



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of December 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Dec-20		Dec-19		Change
High Rise	857		1,963		-56.3%
Low Rise	1,009		476		112.0%
Total	1,866		2,439		-23.5%
Year to Date Sales	Jan.-Nov. 2020		Jan.-Nov. 2019		Y/Y Change
High Rise	20,696		26,636		-22.3%
Low Rise	16,973		9,381		80.9%
Total	37,669		36,017		4.6%
Year to Date Supply	Jan.-Dec. 2020		Jan.-Dec. 2019		Y/Y Change
High Rise	19,994		27,386		-27.0%
Low Rise	14,450		9,091		58.9%
Total	34,444		36,477		-5.6%
Year to Date Completions	Jan.-Dec. 2020		Jan.-Dec. 2019		Y/Y Change
High Rise	21,681		20,238		7.1%
Remaining Inventory	Dec-20	Nov-20	Dec-19	M/M Change	Y/Y Change
High Rise	10,653	11,461	12,183	-7.0%	-12.6%
Low Rise	2,518	3,156	5,041	-20.2%	-50.0%
Total	13,171	14,617	17,224	-9.9%	-23.5%
Benchmark Price	Dec-20	Nov-20	Dec-19	M/M Change	Y/Y Change
High Rise	\$1,025,645	\$1,003,801	\$916,585	2.2%	11.9%
Low Rise	\$1,321,186	\$1,267,248	\$1,088,317	4.3%	21.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	355	309	131	
High Rise Units	254	92,467	81,175	33,488	
% Sold*	18%	83%	91%	77%	
Low Rise Projects	6	266			
Low Rise Units	174	25,616			
% Sold*	36%	90%			

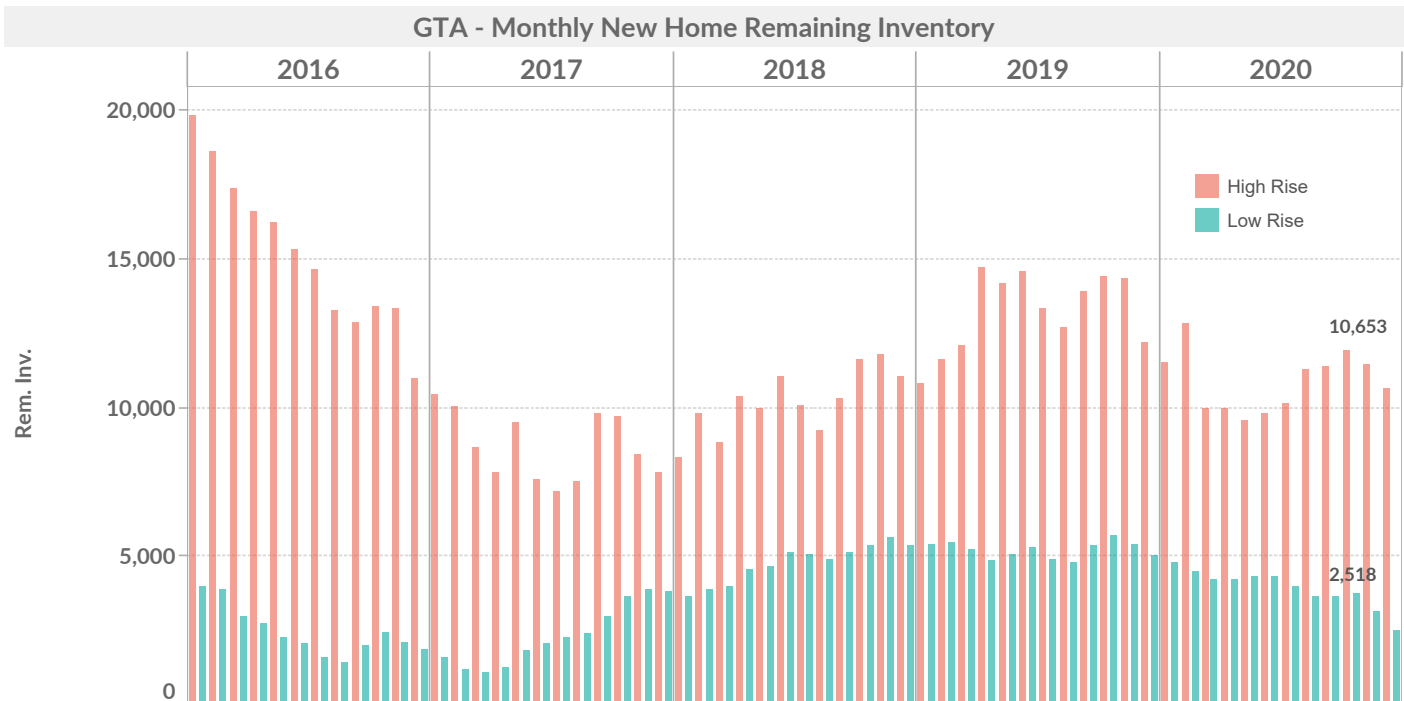
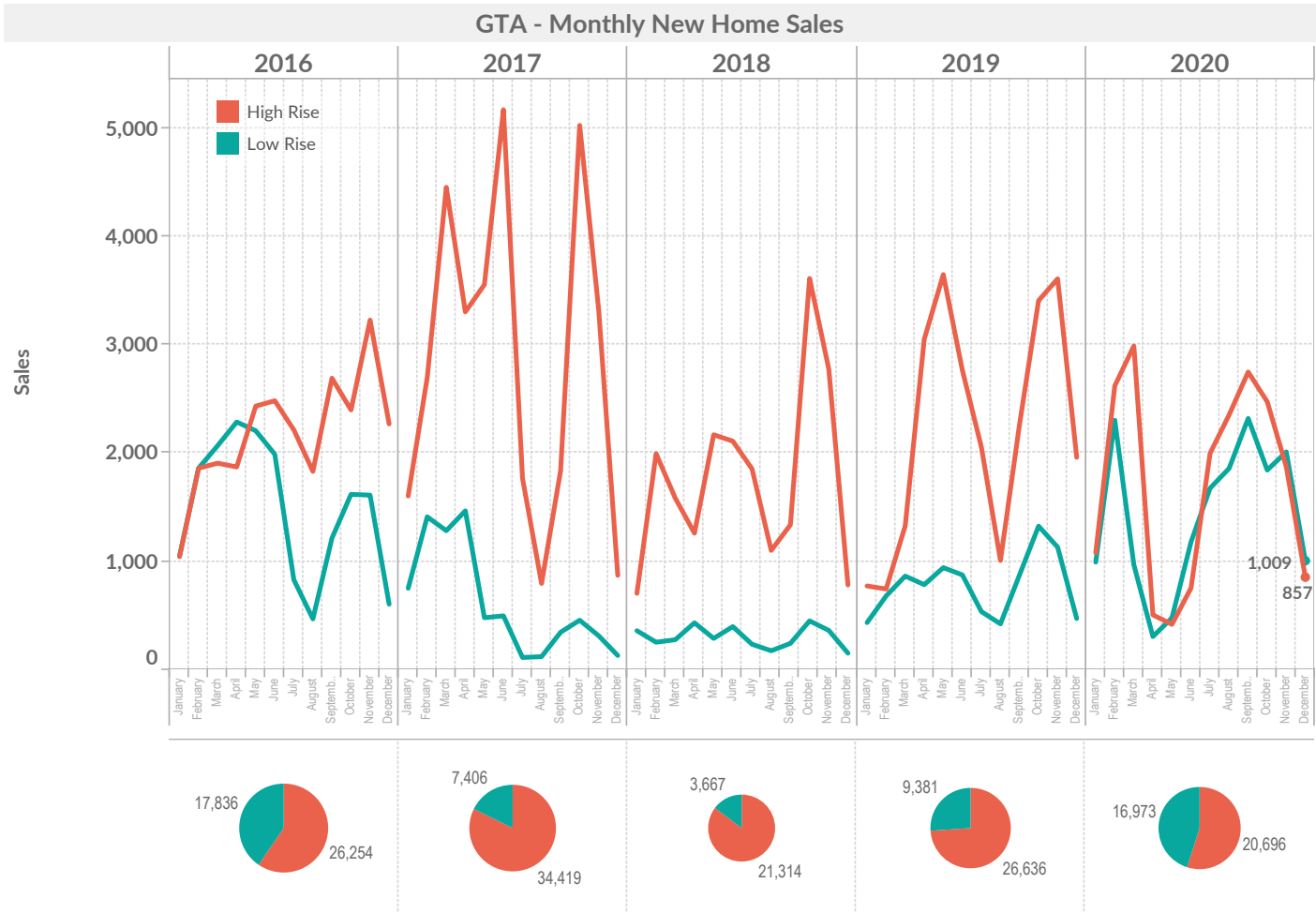
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

