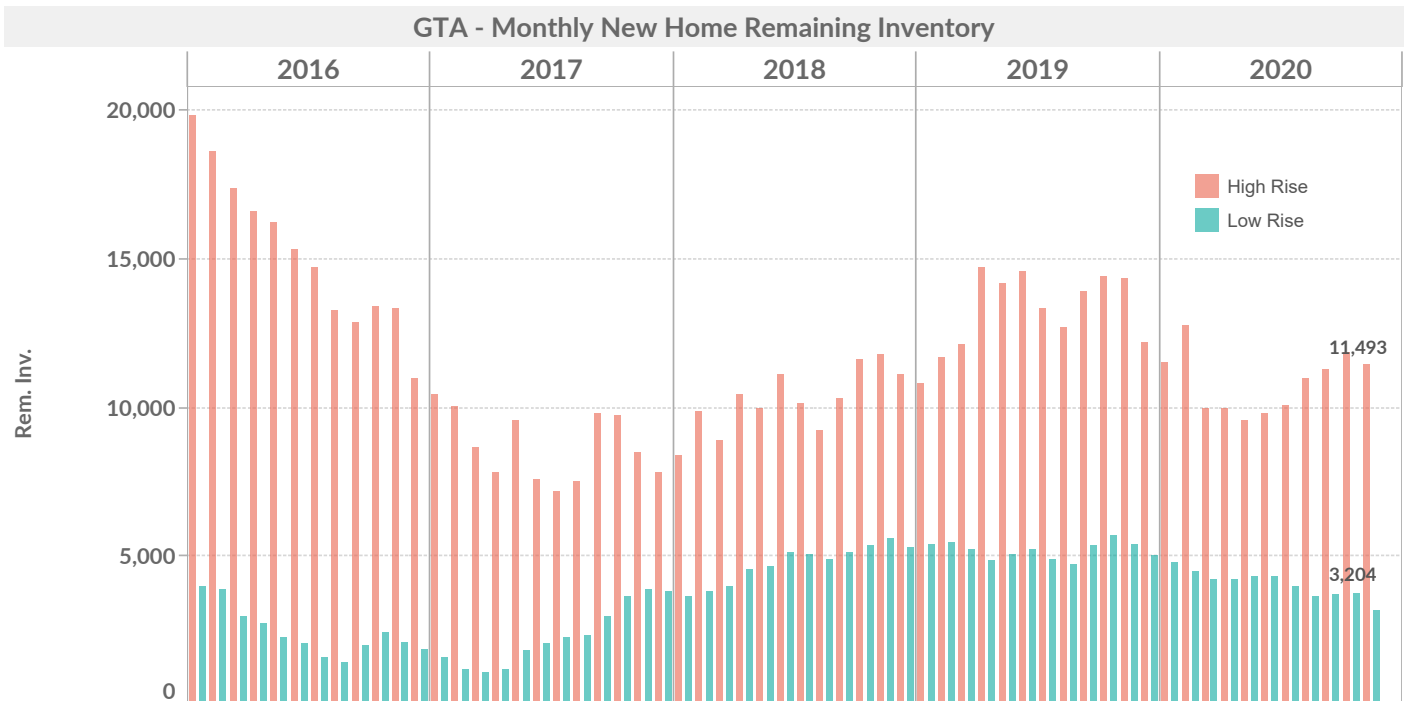
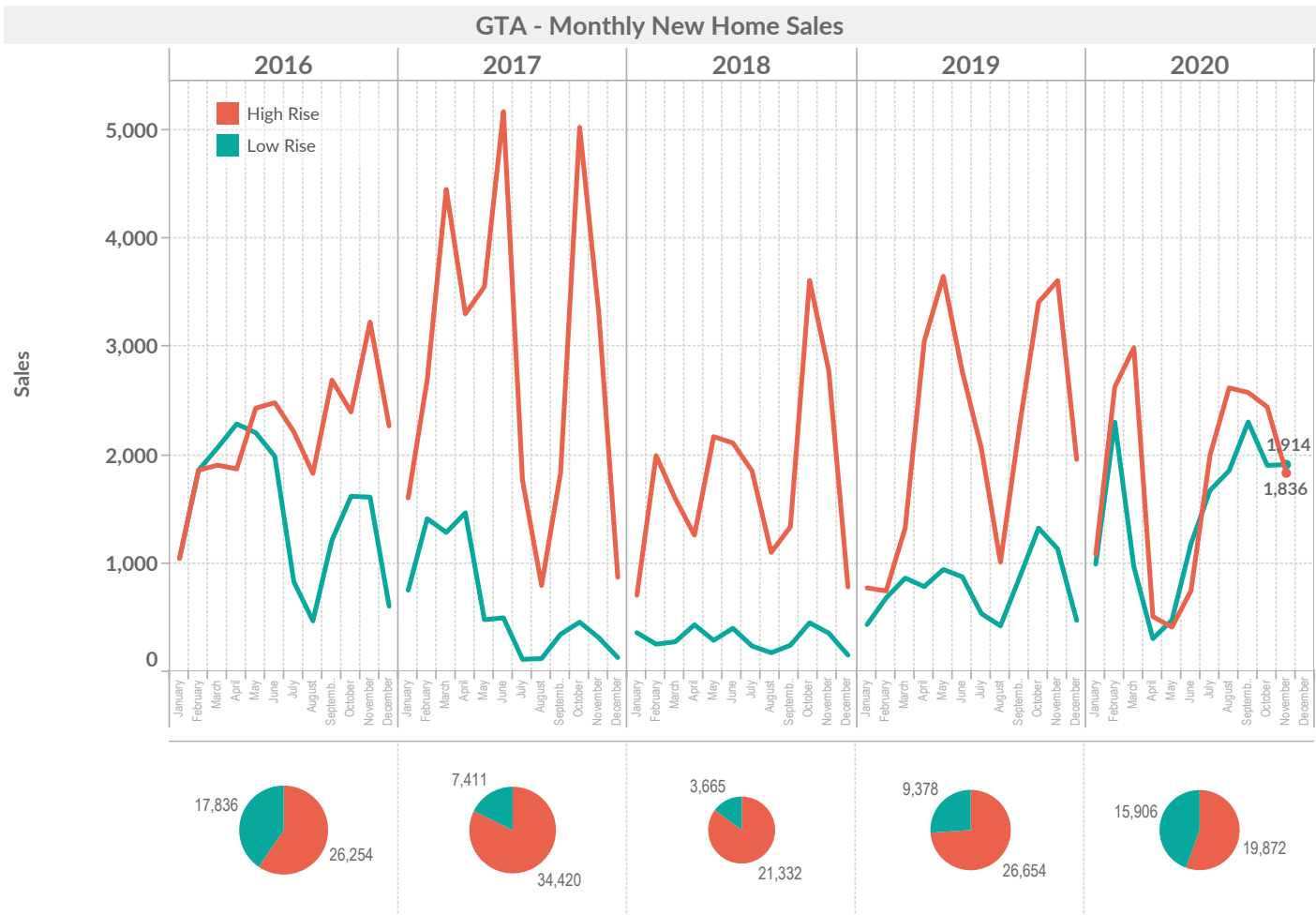
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

