



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of January 2021

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jan-21		Jan-20		Change
High Rise	665		1,082		-38.5%
Low Rise	1,506		997		51.1%
Total	2,171		2,079		4.4%
Year to Date Sales	Jan.-Jan. 2021		Jan.-Jan. 2020		Y/Y Change
High Rise	665		1,082		-38.5%
Low Rise	1,506		997		51.1%
Total	2,171		2,079		4.4%
Year to Date Supply	Jan.-Jan. 2021		Jan.-Jan. 2020		Y/Y Change
High Rise	99		291		-66.0%
Low Rise	1,161		770		50.8%
Total	1,260		1,061		18.8%
Year to Date Completions	Jan.-Jan. 2021		Jan.-Jan. 2020		Y/Y Change
High Rise	1,274		2,179		-41.5%
Remaining Inventory	Jan-21	Dec-20	Jan-20	M/M Change	Y/Y Change
High Rise	10,651	10,730	11,664	-0.7%	-8.7%
Low Rise	2,123	2,468	4,822	-14.0%	-56.0%
Total	12,774	13,198	16,486	-3.2%	-22.5%
Benchmark Price	Jan-21	Dec-20	Jan-20	M/M Change	Y/Y Change
High Rise	\$1,021,017	\$1,025,645	\$925,209	-0.5%	10.4%
Low Rise	\$1,362,952	\$1,321,186	\$1,097,613	3.2%	24.2%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	355	309	126	
High Rise Units	99	93,173	81,600	32,720	
% Sold*	18%	83%	91%	76%	
Low Rise Projects	7	238			
Low Rise Units	214	21,261			
% Sold*	81%	90%			

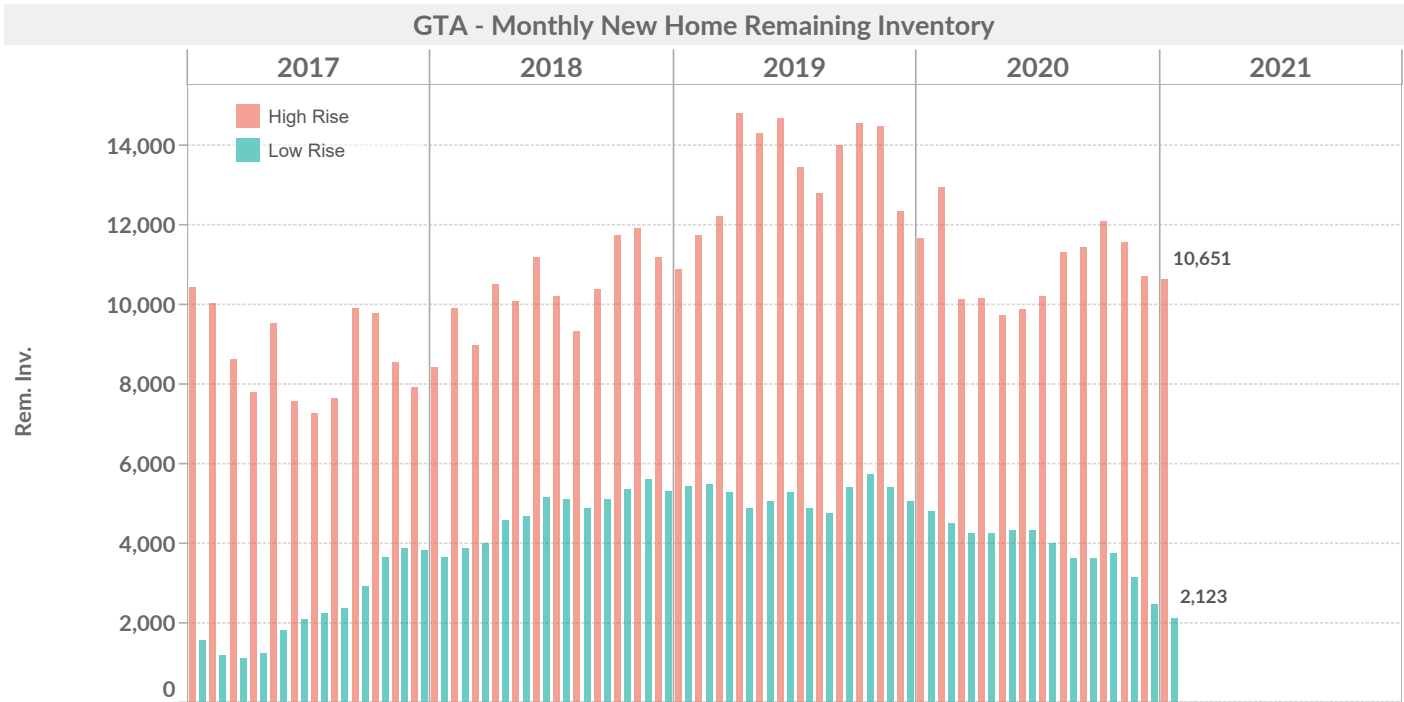
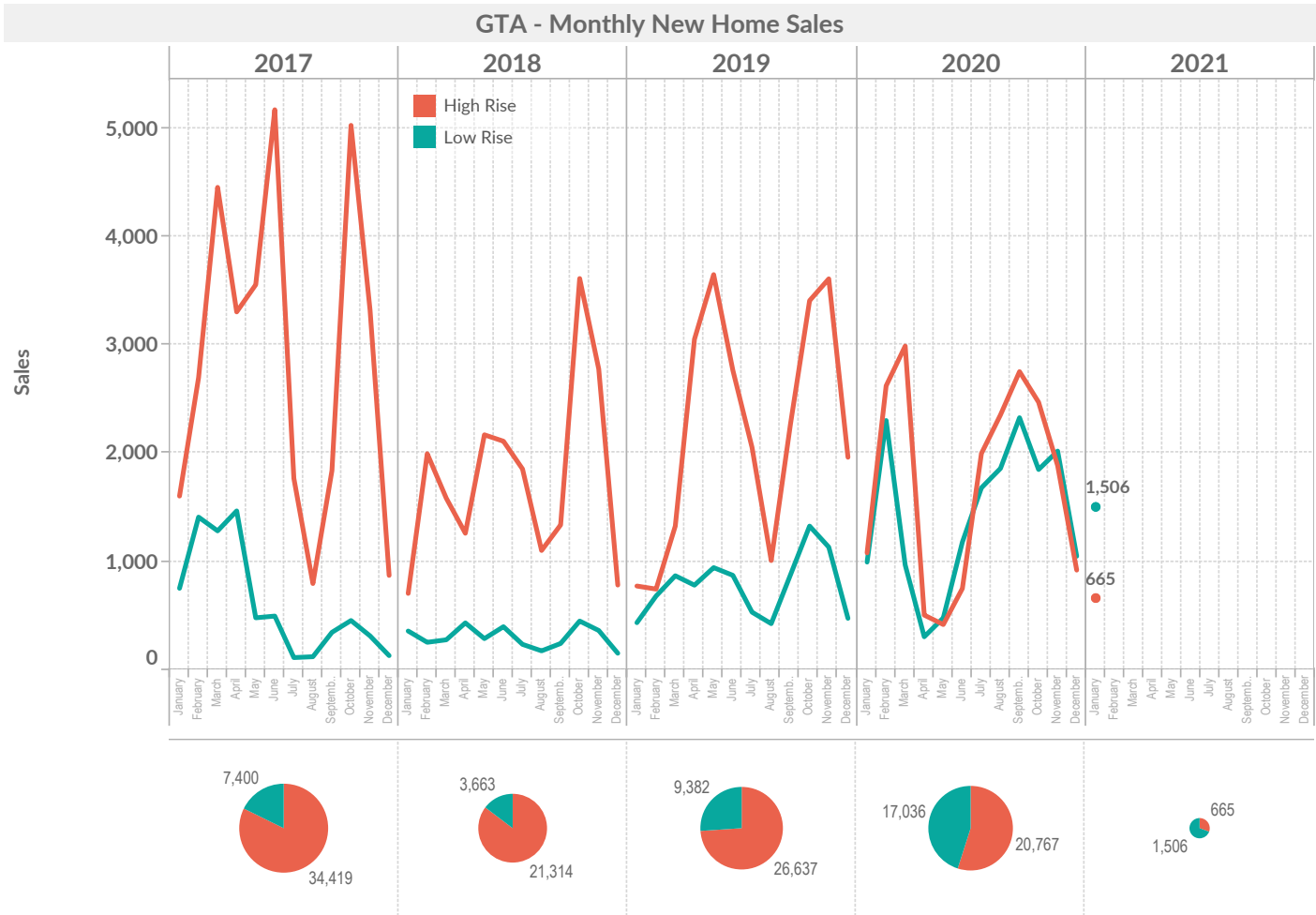
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