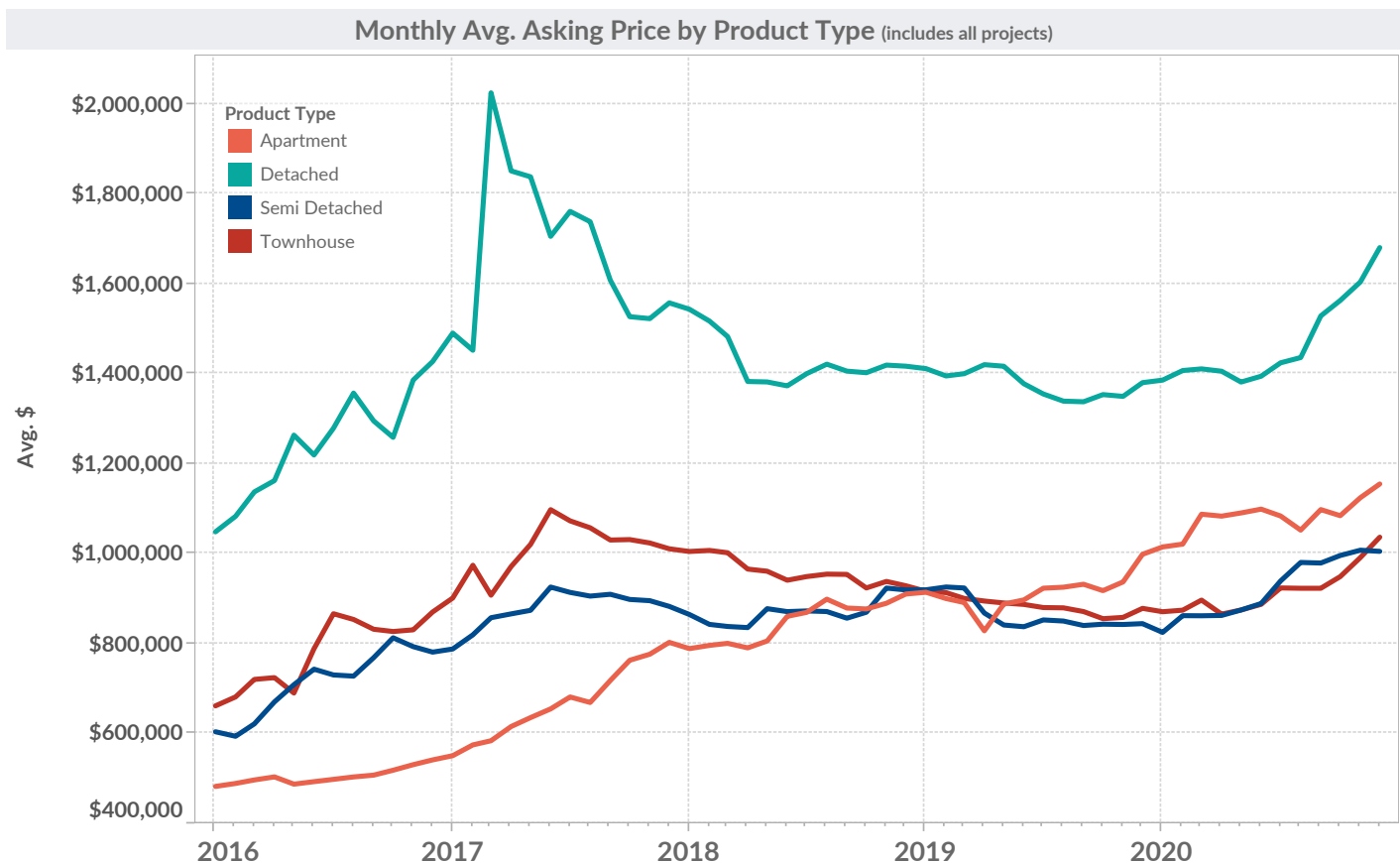
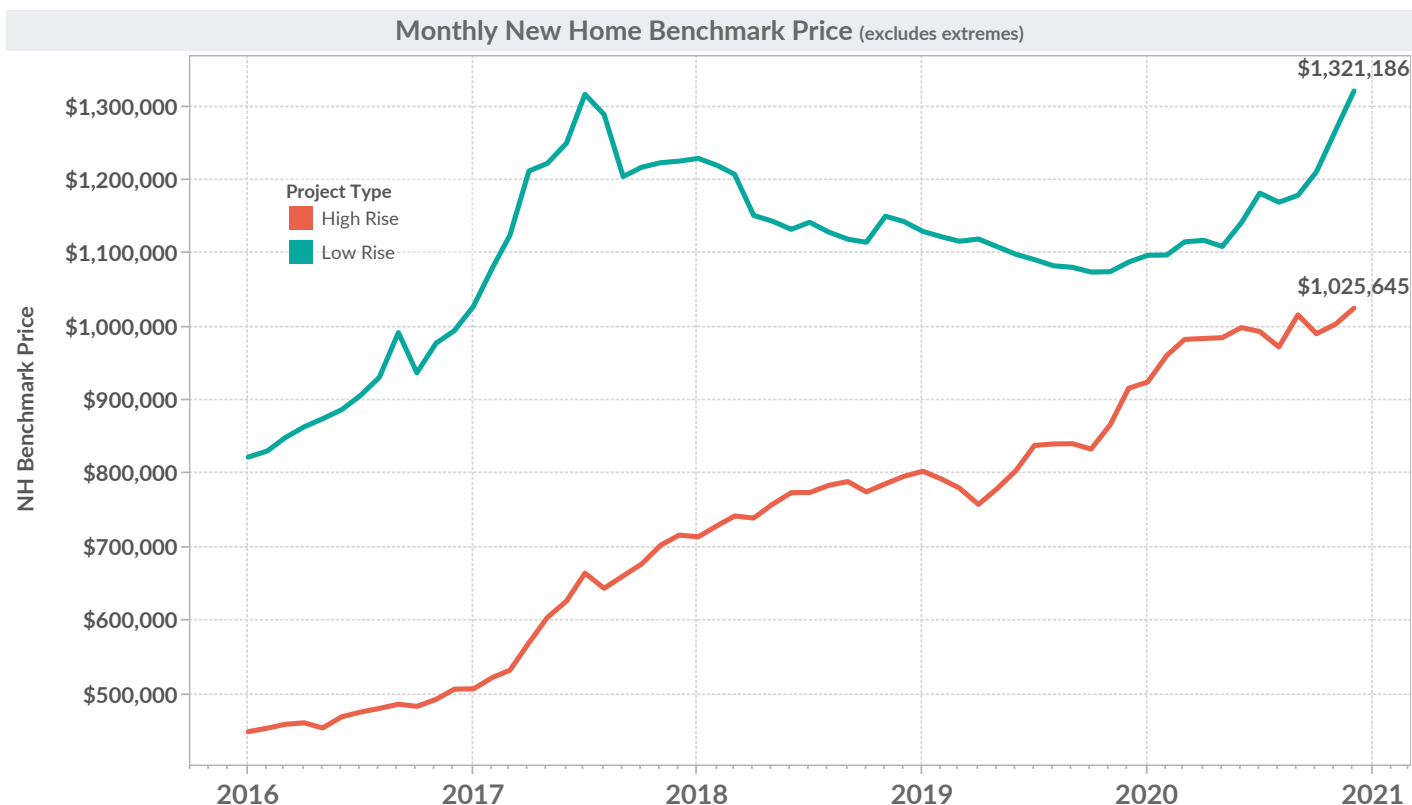
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