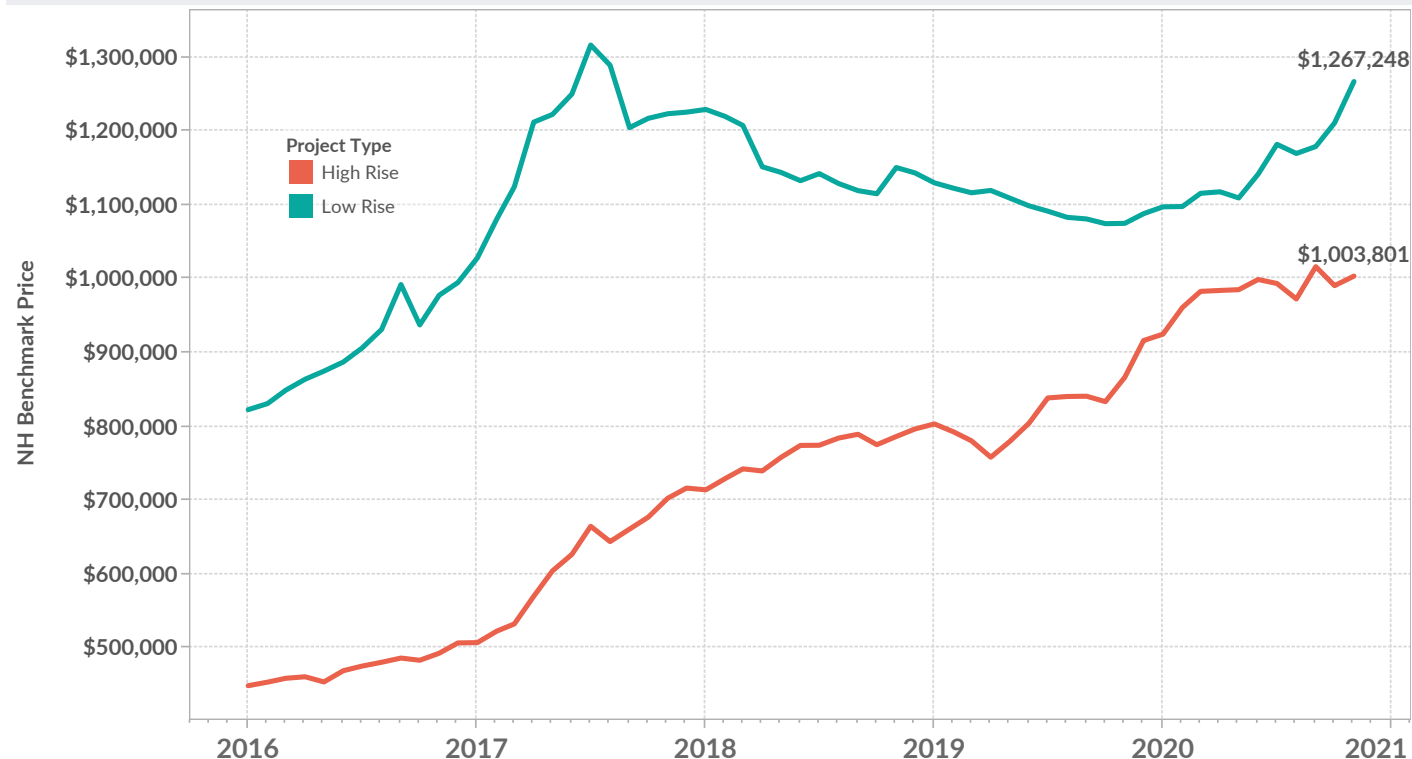
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

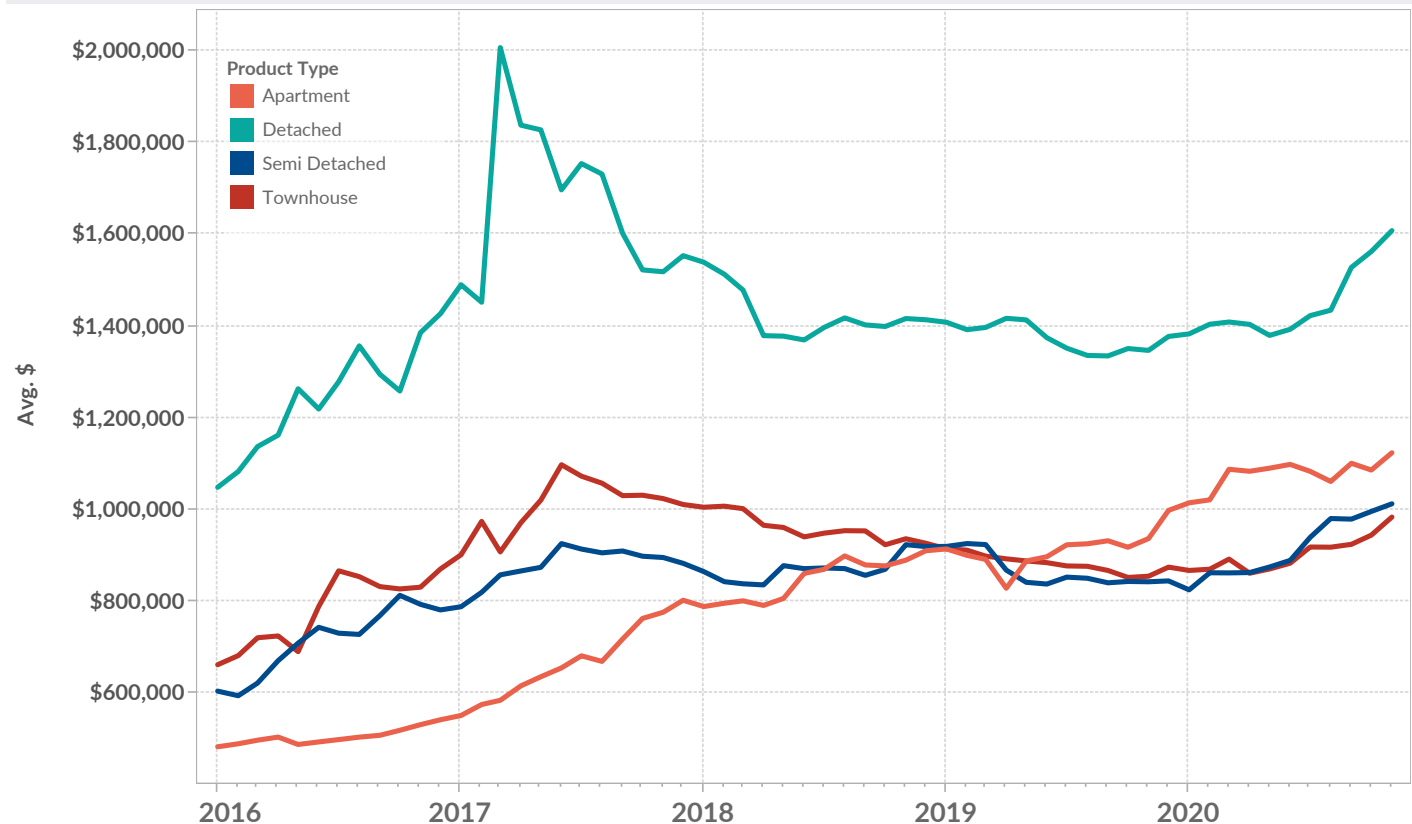


Pricing

Monthly New Home Benchmark Price (excludes extremes)