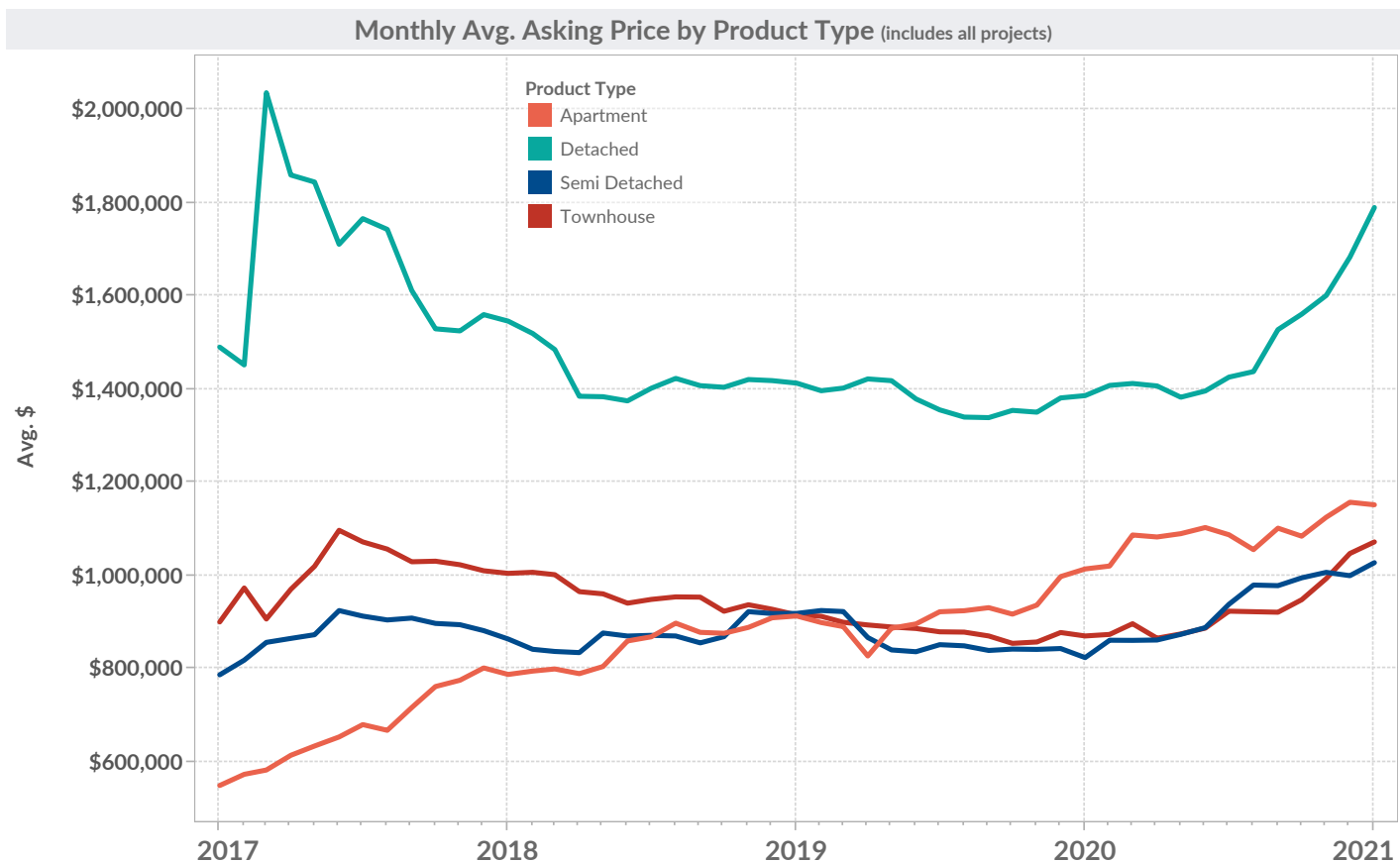
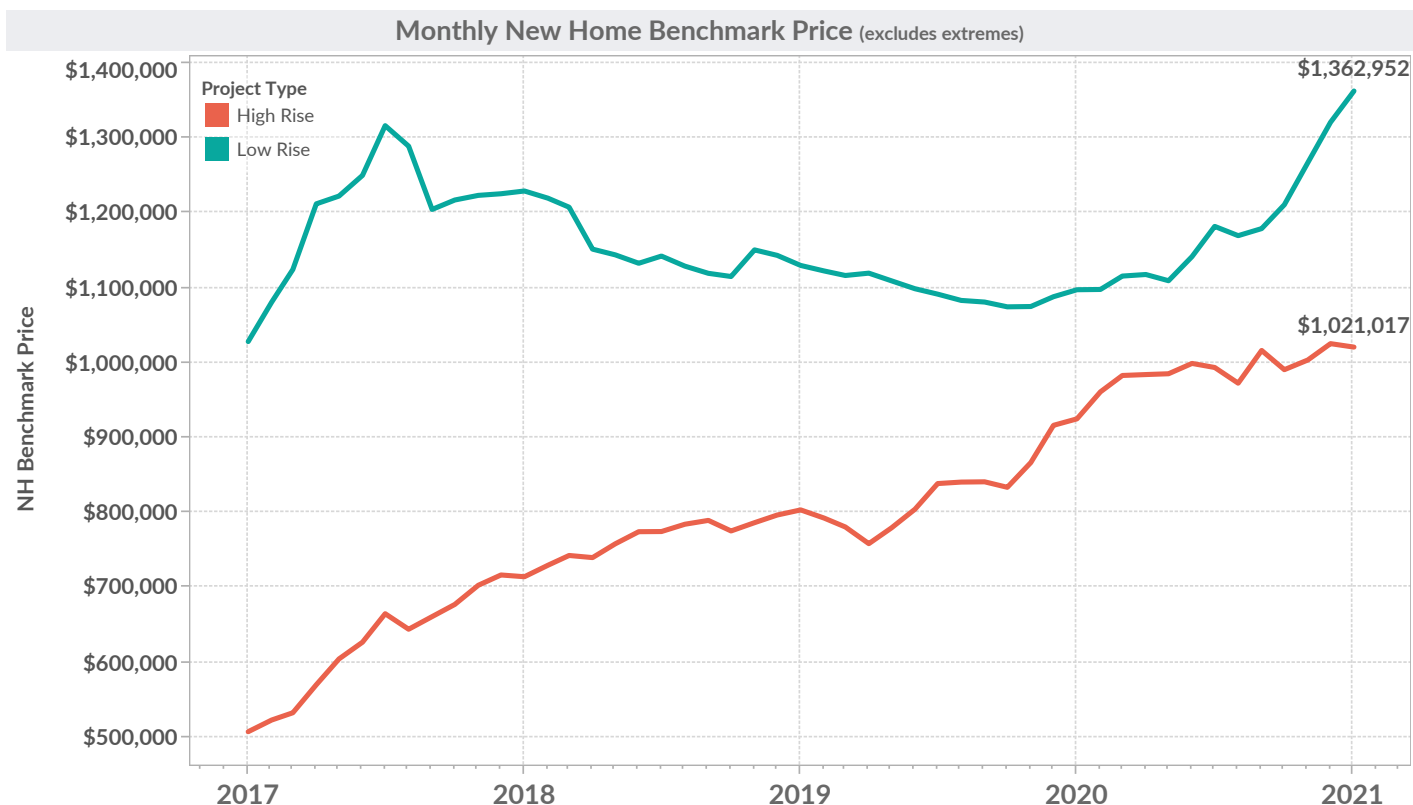
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