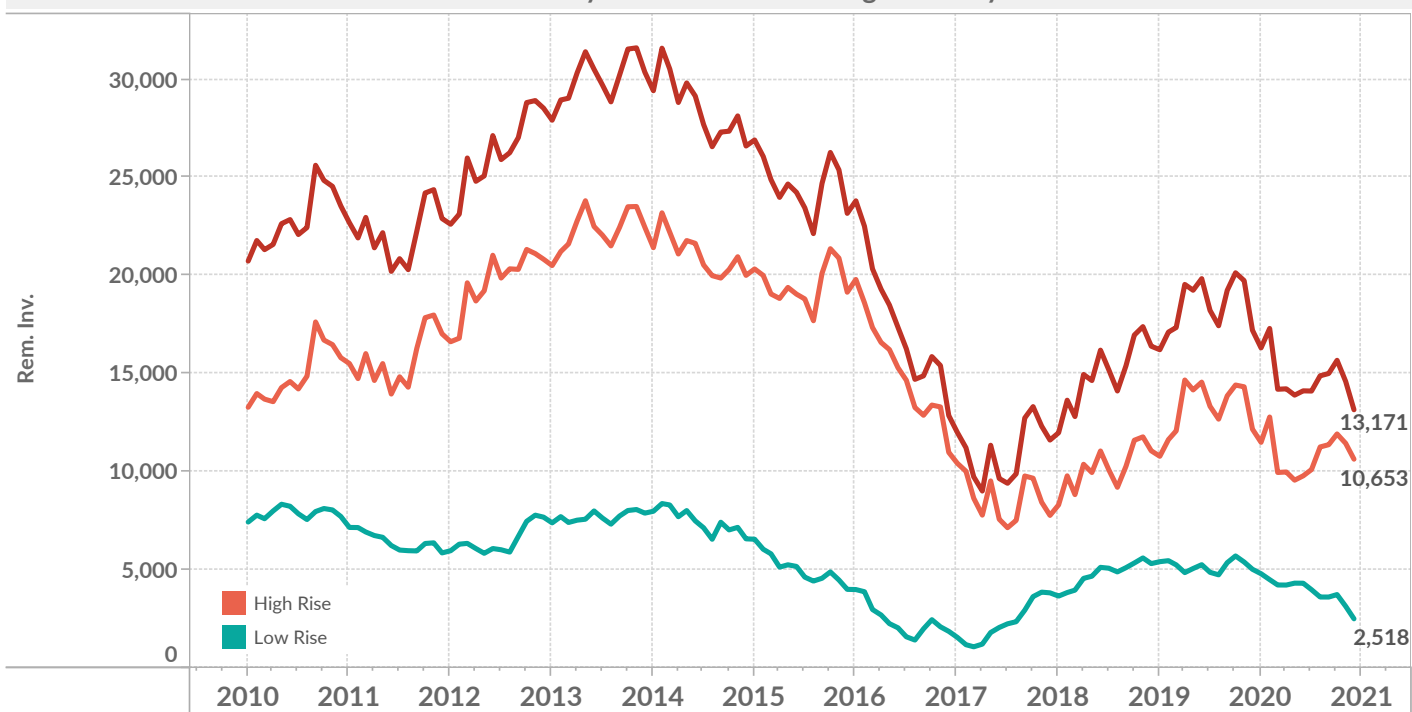


Pricing

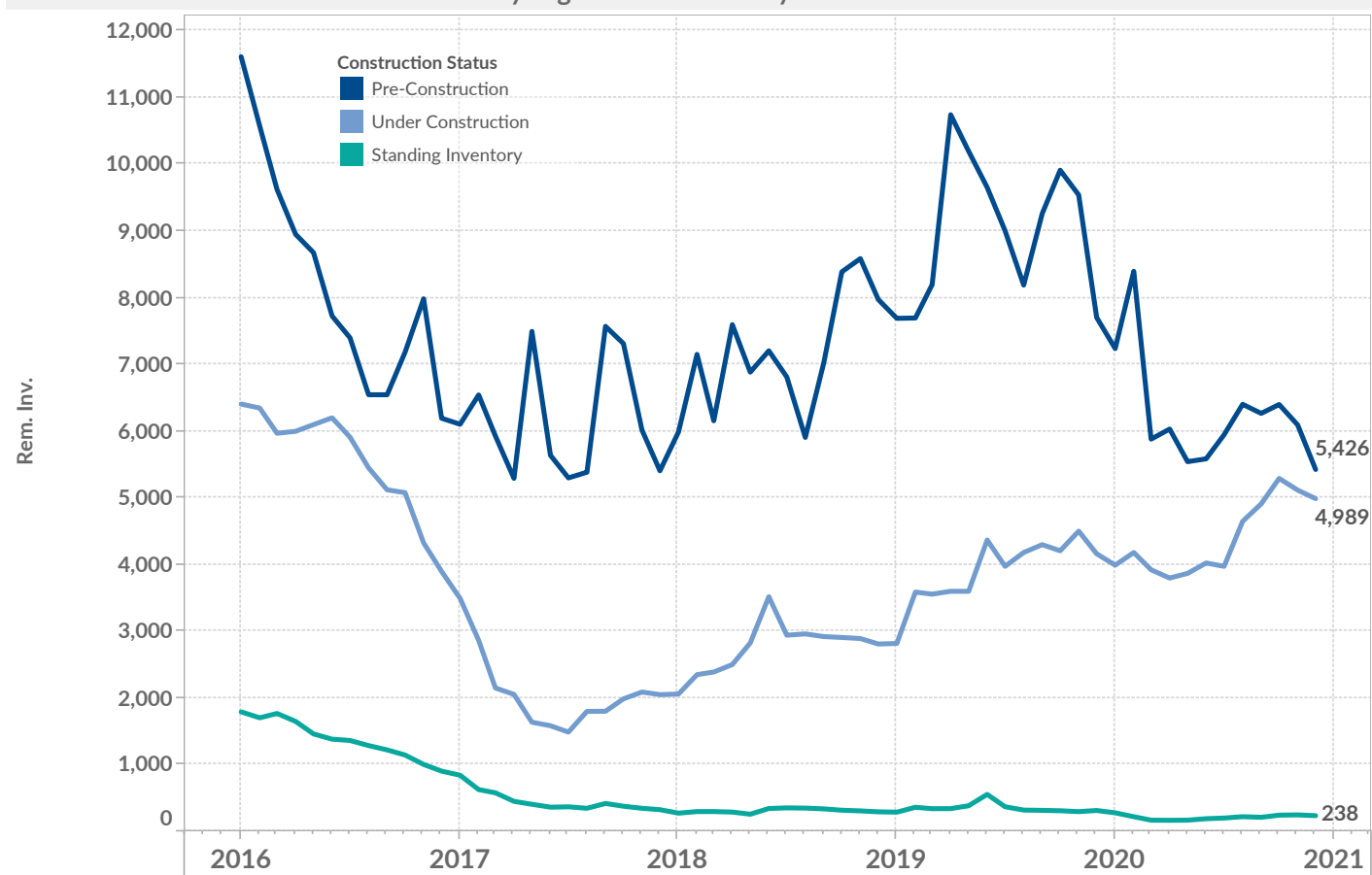


Remaining Inventory