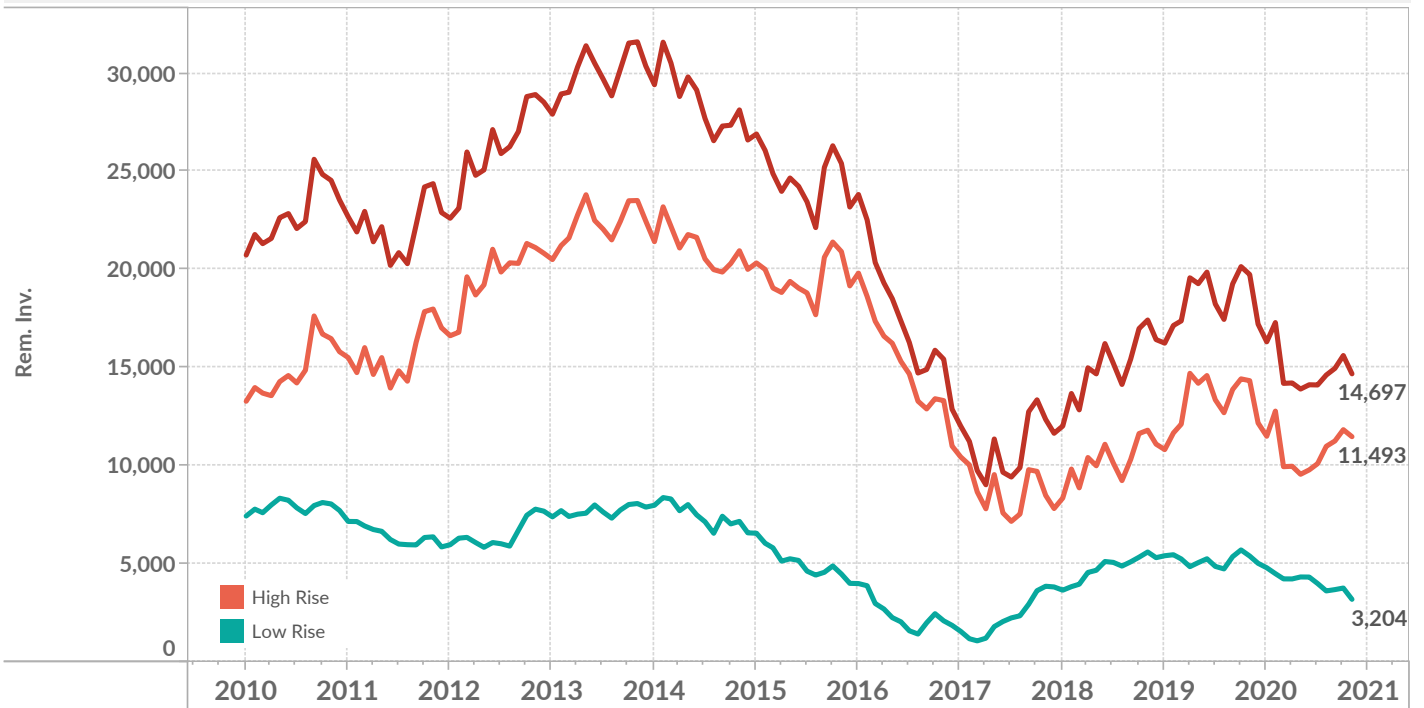


Monthly Avg. Asking Price by Product Type (includes all projects)