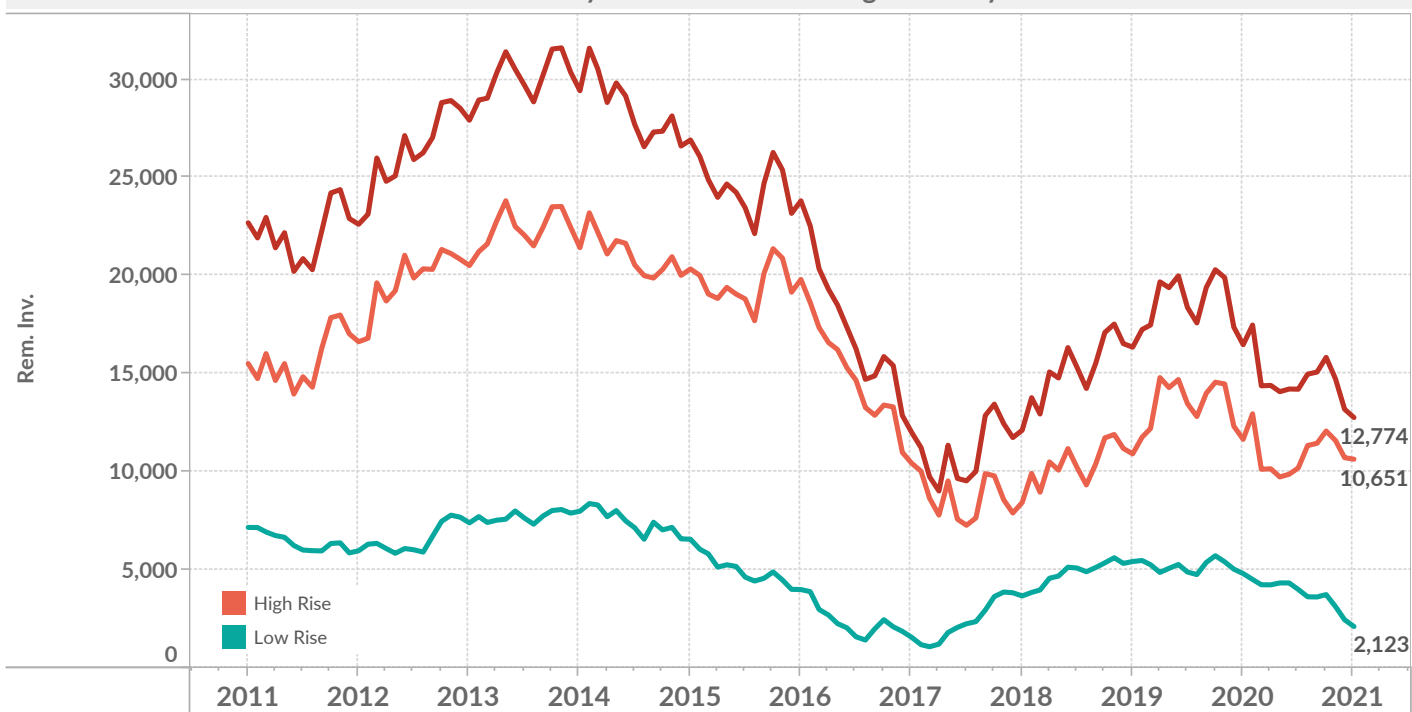


Pricing

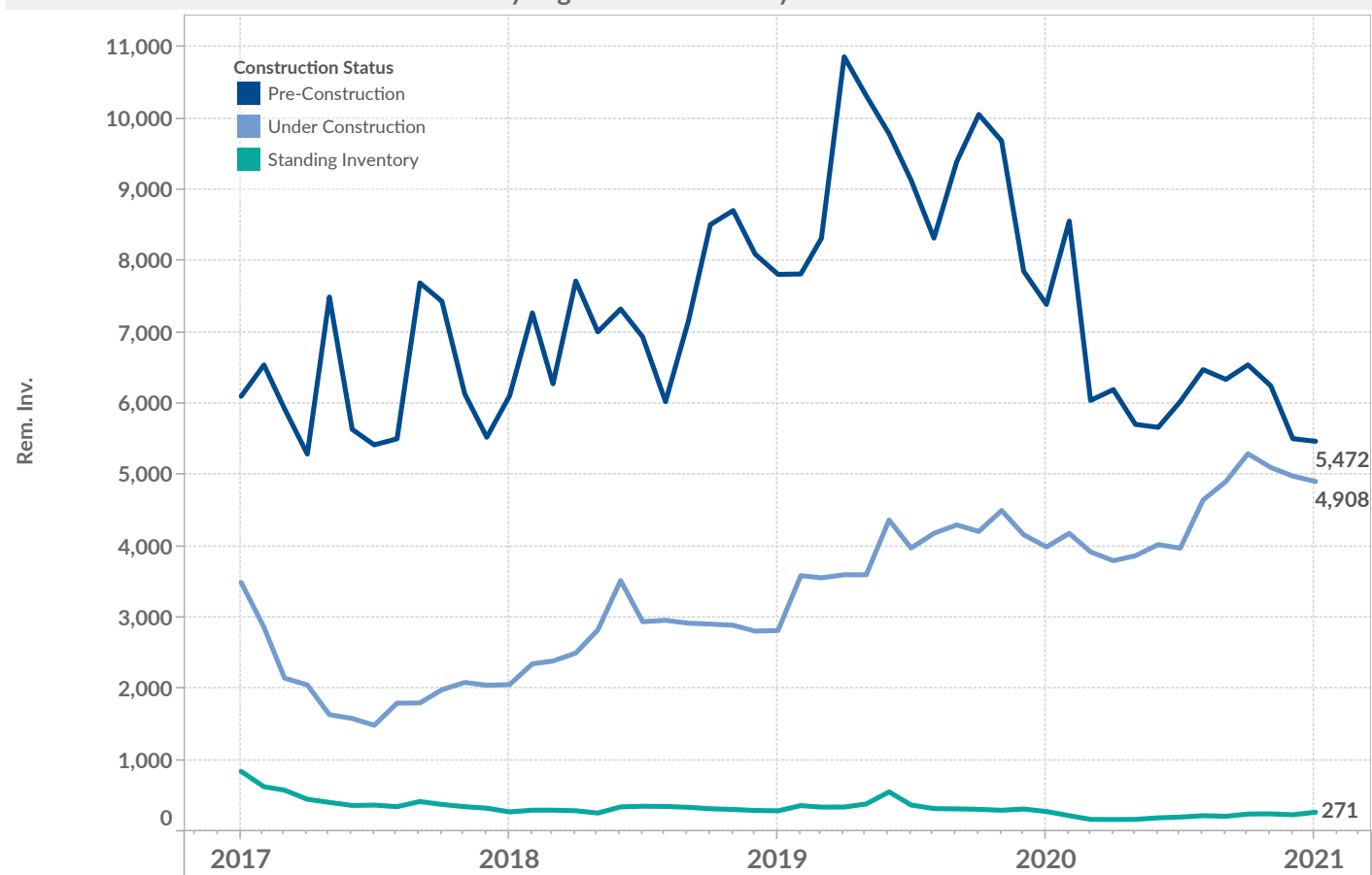


Remaining Inventory