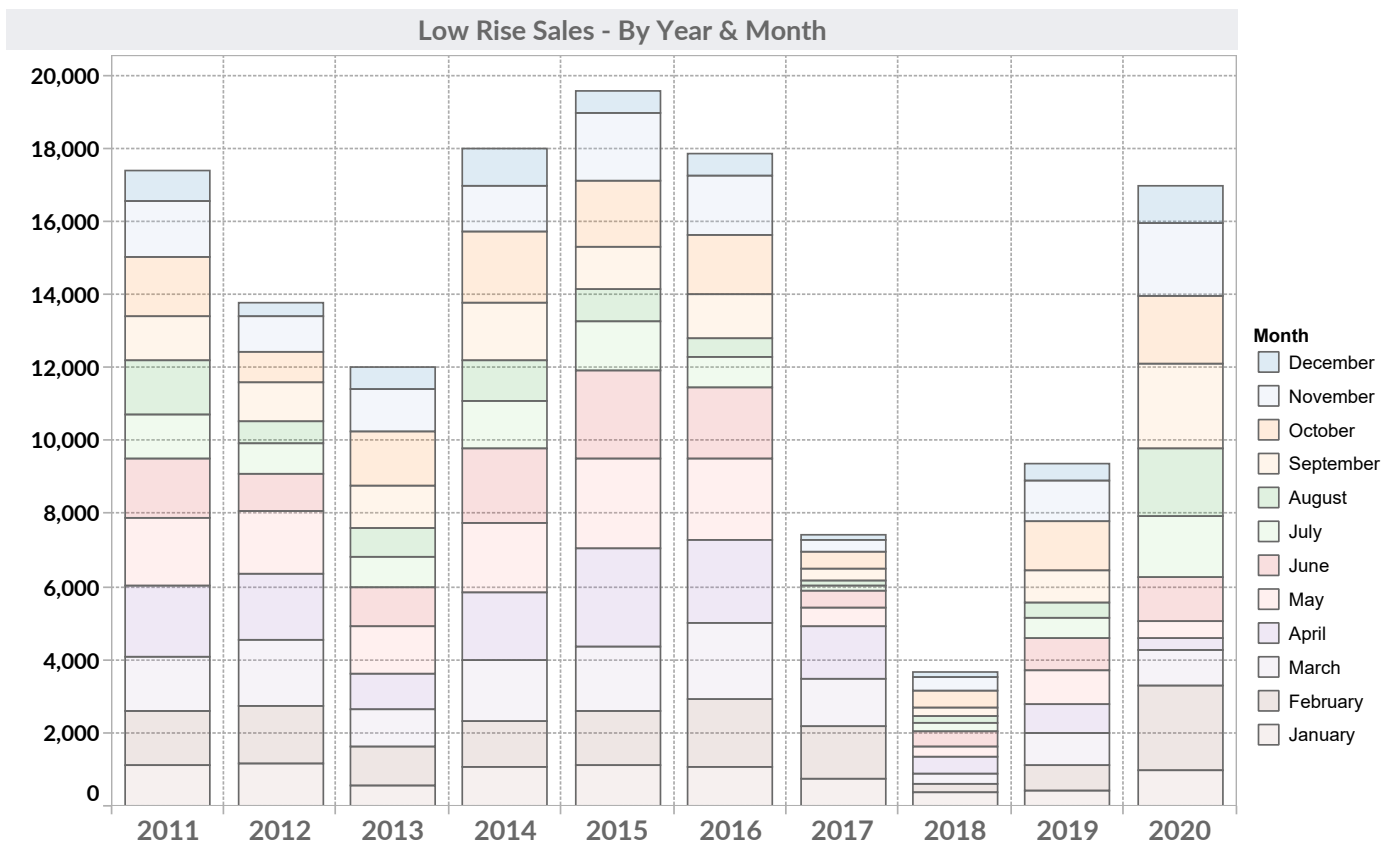
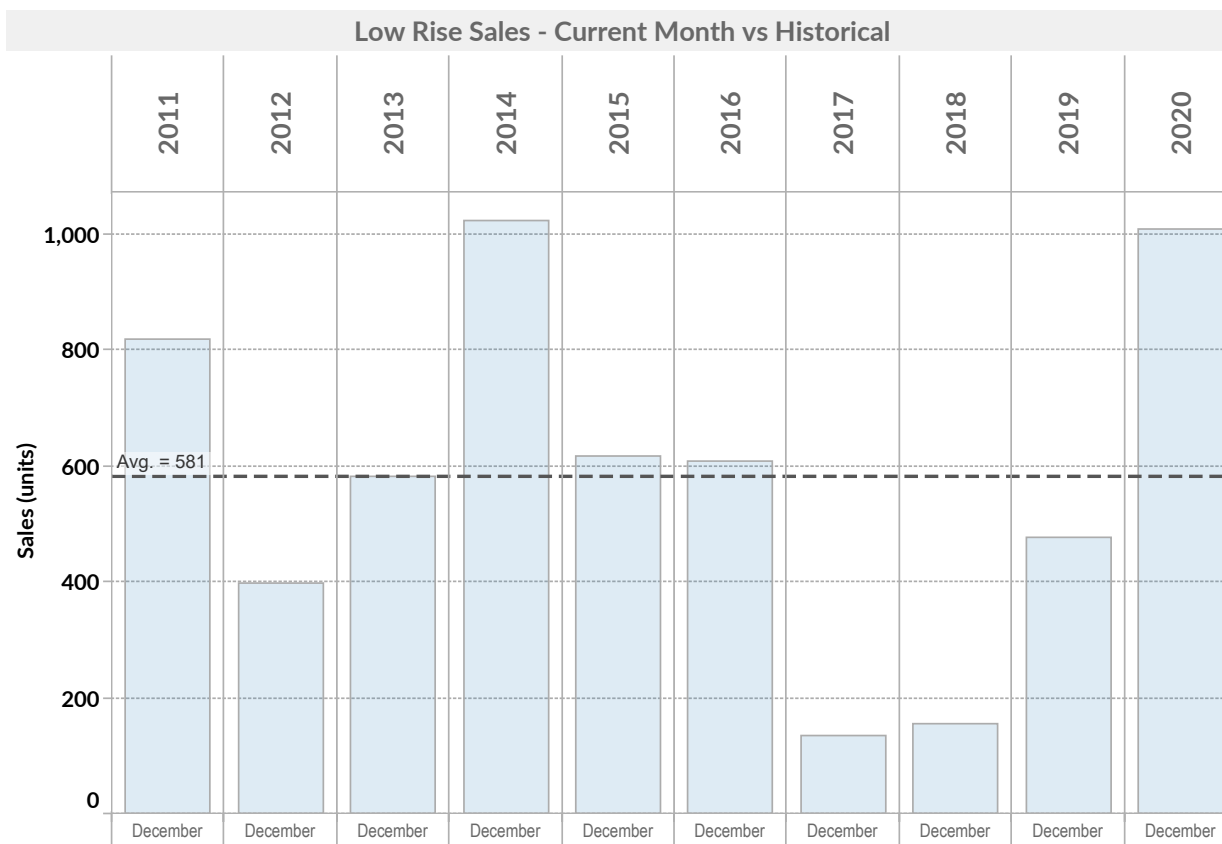
GTA - Monthly New Home Remaining Inventory