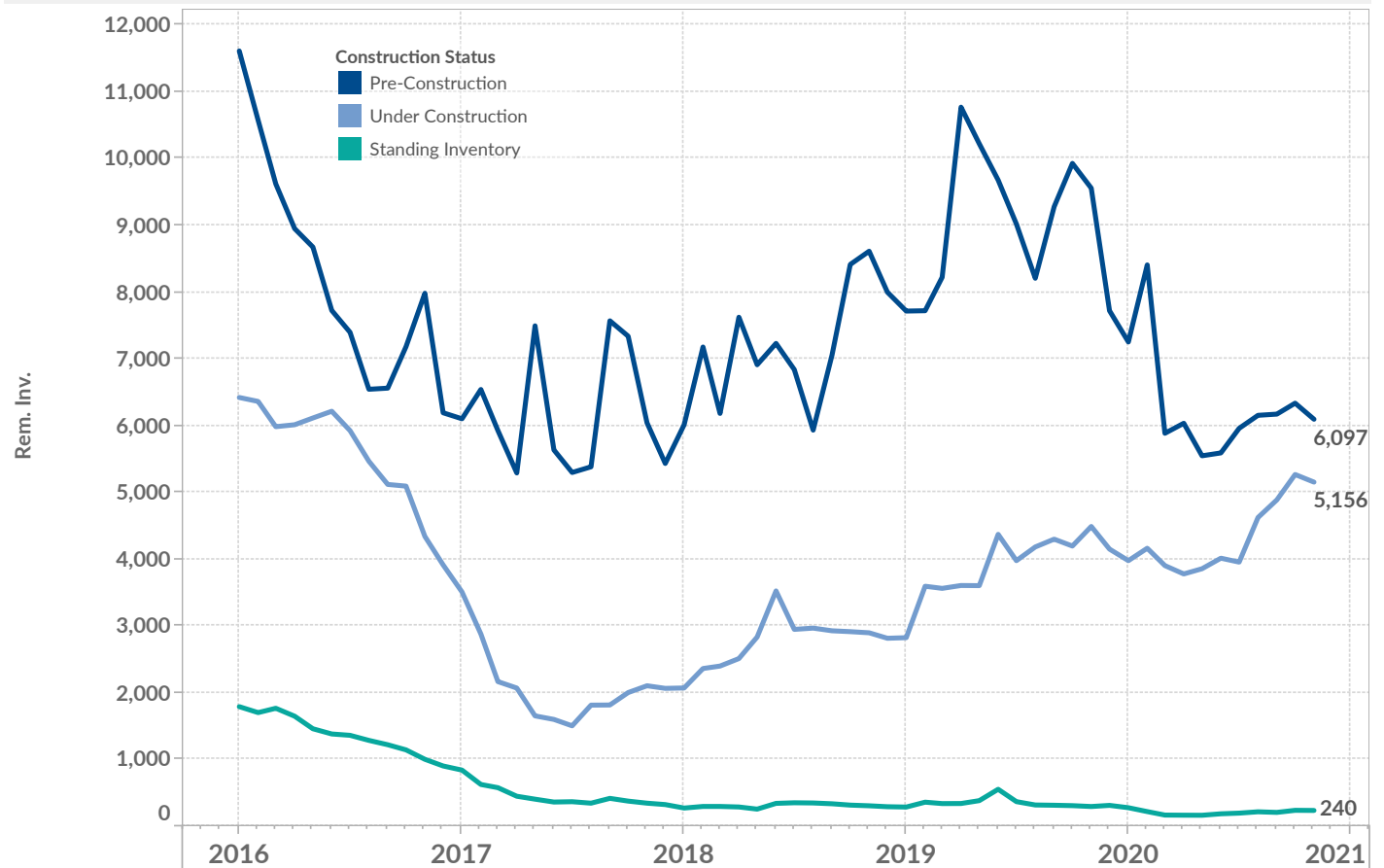


Remaining Inventory

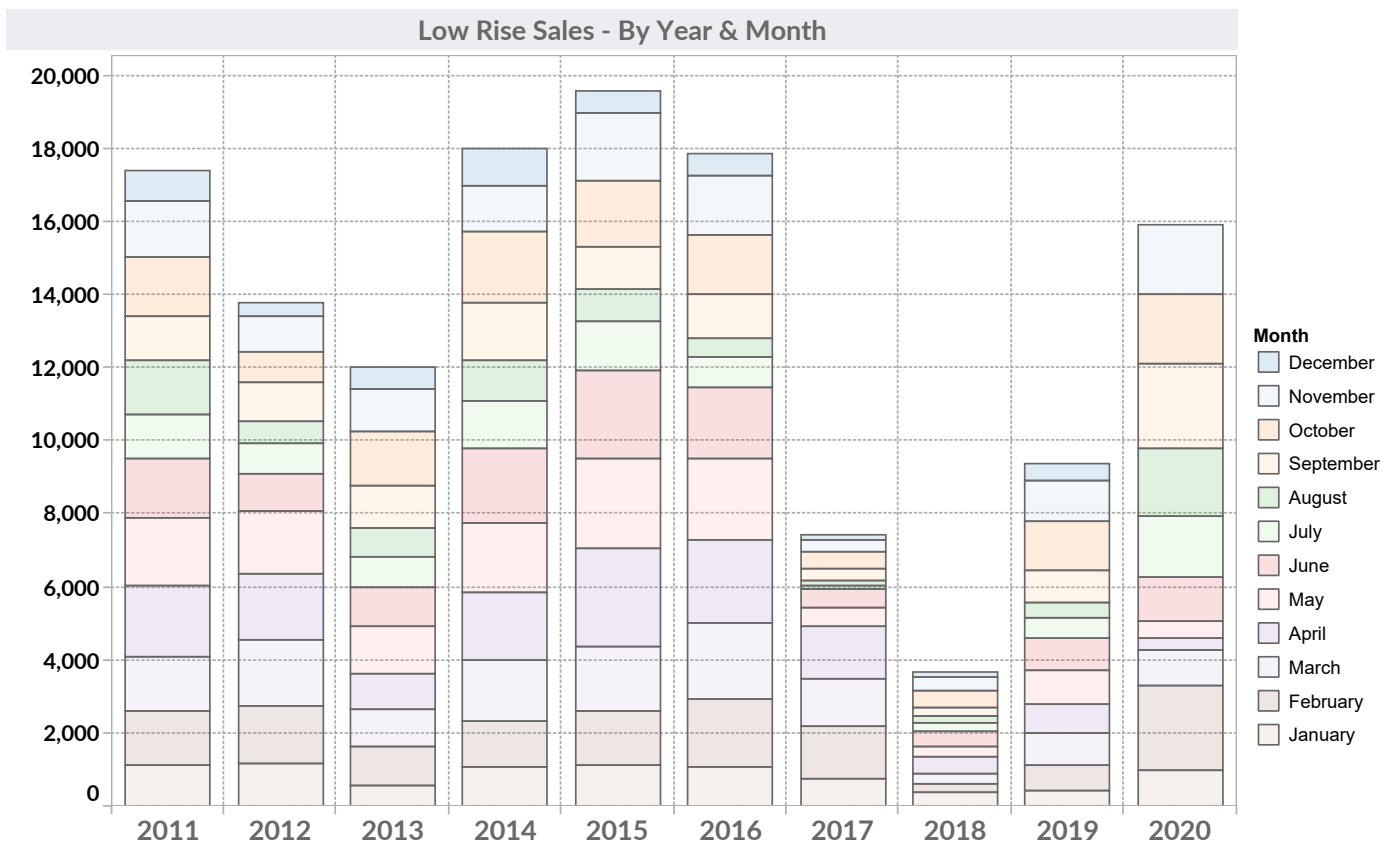
