



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of February 2021

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Feb-21		Feb-20		Change
High Rise	1,623		2,615		-37.9%
Low Rise	1,617		2,301		-29.7%
Total	3,240		4,916		-34.1%
Year to Date Sales	Jan.-Feb. 2021		Jan.-Feb. 2020		Y/Y Change
High Rise	2,318		3,693		-37.2%
Low Rise	3,225		3,298		-2.2%
Total	5,543		6,991		-20.7%
Year to Date Supply	Jan.-Feb. 2021		Jan.-Feb. 2020		Y/Y Change
High Rise	1,094		4,424		-75.3%
Low Rise	2,536		2,774		-8.6%
Total	3,630		7,198		-49.6%
Year to Date Completions	Jan.-Feb. 2021		Jan.-Feb. 2020		Y/Y Change
High Rise	3,488		3,776		-7.6%
Remaining Inventory	Feb-21	Jan-21	Feb-20	M/M Change	Y/Y Change
High Rise	10,305	10,694	12,936	-3.6%	-20.3%
Low Rise	1,790	2,196	4,511	-18.5%	-60.3%
Total	12,095	12,890	17,447	-6.2%	-30.7%
Benchmark Price	Feb-21	Jan-21	Feb-20	M/M Change	Y/Y Change
High Rise	\$1,042,064	\$1,021,017	\$961,268	2.1%	8.4%
Low Rise	\$1,373,473	\$1,362,952	\$1,097,987	0.8%	25.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	6	348	303	124	
High Rise Units	957	91,626	81,132	31,853	