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

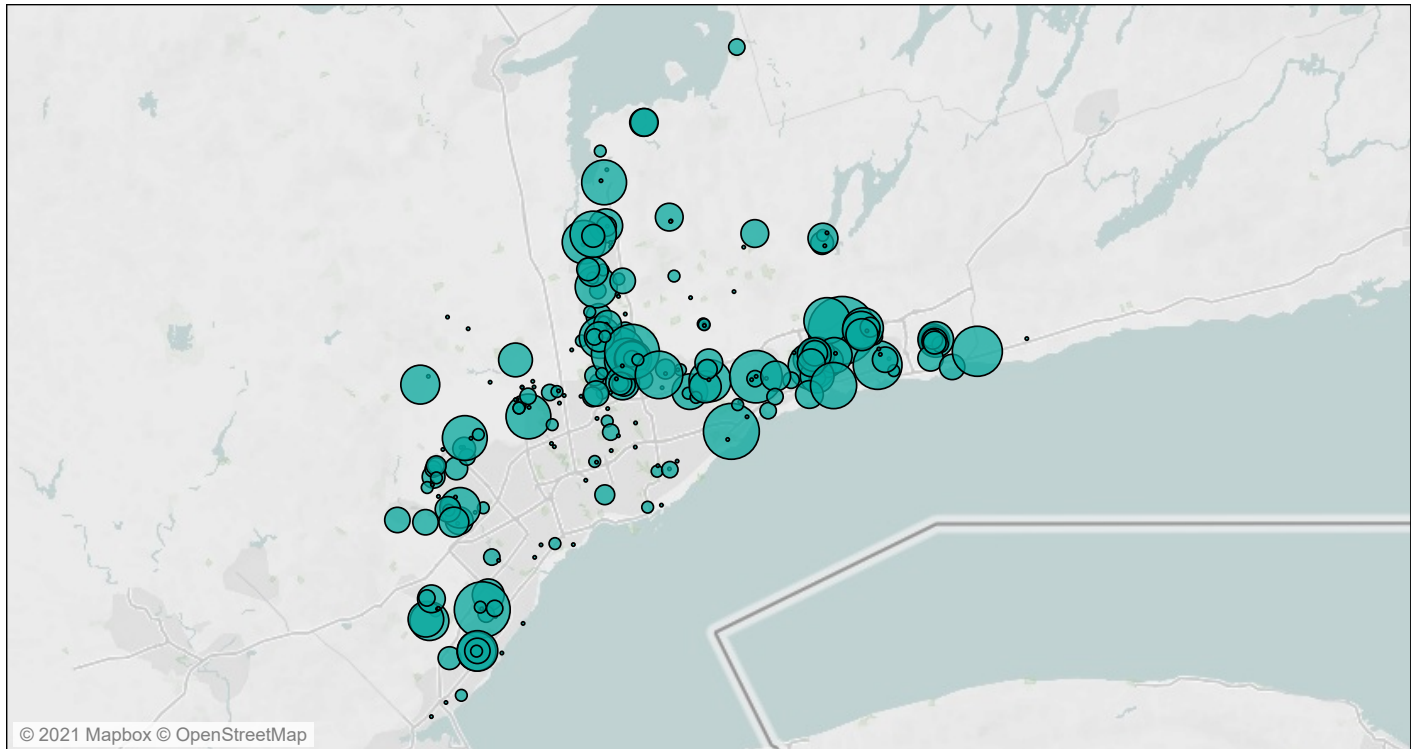


Historical Sales Comparison

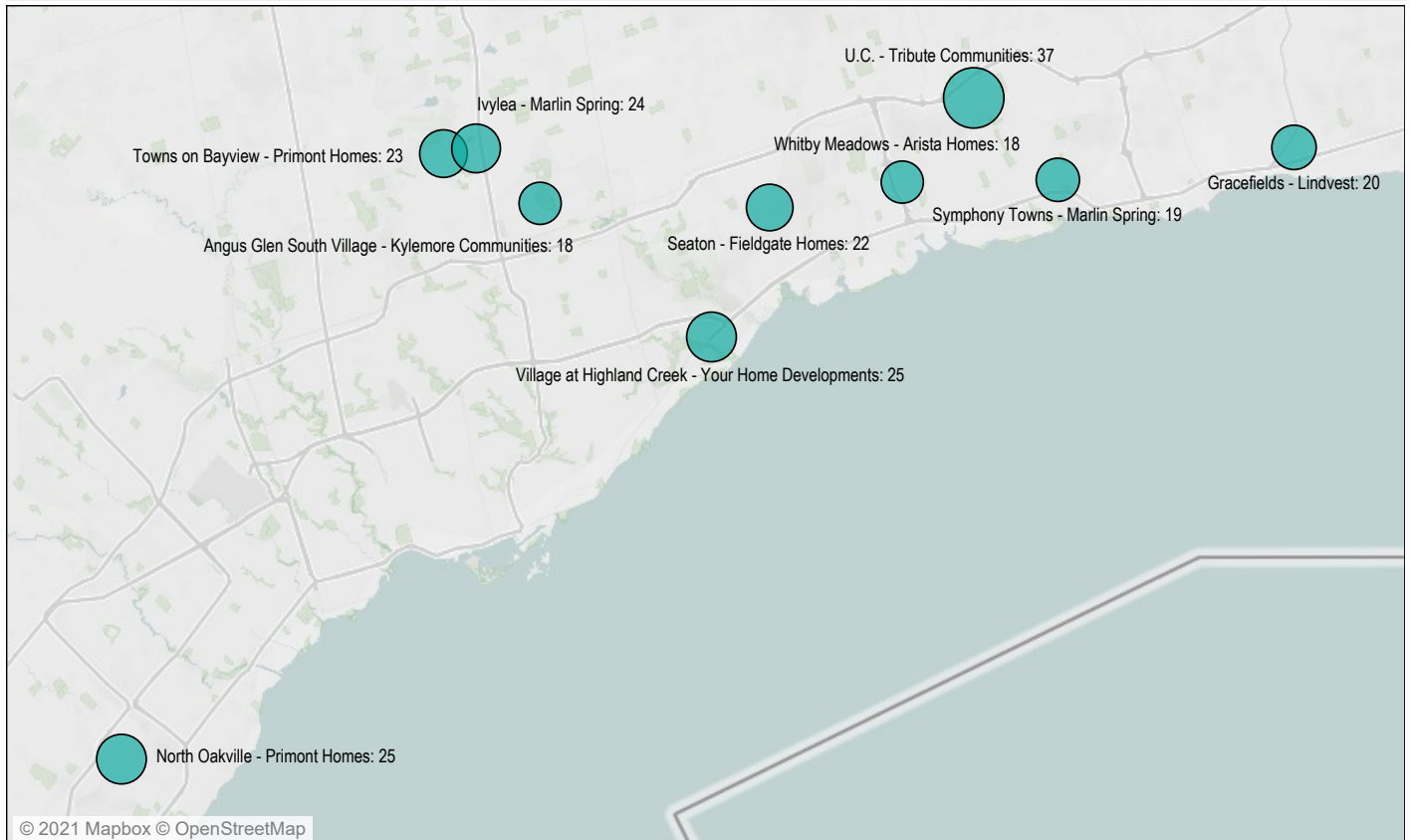


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



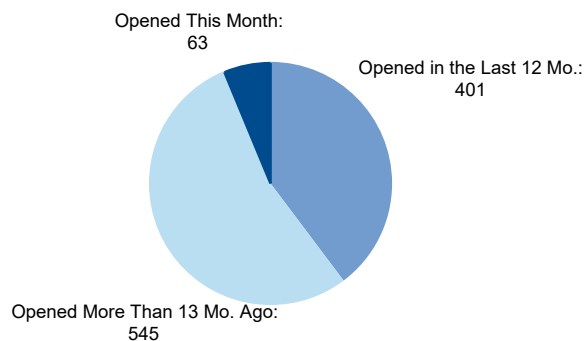
GTA - Top Sites by Current Month Sales



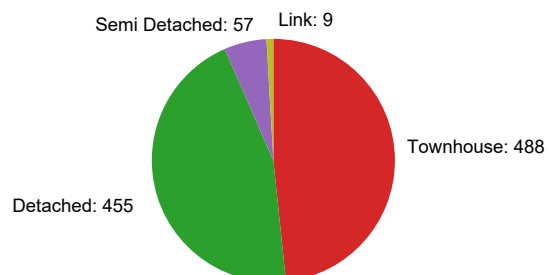
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