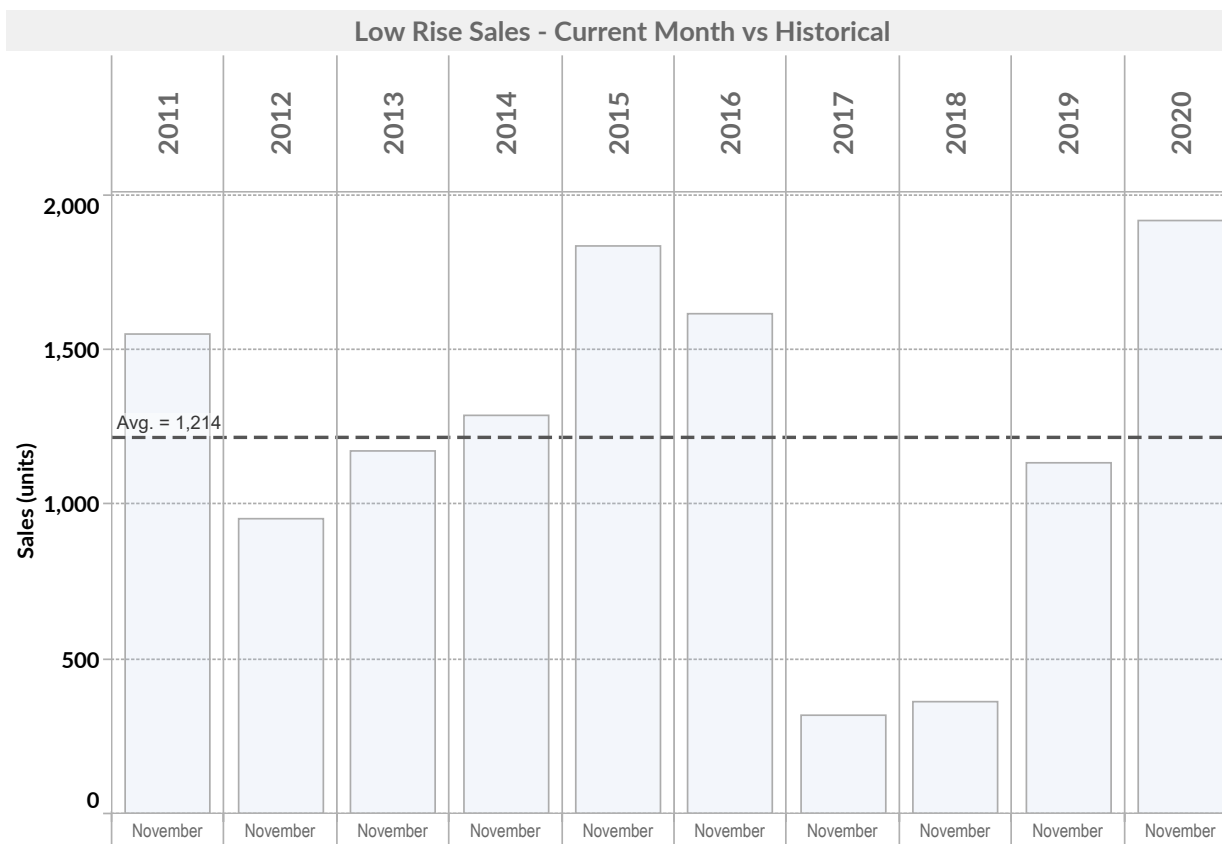
GTA - Monthly New Home Remaining Inventory