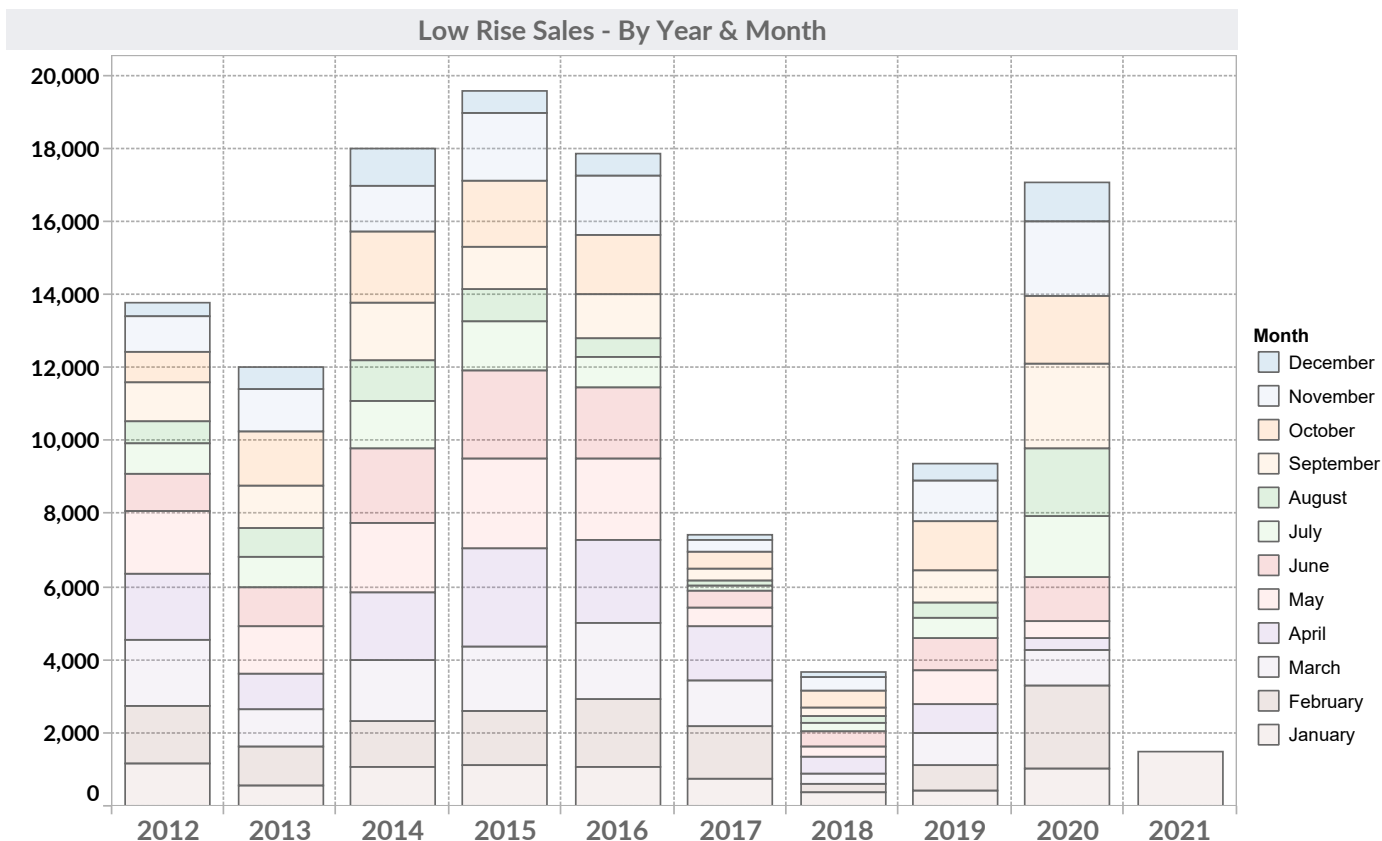
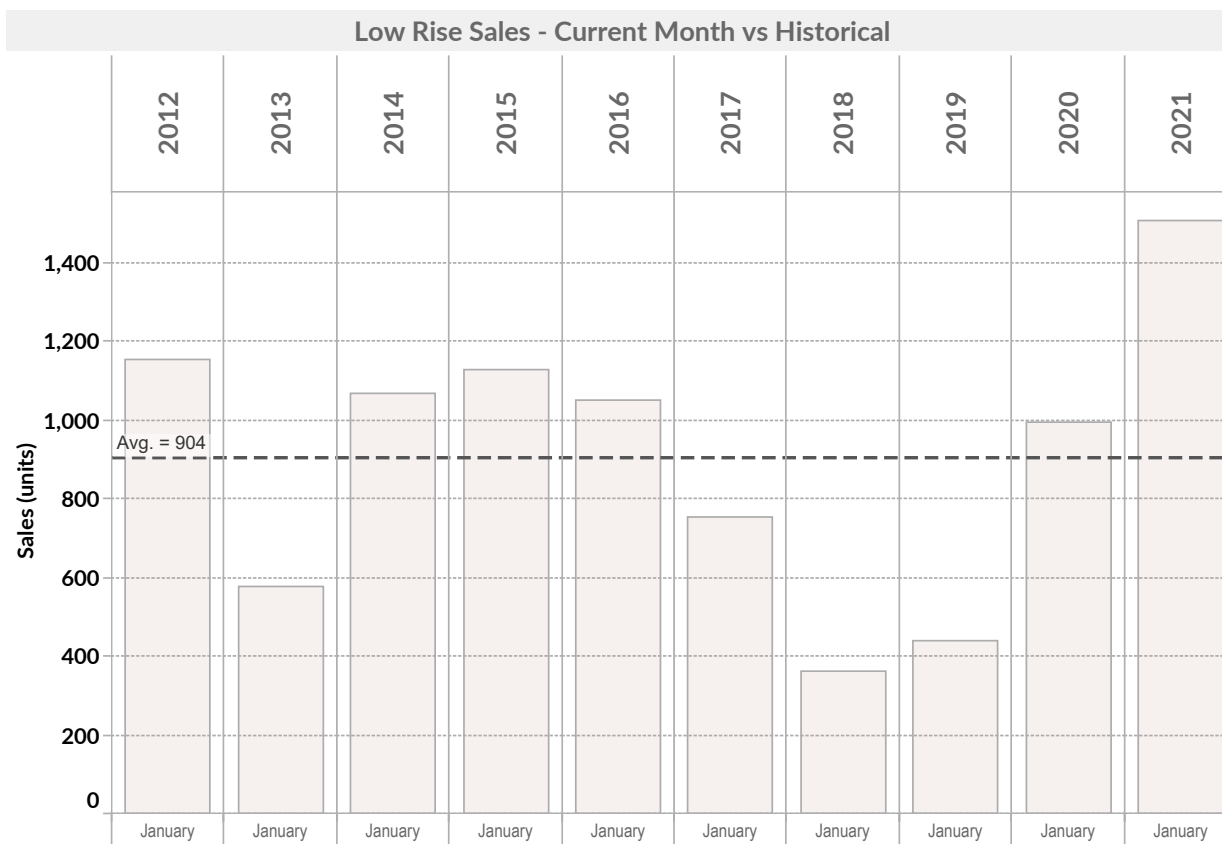
GTA - Monthly New Home Remaining Inventory