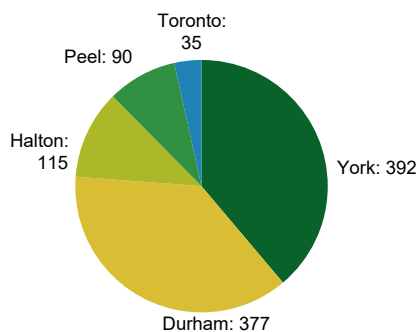
Sales by Opening Date



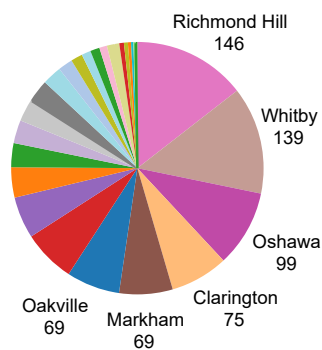
Sales by Product Type



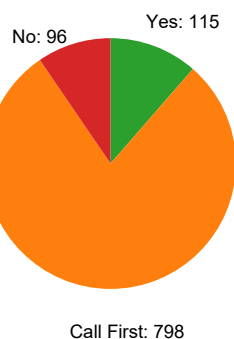
Sales by Region



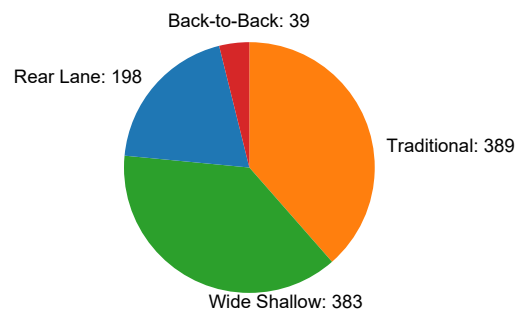
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



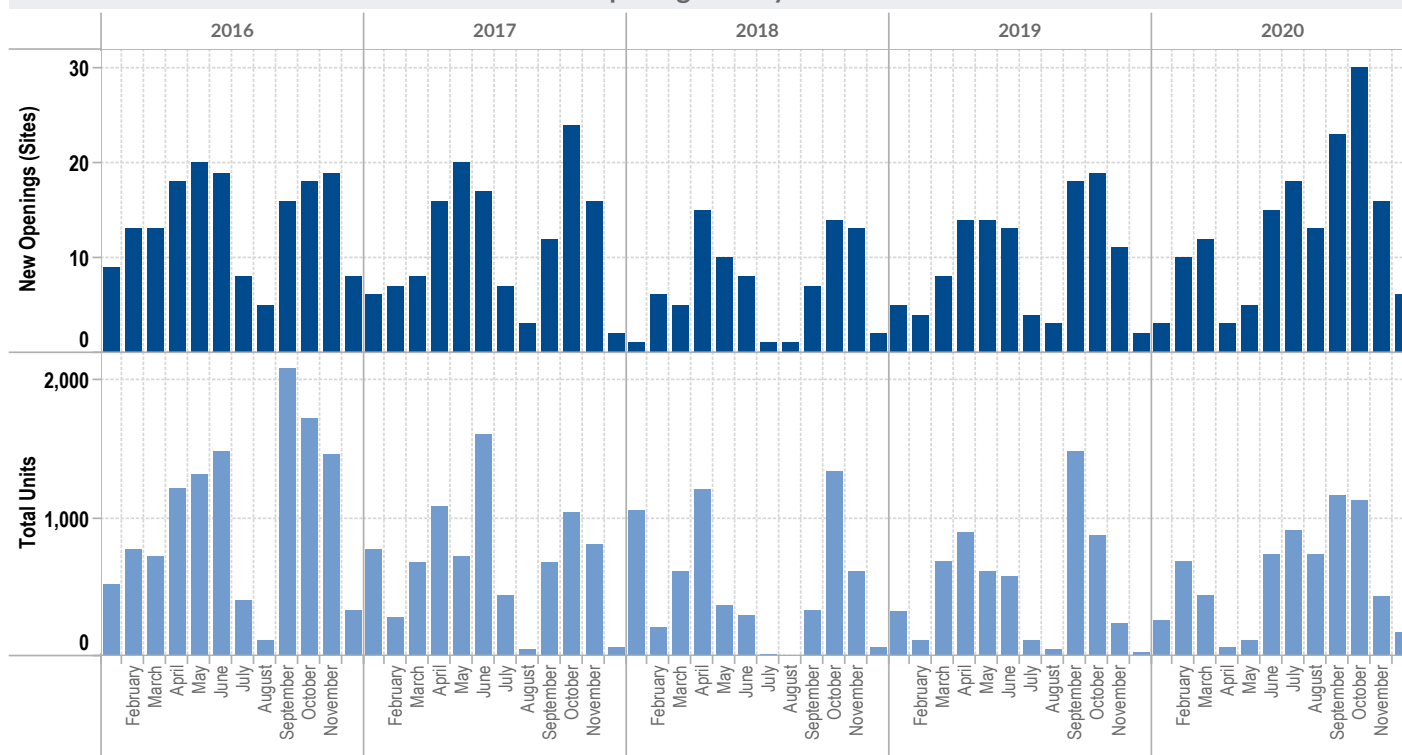
New Openings

December 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	Condominium	Whitby	12/1/2020	28	9	19	\$312
Seaton - Fieldgate Homes	Freehold	Pickering	12/3/2020	46	22	24	\$509
Anchor Woods - Regal Crest Homes	Freehold	East Gwillimbury	12/5/2020	21	9	12	\$353
Seaton Greens - Lebovic Homes	Freehold	Pickering	12/5/2020	55	0	55	\$533
Village at Highland Creek - Your Home Developments	Freehold Common Element	Scarborough	12/8/2020	8	7	1	\$412
Countryside Village - Grand Brook Homes	Freehold	Brampton	12/10/2020	16	16	0	
Grand Total				174	63	111	\$449