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

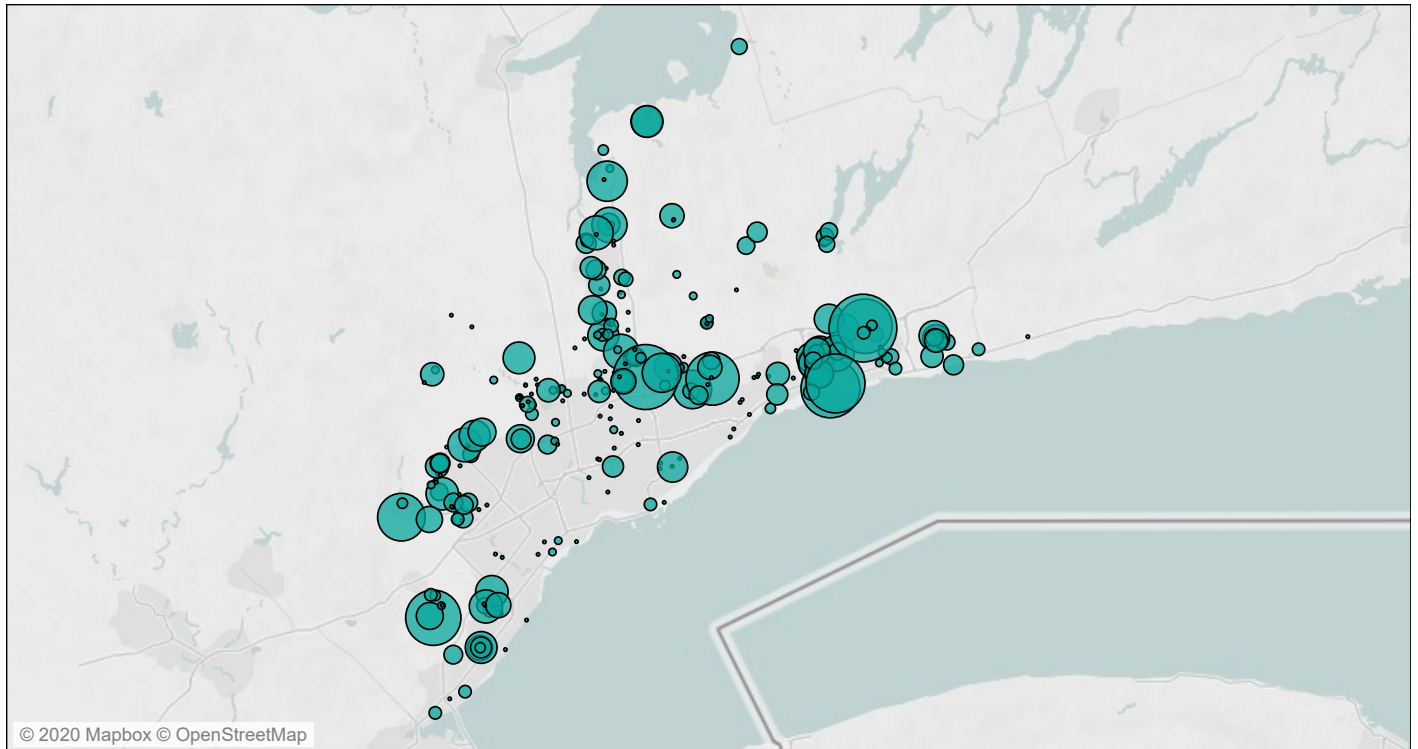


Historical Sales Comparison

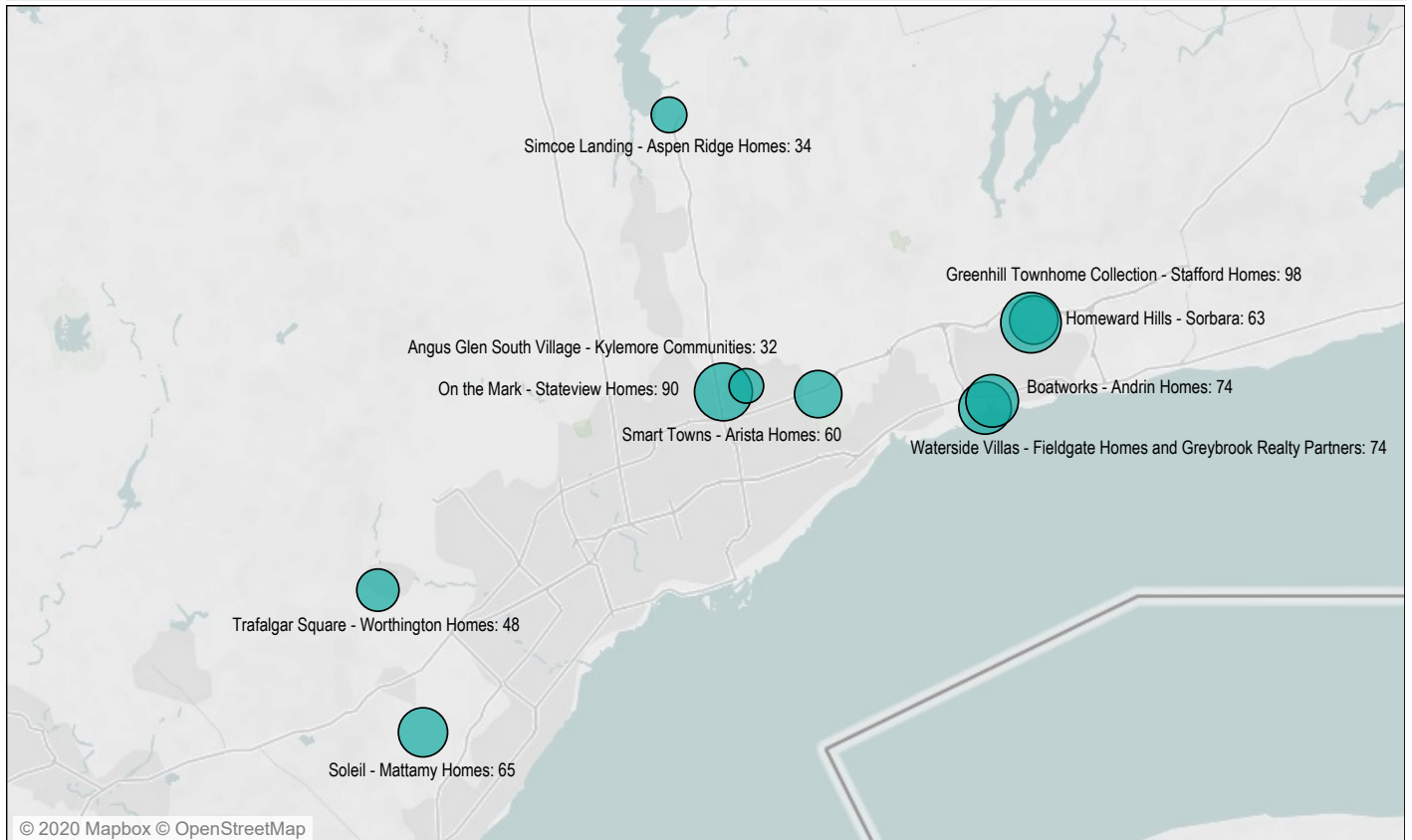


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



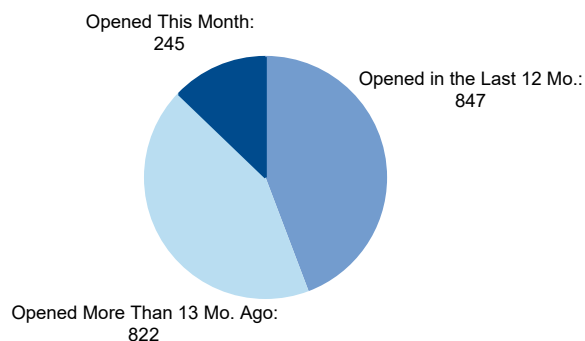
GTA - Top Sites by Current Month Sales



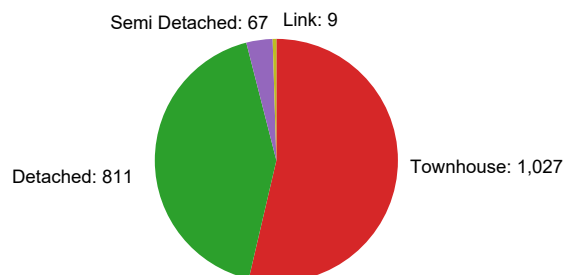
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

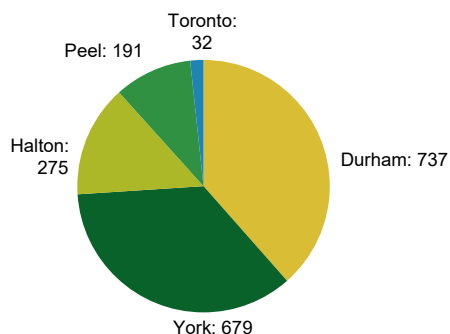
Sales by Opening Date



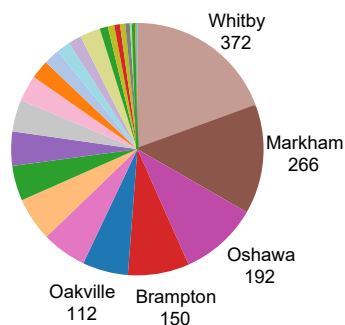
Sales by Product Type



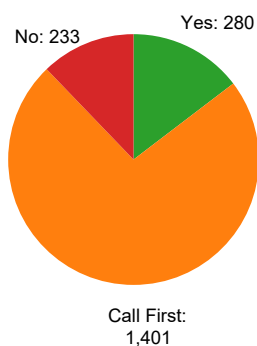
Sales by Region



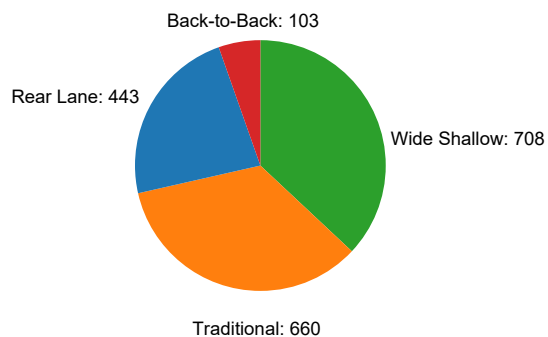
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