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

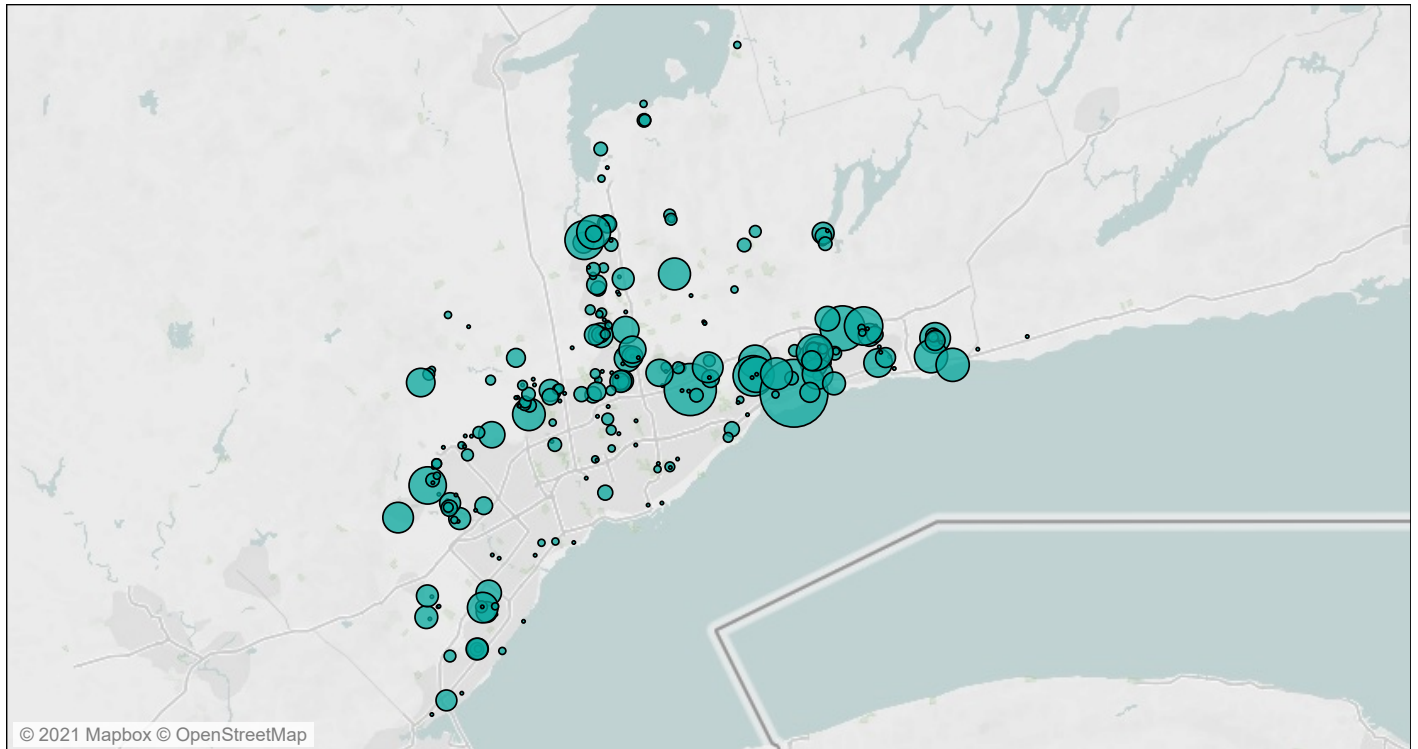


Historical Sales Comparison



Current Sites

GTA - Active Low Rise Sites by Current Month Sales



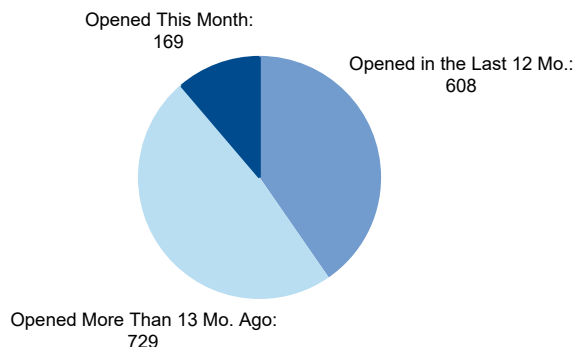
GTA - Top Sites by Current Month Sales



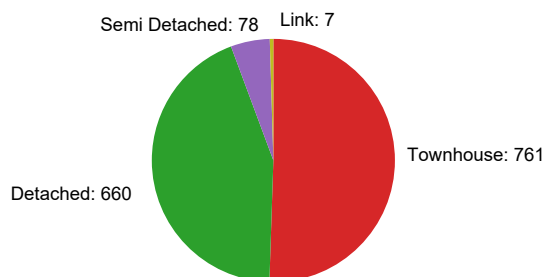
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

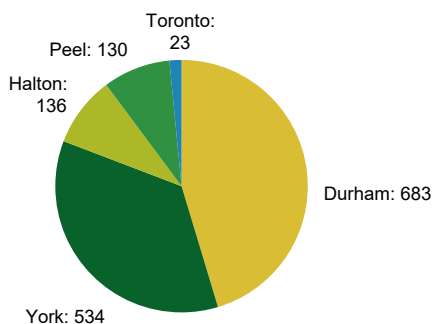
Sales by Opening Date



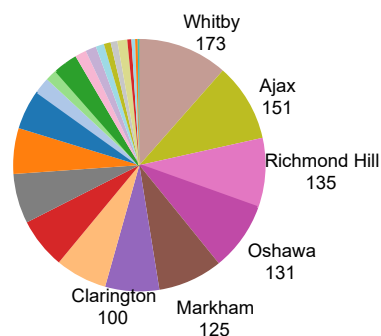
Sales by Product Type



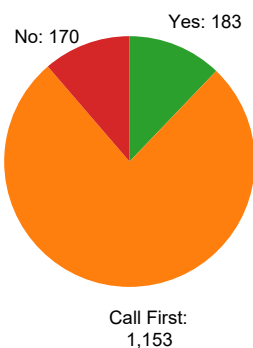
Sales by Region



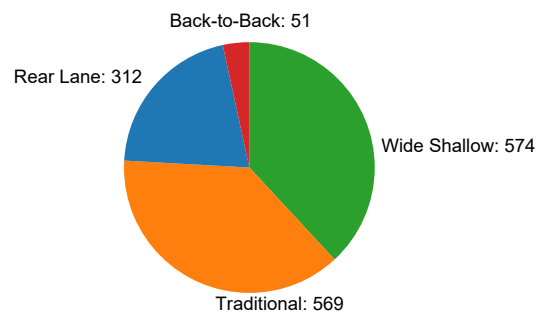
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