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	28	1,659	9.8%		9.8%	
Treasure Hill	10	11	18	8	5	37	23	205	166	77	46	16	622	3.7%		13.4%	
Primont Homes	1	17	12	7	3	135	104	30	35	54	66	60	524	3.1%		16.5%	
Remington Homes	19	89	39	0	16	65	47	91	41	42	45	18	512	3.0%		19.5%	
Aspen Ridge Homes	25	72	39	4	9	52	59	43	36	47	90	34	510	3.0%		22.5%	
Tribute Communities	17	67	49	12	9	24	47	87	58	60	28	45	503	3.0%		25.5%	
Minto Developments and Metropia		329	0	0	0	71	0	0	0	77	16	3	496	2.9%		28.4%	
Paradise Developments	2	0	51	0	74	65	50	43	98	33	22	13	451	2.7%		31.1%	
Great Gulf	22	21	7	0	16	33	46	88	54	63	51	24	425	2.5%		33.6%	
Fieldgate Homes	30	54	12	7	17	29	30	67	33	55	32	44	410	2.4%		36.0%	
Regal Crest Homes	38	81	30	2	8	13	21	21	13	86	30	29	372	2.2%		38.2%	
CountryWide Homes	29	26	25	4	12	33	25	24	39	40	51	36	344	2.0%		40.2%	
Stateview Homes	19	15	6	75	3	4	5	5	96	0	92	5	325	1.9%		42.1%	
Lindvest	12	29	36	1	5	20	38	44	41	52	22	21	321	1.9%		44.0%	
Andrin Homes	0	9	2	0	0	11	12	14	97	21	94	42	302	1.8%		45.8%	
Townwood Homes	9	110	19	0	1	1	8	28	87	12	6		281	1.7%		47.5%	
Poetry Living	5	20	34	3	2	1	72	2	129	4	2	1	275	1.6%		49.1%	
Arista Homes	10	17	6	3	2	2	4	15	57	48	70	34	268	1.6%		50.7%	
Marlin Spring	9	10	5	0	0	2	94	68	21	6	5	43	263	1.5%		52.2%	
Sundial Homes	6	112	51	1	0	3	6	13	24	17	10	4	247	1.5%		53.7%	
Rosehaven Homes	21	75	12	1	12	6	4	1	82	20			234	1.4%		55.1%	
Starlane Home Corporation	27	54	3	3	12	15	30	7	7	70	5	0	233	1.4%		56.4%	
	996	2,305	971	309	482	1,182	1,678	1,861	2,322	1,845	2,013	1,009	16,973				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 December
U.C. - Tribute Communities	Oshawa	Detached	30'	7
			36'	9
			40'	6
		Townhouse	16'	15
			18'	0
		Total		37
North Oakville - Primont Homes	Oakville	Detached	36'	4
			38'	11
			41'	6
			43'	1
			45'	3
		Total		25
Village at Highland Creek - Your Home Developments	Scarborough	Semi Detached	15'	10
		Townhouse	15'	8
			19'	7
		Total		25
Ivylea - Marlin Spring	Richmond Hill	Townhouse	20'	24
		Total		24
Towns on Bayview - Primont Homes	Richmond Hill	Townhouse	21'	23
		Total		23
Seaton - Fieldgate Homes	Pickering	Detached	30'	2
			36'	8
		Semi Detached	25'	2
		Townhouse	25'	10
		Total		22
Gracefields - Lindvest	Clarington	Detached	40'	2
			42'	3
			50'	15
		Total		20
Symphony Towns - Marlin Spring	Oshawa	Townhouse	14'	16
			18'	3
		Total		19
Angus Glen South Village - Kylemore Communities	Markham	Detached	31'	0
			40'	13
			50'	5
			60'	0
			70'	0
		Townhouse	20'	0
		Total		18
Whitby Meadows - Arista Homes	Whitby	Detached	30'	3
			36'	2
		Semi Detached	25'	9
		Townhouse	21'	4
		Total		18

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	December 2020					December 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	6		1	8	15	3		4	3	10
	Brock	2			0	2	1				1
	Clarington	50	0	0	25	75	18	0	2	14	34
	Oshawa	42			57	99	2		0	21	23
	Pickering	11		2	16	29	7		0	13	20
	Scugog	6	1		5	12	1	1			2
	Uxbridge	0		5	1	6	0			0	0
	Whitby	47	1	14	77	139	12	0	5	9	26
	Total	164	2	22	189	377	44	1	11	60	116
Halton	Burlington				5	5				2	2
	Halton Hills	5			5	10	5				5
	Milton	12		10	9	31	4		4	8	16
	Oakville	53			16	69	24			2	26
	Total	70		10	35	115	33		4	12	49
Peel	Brampton	44	2	1	21	68	37	0	11	58	106
	Caledon	14			5	19	4			0	4
	Mississauga	1		1	1	3	1		0	4	5
	Total	59	2	2	27	90	42	0	11	62	115
Toronto	East York										
	Etobicoke				0	0	0			3	3
	North York	2			4	6	0			3	3
	Old Toronto			3	1	4				0	0
	Scarborough	0		10	15	25	2				2
	York										
	Total	2		13	20	35	2			6	8
York	Aurora	12			0	12	4			3	7
	East Gwillimbury	48		0	6	54	12		0	0	12
	Georgina	29				29	2		0	1	3
	King	7			3	10	0			1	1
	Markham	29	2	2	36	69	2	1		11	14
	Newmarket	11	1	5	13	30	2	0	0	0	2
	Richmond Hill	14	0	3	129	146	4	0	8	28	40
	Vaughan	8	2	0	29	39	45	0	0	24	69
	Whitchurch-Stouffville	2			1	3	22			18	40
	Total	160	5	10	217	392	93	1	8	86	188
Grand Total		455	9	57	488	1,009	214	2	34	226	476

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		28	83	196	29		0	16	45
	Brock	76			49	125	4			0	4
	Clarington	519	18	7	309	853	66	0	0	66	132
	Oshawa	340		24	724	1,088	66			77	143
	Pickering	245		15	246	506	66		23	16	105
	Scugog	102	22		45	169	30	2		6	38
	Uxbridge	9		33	39	81	21		13	7	41
	Whitby	895	38	133	777	1,843	83	0	14	63	160
	Total	2,271	78	240	2,272	4,861	365	2	50	251	668
Halton	Burlington	6		66	93	165				36	36
	Halton Hills	234		62	81	377	0			0	0
	Milton	526		81	441	1,048	31		6	19	56
	Oakville	802			198	1,000	133			14	147
	Total	1,568		209	813	2,590	164		6	69	239
Peel	Brampton	1,089	4	204	808	2,105	94	0	5	52	151
	Caledon	535		4	150	689	20			8	28
	Mississauga	15		15	36	66	27		2	40	69
	Total	1,639	4	223	994	2,860	141	0	7	100	248
Toronto	East York										
	Etobicoke	2			45	47				8	8
	North York	29			164	193	26			105	131
	Old Toronto			10	11	21			18	13	31
	Scarborough	10		10	15	35	9		6	1	16
	York										
	Total	41		20	235	296	35		24	127	186
York	Aurora	220			13	233	64			6	70
	East Gwillimbury	567		92	188	847	99		27	11	137
	Georgina	392		11	32	435	13				13
	King	32			12	44	21			2	23
	Markham	395	16	136	1,499	2,046	47	5	6	56	114
	Newmarket	81	9	25	290	405	10	13	9	5	37
	Richmond Hill	239	3	96	596	934	163	0	15	291	469
	Vaughan	539	12	4	448	1,003	132	5	10	103	250
	Whitchurch-Stouffville	229			190	419	48			16	64
	Total	2,694	40	364	3,268	6,366	597	23	67	490	1,177
Grand Total		8,213	122	1,056	7,582	16,973	1,302	25	154	1,037	2,518

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