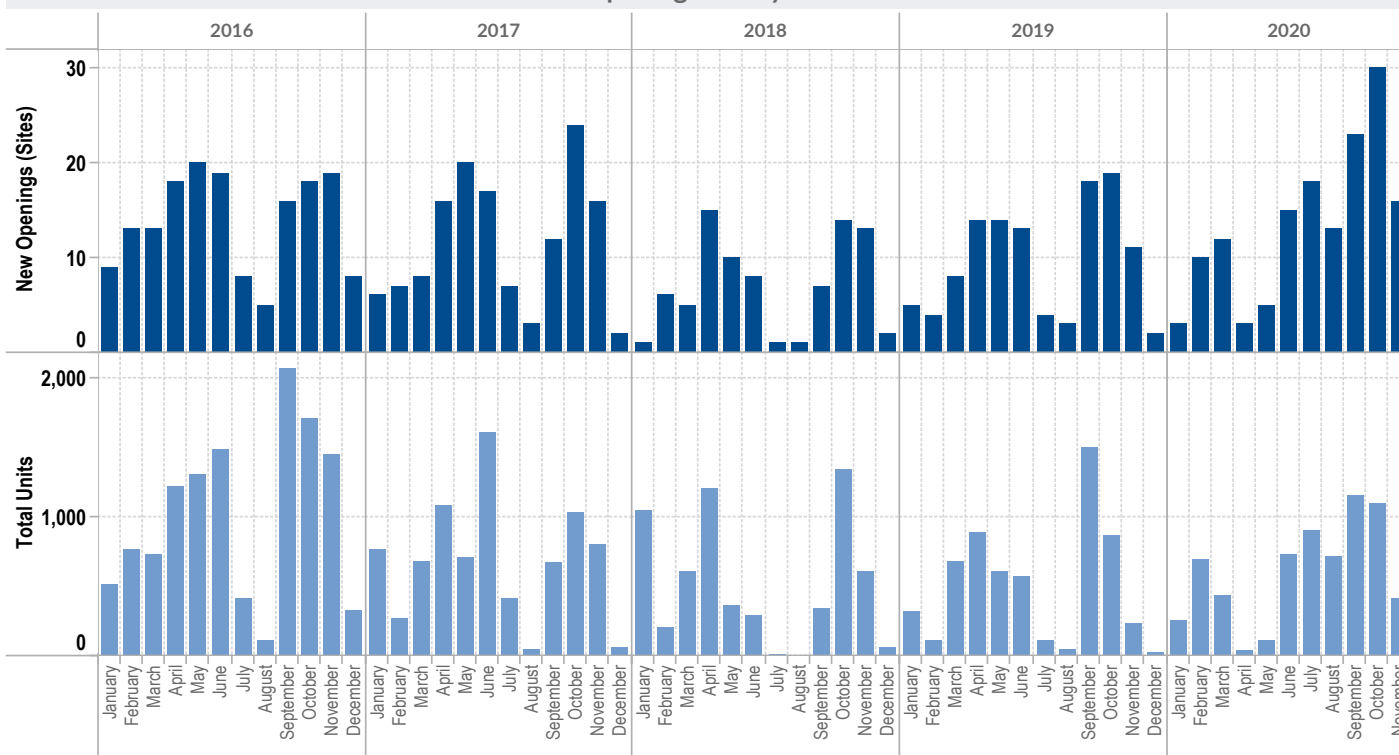
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Greenhill Townhome Collection - Stafford Homes	Freehold Common Element	Oshawa	11/1/2020	4	4	0	
Queen's Common - Mattamy Homes	Freehold Common Element	Whitby	11/1/2020	1	1	0	
Homeward Hills - Sorbara	Freehold	Oshawa	11/4/2020	79	63	16	\$396
Merivale - Woodland Homes	Freehold	Oshawa	11/7/2020	18	2	16	\$458
Soleil - Mattamy Homes	Freehold	Milton	11/11/2020	13	13	0	
Trafalgar Square - Worthington Homes	Freehold	Halton Hills	11/11/2020	69	48	21	\$450
Caledon Club - Fernbrook Homes	Freehold	Caledon	11/14/2020	12	7	5	
Caledon Club - Zancor Homes	Freehold	Caledon	11/14/2020	12	8	4	
Ivylea - Marlin Spring	Freehold Common Element	Richmond Hill	11/14/2020	16	0	16	\$628
Angus Glen South Village - Kylemore Communities	Freehold	Markham	11/20/2020	77	32	45	\$734
Village at Highland Creek - Your Home Developments *	Freehold Common Element	Scarborough	11/21/2020	18	0	18	\$459
Trilogy - Ballymore Homes	Freehold	Georgina	11/24/2020	30	21	9	\$373
Trilogy - Briarwood Homes	Freehold	Georgina	11/24/2020	30	20	10	\$373
Park Vista at Whitby Meadows - Paradise Developments	Freehold	Whitby	11/25/2020	12	6	6	\$371
Queensville - Lakeview Homes	Freehold	East Gwillimbury	11/25/2020	4	0	4	\$407
Countryside Fields - Digreen Homes	Freehold	Brampton	11/27/2020	20	20	0	
Grand Total				415	245	170	\$565

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	132		1,631	10.3%		10.3%	
Treasure Hill	10	11	18	8	5	37	23	205	166	77	44		604	3.8%		14.1%	
Remington Homes	19	89	39	0	16	65	47	91	41	42	45		494	3.1%		17.2%	
Minto Developments and Metropia		329	0	0	0	71	0	0	0	77	16		493	3.1%		20.3%	
Primont Homes	1	17	12	7	3	135	104	30	35	57	63		464	2.9%		23.2%	
Aspen Ridge Homes	25	72	39	4	6	55	59	43	36	47	73		459	2.9%		26.1%	
Tribute Communities	17	67	49	12	9	24	47	87	58	60	28		458	2.9%		28.9%	
Paradise Developments	2	0	51	0	74	65	50	43	97	33	22		437	2.7%		31.7%	
Great Gulf	22	21	7	0	16	33	46	88	54	63	49		399	2.5%		34.2%	
Fieldgate Homes	30	54	12	7	17	29	30	67	33	55	29		363	2.3%		36.5%	
Regal Crest Homes	38	81	30	2	8	13	21	21	13	86	28		341	2.1%		38.6%	
Stateview Homes	19	15	6	75	3	4	5	5	96	0	90		318	2.0%		40.6%	
CountryWide Homes	29	26	25	4	12	32	25	24	39	40	44		300	1.9%		42.5%	
Lindvest	12	29	36	1	5	20	38	44	39	47	14		285	1.8%		44.3%	
Townwood Homes	9	110	19	0	1	1	8	28	87	12	6		281	1.8%		46.1%	
Poetry Living	5	20	34	3	2	1	72	2	129	4	2		274	1.7%		47.8%	
Andrin Homes	0	9	2	0	0	11	12	14	97	21	94		260	1.6%		49.4%	
Sundial Homes	6	112	51	1	0	3	6	13	24	17	10		243	1.5%		50.9%	
Arista Homes	10	17	6	3	2	2	4	15	57	48	73		237	1.5%		52.4%	
Rosehaven Homes	21	75	12	1	12	6	4	1	82	20			234	1.5%		53.9%	
Starlane Home Corporation	27	54	3	3	12	15	30	7	7	70	3		231	1.5%		55.4%	
Deco Homes	14	17	7	7	5	9	6	4	94	23	35		221	1.4%		56.8%	
	996	2,306	971	308	479	1,184	1,676	1,858	2,307	1,907	1,914		15,906				