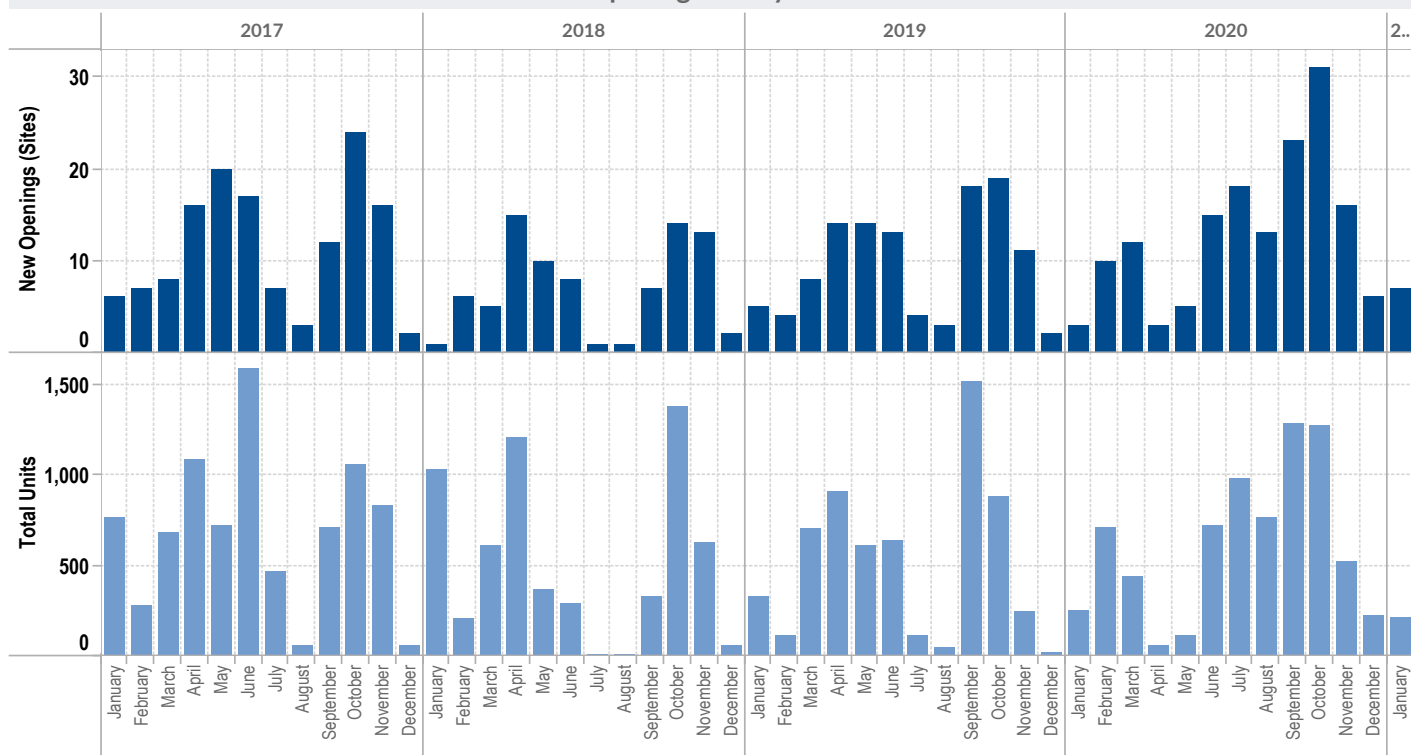
New Openings

January 2021 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Lakeville - Silver Manor Homes	Freehold Common Element	Georgina	1/4/2021	11	1	10	\$470
Valleywoods - Saberwood Homes	Freehold	Brampton	1/9/2021	20	16	4	\$508
Archetto - Marlin Spring	Freehold Common Element	Vaughan	1/16/2021	28	6	22	\$578
Seaton Whitevale - Mattamy Homes	Freehold	Pickering	1/21/2021	25	25	0	
Hunters Crossing - Stafford Homes	Freehold	Ajax	1/22/2021	111	111	0	
Whitby Meadows - Paradise Developments	Freehold	Whitby	1/23/2021	13	10	3	\$411
Enclave - Coughlan Homes *	Freehold Common Element	Ajax	1/30/2021	6	0	6	\$432
Grand Total				214	169	45	\$519

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	2021												Total	Market Share		Cum. Mkt. Share	
	January	February	March	April	May	June	July	August	September	October	November	December		%		%	
Stafford Homes	112												112	7.4%		7.4%	
Paradise Developments	75												75	5.0%		12.4%	
Remington Homes	71												71	4.7%		17.1%	
CountryWide Homes	69												69	4.6%		21.7%	
Tribute Communities	63												63	4.2%		25.9%	
Andrin Homes	56												56	3.7%		29.6%	
Kaitlin Corporation	52												52	3.5%		33.1%	
Regal Crest Homes	48												48	3.2%		36.3%	
Great Gulf	46												46	3.1%		39.3%	
Mattamy Homes	45												45	3.0%		42.3%	
Marlin Spring	42												42	2.8%		45.1%	
Fieldgate Homes	41												41	2.7%		47.8%	
Lebovic Homes	39												39	2.6%		50.4%	
Sorbara	35												35	2.3%		52.7%	
Tiffany Park Homes	34												34	2.3%		55.0%	
Heathwood Homes	32												32	2.1%		57.1%	
Ballymore Homes	28												28	1.9%		59.0%	
Treasure Hill	27												27	1.8%		60.8%	
Primont Homes	26												26	1.7%		62.5%	
Pine Valley Estates	25												25	1.7%		64.1%	
Coughlan Homes	24												24	1.6%		65.7%	
Arista Homes	23												23	1.5%		67.3%	
1,506													1,506				

Top Builders - Last 12 Months

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

	2020												2021	Total				Market Share		Cum. Mkt. Share									
Builder	February	March	April	May	June	July	August	September	October	November	December	January	%		%	%	%	%											
Mattamy Homes	406	66	53	78	139	200	209	117	79	132	28	45	1,552		8.8%		8.8%												
Treasure Hill	11	18	8	5	37	23	205	166	77	46	16	27	639		3.6%		12.5%												
Remington Homes	89	39	0	16	65	47	91	41	42	45	18	71	564		3.2%		15.7%												
Tribute Communities	67	49	12	9	24	47	87	58	60	28	45	63	549		3.1%		18.8%												
Primont Homes	17	12	7	3	135	104	28	35	54	66	60	26	547		3.1%		21.9%												
Paradise Developments	0	51	0	74	65	50	43	98	33	22	12	75	523		3.0%		24.9%												
Minto Developments and Metropia	329	0	0	0	71	0	0	0	77	16	3	2	498		2.8%		27.8%												
Aspen Ridge Homes	72	39	4	9	52	59	43	36	47	90	34	12	497		2.8%		30.6%												
Great Gulf	21	7	0	16	33	46	88	54	63	51	24	46	449		2.6%		33.2%												
Fieldgate Homes	54	12	7	17	29	30	67	33	55	32	44	41	421		2.4%		35.6%												
CountryWide Homes	26	25	3	12	33	25	24	39	40	51	39	69	386		2.2%		37.8%												
Regal Crest Homes	81	30	2	8	13	21	21	13	86	30	30	48	383		2.2%		39.9%												
Andrin Homes	9	2	0	0	11	12	14	96	21	94	42	56	357		2.0%		42.0%												
Stateview Homes	15	6	75	3	4	5	5	96	0	92	6	4	311		1.8%		43.8%												
Lindvest	29	36	1	5	20	38	44	41	52	22	21	1	310		1.8%		45.5%												
Marlin Spring	10	5	0	0	2	94	68	21	7	6	43	42	298		1.7%		47.2%												
Arista Homes	17	6	3	2	2	4	15	57	48	70	34	23	281		1.6%		48.8%												
Townwood Homes	110	19	0	1	1	8	28	87	12	6			272		1.6%		50.4%												
Poetry Living	20	34	3	2	1	72	2	129	4	2	1	0	270		1.5%		51.9%												
Sundial Homes	112	51	1	0	3	6	13	24	17	10	4	0	241		1.4%		53.3%												
Stafford Homes	0	0	0	3	2	0	0	0	0	98	11	112	226		1.3%		54.6%												
Deco Homes	17	7	7	5	9	6	4	92	21	33	12	0	213		1.2%		55.8%												
														2,303	970	308	482	1,181	1,682	1,861	2,329	1,851	2,021	1,051	1,506	17,545			

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 January
Hunters Crossing - Stafford Homes	Ajax	Townhouse	15'	35
			16'	22
			18'	54
			Total	111
Victory Green - Remington Homes	Markham	Detached	36'	38
			41'	27
			Total	65
U.C. - Tribute Communities	Oshawa	Detached	36'	6
			40'	13
		Townhouse	16'	29
			18'	0
		Total		48
Seaton Greens - Lebovic Homes	Pickering	Detached	30'	18
			36'	10
		Semi Detached	25'	11
			Total	39
Hillsborough - Andrin Homes	East Gwillimbury	Detached	38'	17
			40'	1
			45'	18
		Total		36
Homeward Hills - Sorbara	Oshawa	Detached	32'	7
			36'	5
		Townhouse	20'	23
			Total	35
High Point - Paradise Developments	Brampton	Detached	30'	4
			38'	2
			41'	1
		Semi Detached	25'	6
			Townhouse	20'
		Total		33
Country Lane - Heathwood Homes	Whitby	Townhouse	20'	32
			Total	32
Seaton - Fieldgate Homes	Pickering	Detached	30'	10
			36'	8
		Townhouse	25'	12
			Total	30
Anchor Woods - Regal Crest Homes	East Gwillimbury	Detached	38'	6
			45'	9
			60'	12
		Semi Detached	27'	0
			Total	27

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	January 2021					January 2020				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	5			146	151	3		4	3	10
	Brock	1			0	1					
	Clarington	21			79	100	27	0	0	9	36
	Oshawa	47			84	131	3		4	28	35
	Pickering	46		12	38	96	14		0	4	18
	Scugog	9	1		13	23	0	1			1
	Uxbridge	1		3	4	8	1			4	5
	Whitby	60		13	100	173	17	0	13	18	48
	Total	190	1	28	464	683	65	1	21	66	153
Halton	Burlington				13	13				4	4
	Halton Hills				22	22	7				7
	Milton	1		6	16	23	84		14	8	106
	Oakville	76			2	78	41			32	73
	Total	77		6	53	136	132		14	44	190
Peel	Brampton	62		9	27	98	88	0	27	65	180
	Caledon	24			6	30	7			0	7
	Mississauga	1		0	1	2	5		6	3	14
	Total	87		9	34	130	100	0	33	68	201
Toronto	East York										
	Etobicoke				0	0	0			2	2
	North York	2			9	11	0			11	11
	Old Toronto			5	0	5				0	0
	Scarborough	2		4	1	7	3				3
	York										
	Total	4		9	10	23	3			13	16
York	Aurora	16			0	16	4			0	4
	East Gwillimbury	88		7	9	104	29		5	14	48
	Georgina	12			1	13	7		0	2	9
	King	6			2	8	0			1	1
	Markham	81	3	6	35	125	4	1		210	215
	Newmarket	6	1	6	8	21	5	2	4	16	27
	Richmond Hill	39	0	3	93	135	22	1	14	21	58
	Vaughan	30	2	4	52	88	15	0	0	14	29
	Whitchurch-Stouffville	24			0	24	13			33	46
	Total	302	6	26	200	534	99	4	23	311	437
Grand Total		660	7	78	761	1,506	399	5	91	502	997

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		24	226	337	23			53	76
	Brock	77			49	126	3			0	3
	Clarington	519	22	9	385	935	54			52	106
	Oshawa	384		20	782	1,186	37			29	66
	Pickering	277		27	285	589	41		13	41	95
	Scugog	111	22		58	191	30	5		13	48
	Uxbridge	5		36	38	79	25		10	5	40
	Whitby	937	38	133	861	1,969	75		27	34	136
	Total	2,397	82	249	2,684	5,412	288	5	50	227	570
Halton	Burlington	6		66	102	174				24	24
	Halton Hills	227		62	103	392				10	10
	Milton	443		73	449	965	10		0	3	13
	Oakville	835			168	1,003	155			12	167
	Total	1,511		201	822	2,534	165		0	49	214
Peel	Brampton	1,066	4	186	771	2,027	67		2	40	109
	Caledon	549		4	156	709	22			2	24
	Mississauga	11		9	34	54	26		2	39	67
	Total	1,626	4	199	961	2,790	115		4	81	200
Toronto	East York										
	Etobicoke	2			43	45				8	8
	North York	31			163	194	24			95	119
	Old Toronto			16	11	27			15	13	28
	Scarborough	9		14	16	39	7		2	0	9
	York										
	Total	42		30	233	305	31		17	116	164
York	Aurora	232			13	245	49			6	55
	East Gwillimbury	630		94	183	907	30		20	2	52
	Georgina	397		11	31	439	1			10	11
	King	38			13	51	15			0	15
	Markham	472	18	142	1,332	1,964	48	3	0	120	171
	Newmarket	81	8	28	282	399	13	12	2	5	32
	Richmond Hill	256	2	85	666	1,009	134	0	12	252	398
	Vaughan	569	14	10	484	1,077	96	3	4	114	217
	Whitchurch-Stouffville	256			157	413	8			16	24
	Total	2,931	42	370	3,161	6,504	394	18	38	525	975
Grand Total		8,507	128	1,049	7,861	17,545	993	23	109	998	2,123

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