Top Builders - Last 12 Months

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

	2019	2020												Total	Market Share			Cum. Mkt. Share		
Builder	December	January	February	March	April	May	June	July	August	September	October	November		%		%		%		
Mattamy Homes	19	152	406	66	53	78	139	200	209	117	79	132	1,650		10.1%		10.1%			
Treasure Hill	11	10	11	18	8	5	37	23	205	166	77	44	615		3.8%		13.8%			
Remington Homes	9	19	89	39	0	16	65	47	91	41	42	45	503		3.1%		16.9%			
Minto Developments and Metropia			329	0	0	0	71	0	0	0	77	16	493		3.0%		19.9%			
Aspen Ridge Homes	11	25	72	39	4	6	55	59	43	36	47	73	470		2.9%		22.8%			
Primont Homes	1	1	17	12	7	3	135	104	30	35	57	63	465		2.8%		25.6%			
Tribute Communities	4	17	67	49	12	9	24	47	87	58	60	28	462		2.8%		28.4%			
Paradise Developments	3	2	0	51	0	74	65	50	43	97	33	22	440		2.7%		31.1%			
Great Gulf	9	22	21	7	0	16	33	46	88	54	63	49	408		2.5%		33.6%			
Fieldgate Homes	39	30	54	12	7	17	29	30	67	33	55	29	402		2.5%		36.1%			
Regal Crest Homes	6	38	81	30	2	8	13	21	21	13	86	28	347		2.1%		38.2%			
Stateview Homes	0	19	15	6	75	3	4	5	5	96	0	90	318		1.9%		40.1%			
CountryWide Homes	9	29	26	25	4	12	32	25	24	39	40	44	309		1.9%		42.0%			
Lindvest	15	12	29	36	1	5	20	38	44	39	47	14	300		1.8%		43.8%			
Townwood Homes	1	9	110	19	0	1	1	8	28	87	12	6	282		1.7%		45.6%			
Poetry Living	4	5	20	34	3	2	1	72	2	129	4	2	278		1.7%		47.3%			
Andrin Homes	0	0	9	2	0	0	11	12	14	97	21	94	260		1.6%		48.8%			
Arista Homes	9	10	17	6	3	2	2	4	15	57	48	73	246		1.5%		50.3%			
Sundial Homes	0	6	112	51	1	0	3	6	13	24	17	10	243		1.5%		51.8%			
Rosehaven Homes	8	21	75	12	1	12	6	4	1	82	20		242		1.5%		53.3%			
Starlane Home Corporation	7	27	54	3	3	12	15	30	7	7	70	3	238		1.5%		54.8%			
Marlin Spring	12	9	10	5	0	0	2	93	68	21	9	2	231		1.4%		56.2%			
	476	996	2,306	971	308	479	1,184	1,676	1,858	2,307	1,907	1,914	16,382							

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 November
Greenhill Townhome Collection - Stafford Homes	Oshawa	Detached	30'	4
		Townhouse	18'	64
			20'	30
		Total		98
On the Mark - Stateview Homes	Markham	Townhouse	20'	90
		Total		90
Boatworks - Andrin Homes	Whitby	Townhouse	18'	36
			20'	12
			22'	18
			26'	8
			Total	74
Waterside Villas - Fieldgate Homes and Greybrook Realty Partners	Whitby	Townhouse	19'	54
			24'	20
			Total	74
Soleil - Mattamy Homes	Milton	Detached	30'	10
			34'	3
			36'	11
			43'	10
			66'	3
		Townhouse	21'	9
			23'	19
			Total	65
Homeward Hills - Sorbara	Oshawa	Detached	32'	8
			36'	6
		Townhouse	20'	49
			Total	63
Smart Towns - Arista Homes	Markham	Townhouse	15'	23
			18'	23
			20'	14
		Total		60
Trafalgar Square - Worthington Homes	Halton Hills	Townhouse	20'	48
		Total		48
Simcoe Landing - Aspen Ridge Homes	Georgina	Detached	36'	2
			40'	11
			45'	21
		Total		34
Angus Glen South Village - Kylemore Communities	Markham	Detached	31'	7
			40'	8
			50'	5
			60'	0
			70'	3
			20'	9
		Townhouse	20'	9
		Total		32

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	November 2020					November 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	5		0	11	16	8		1	2	11
	Brock	5			0	5	0				0
	Clarington	47	0	0	60	107	10	0	0	9	19
	Oshawa	38			154	192	3		0	59	62
	Pickering	2		0	9	11	37		4	20	61
	Scugog	16	1		3	20	1	1			2
	Uxbridge	0		8	6	14	1			2	3
	Whitby	108	4	14	246	372	25	0	6	28	59
	Total	221	5	22	489	737	85	1	11	120	217
Halton	Burlington				13	13				1	1
	Halton Hills	16			48	64	6				6
	Milton	40		7	39	86	8		4	15	27
	Oakville	105			7	112	51			32	83
	Total	161		7	107	275	65		4	48	117
Peel	Brampton	86	0	8	56	150	58	3	53	121	235
	Caledon	22			17	39	8			2	10
	Mississauga	1		0	1	2	1		2	2	5
	Total	109	0	8	74	191	67	3	55	125	250
Toronto	East York										
	Etobicoke				0	0	0			0	0
	North York	1			28	29	9			23	32
	Old Toronto			0	3	3				0	0
	Scarborough	0		0	0	0	2				2
	York										
	Total	1		0	31	32	11			23	34
York	Aurora	34			0	34	21			4	25
	East Gwillimbury	62		10	12	84	33		0	4	37
	Georgina	78				78	5		0	1	6
	King	17			4	21	0			18	18
	Markham	58	4	7	197	266	4	3		24	31
	Newmarket	14	0	10	8	32	8	0	0	2	10
	Richmond Hill	31	0	3	76	110	39	0	12	39	90
	Vaughan	22	0	0	24	46	164	2	2	46	214
	Whitchurch-Stouffville	3			5	8	49			38	87
	Total	319	4	30	326	679	323	5	14	176	518
Grand Total		811	9	67	1,027	1,914	551	9	84	492	1,136

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	84		31	77	192	33		1	25	59
	Brock	75			49	124	6			0	6
	Clarington	488	18	9	299	814	115	0	0	90	205
	Oshawa	300		24	685	1,009	105			131	236
	Pickering	240		13	243	496	15		1	17	33
	Scugog	97	22		43	162	35	3		8	46
	Uxbridge	9		28	39	76	21		18	7	46
	Whitby	859	37	127	710	1,733	128	1	25	105	259
	Total	2,152	77	232	2,145	4,606	458	4	45	383	890
Halton	Burlington	6		66	98	170				33	33
	Halton Hills	234		62	60	356	5			21	26
	Milton	518		75	440	1,033	31		16	28	75
	Oakville	771			184	955	160			30	190
	Total	1,529		203	782	2,514	196		16	112	324
Peel	Brampton	1,059	2	214	842	2,117	116	2	6	76	200
	Caledon	494		4	144	642	65			14	79
	Mississauga	15		14	39	68	28		3	41	72
	Total	1,568	2	232	1,025	2,827	209	2	9	131	351
Toronto	East York										
	Etobicoke	2			43	45				13	13
	North York	27			163	190	28			109	137
	Old Toronto			7	10	17			20	14	34
	Scarborough	12		0	0	12	9		10	8	27
	York										
	Total	41		7	216	264	37		30	144	211
York	Aurora	207			16	223	79			6	85
	East Gwillimbury	530		92	182	804	111		11	17	139
	Georgina	372		11	33	416	34				34
	King	25			10	35	28			5	33
	Markham	373	15	134	1,513	2,035	80	7	8	85	180
	Newmarket	72	8	20	277	377	20	14	14	18	66
	Richmond Hill	227	3	101	500	831	175	5	18	359	557
	Vaughan	561	8	4	423	996	159	9	10	87	265
	Whitchurch-Stouffville	247			207	454	52			17	69
	Total	2,614	34	362	3,161	6,171	738	35	61	594	1,428
Grand Total		7,904	113	1,036	7,329	16,382	1,638	41	161	1,364	3,204

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