% Sold*	63%	84%	92%	76%	
Low Rise Projects	12	216			
Low Rise Units	544	21,379			
% Sold*	71%	92%			

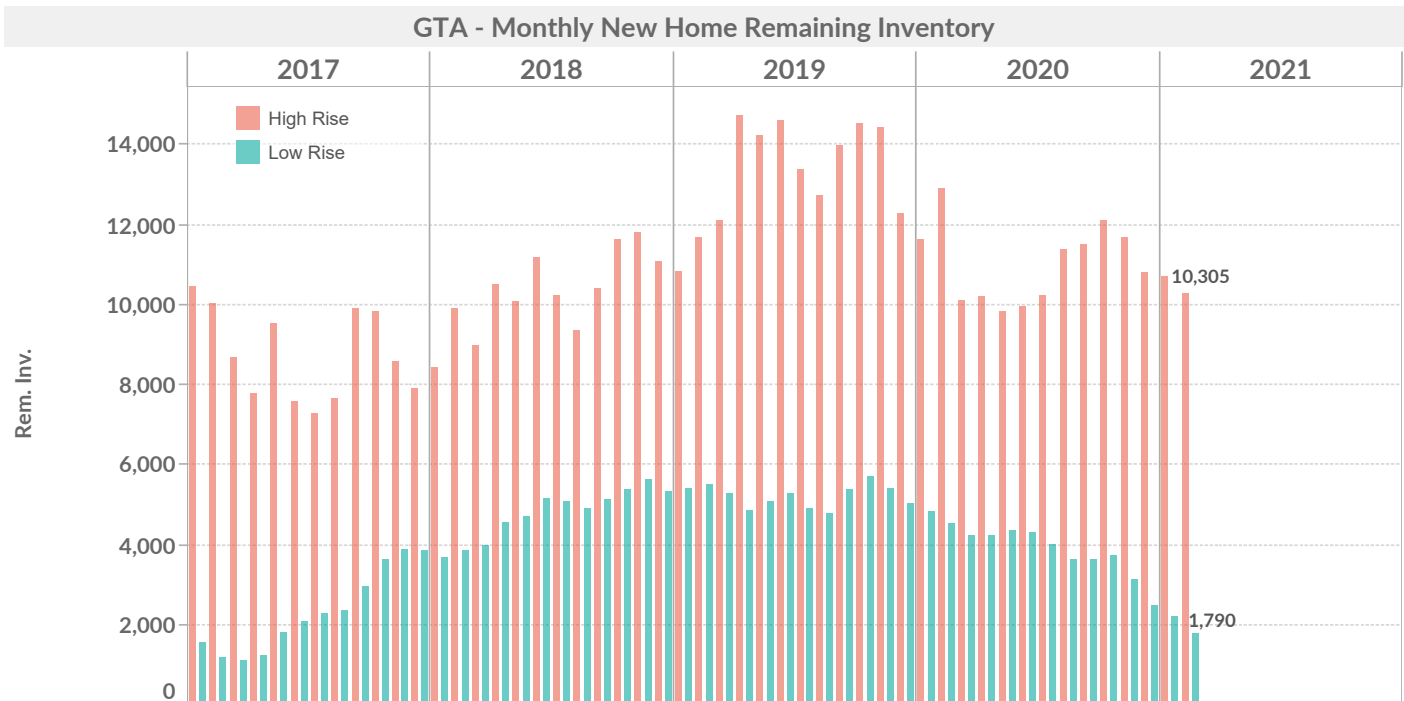
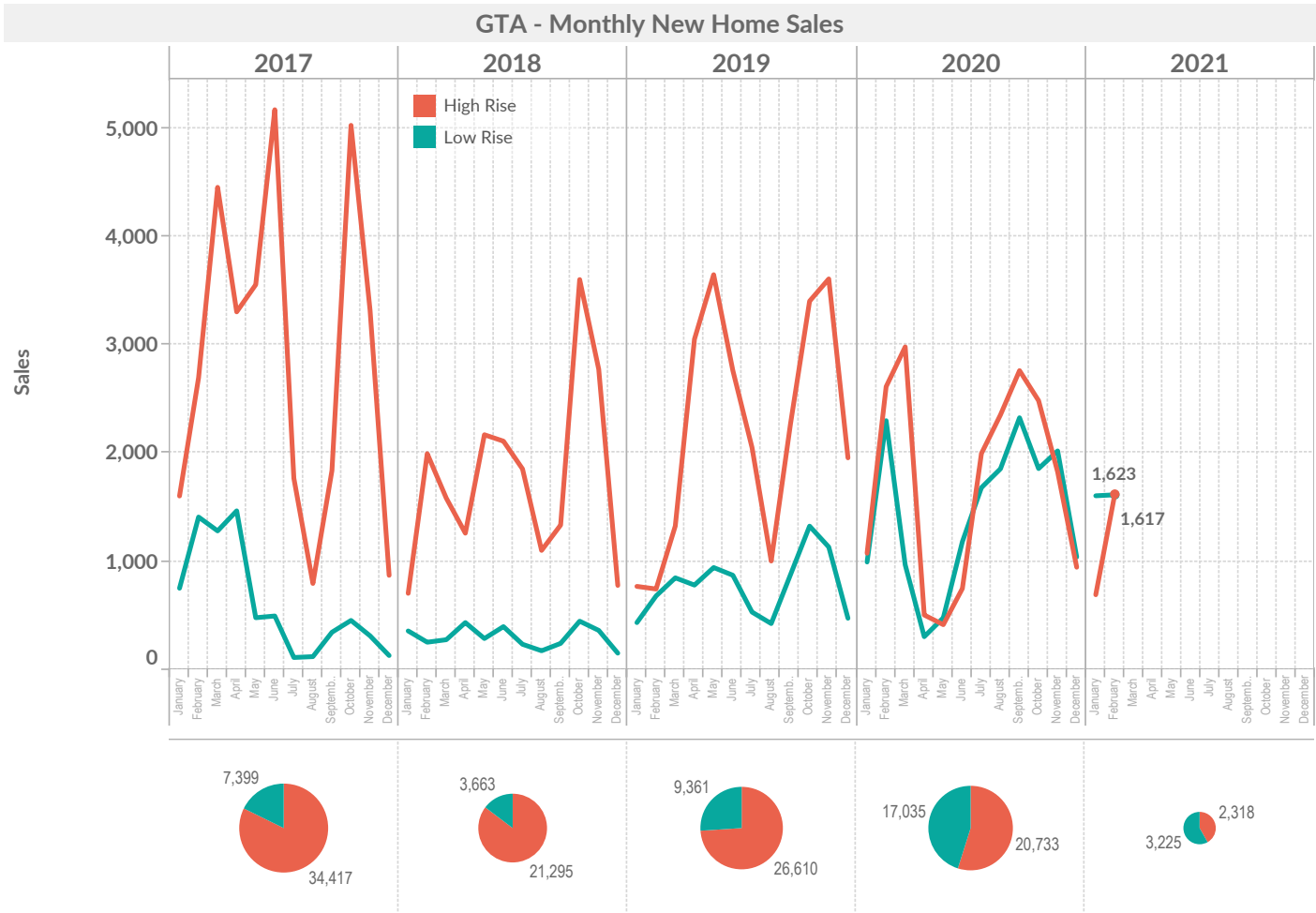
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

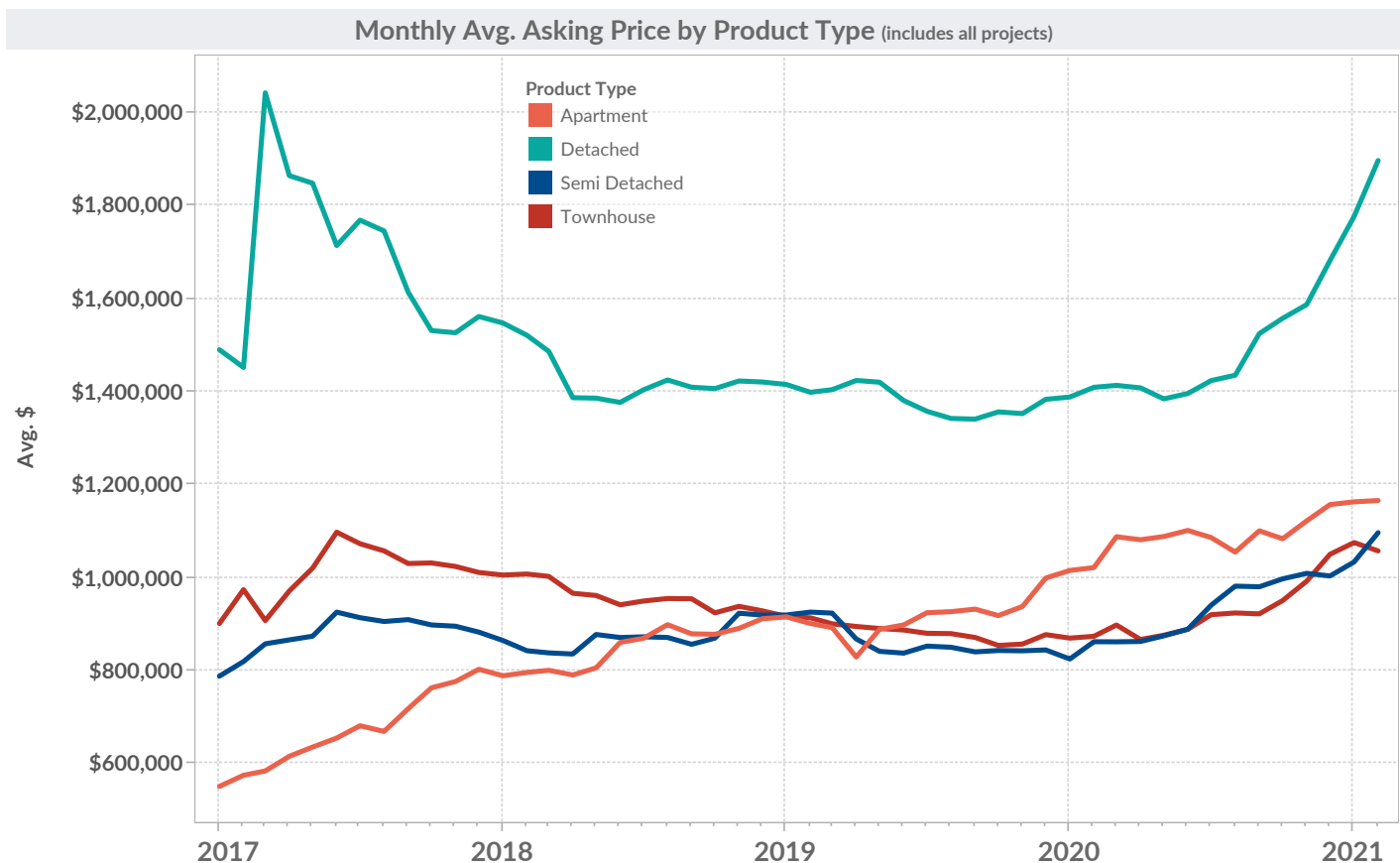
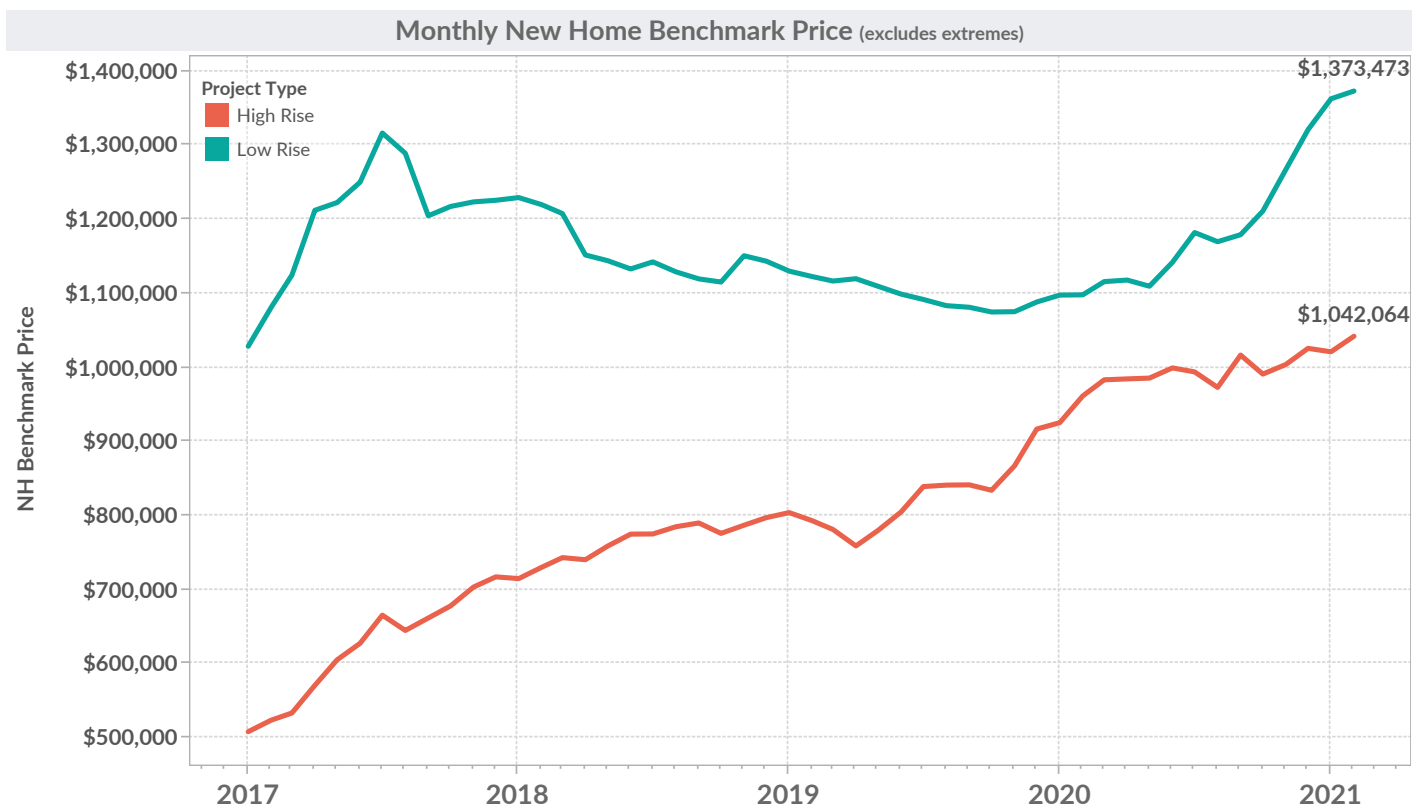
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

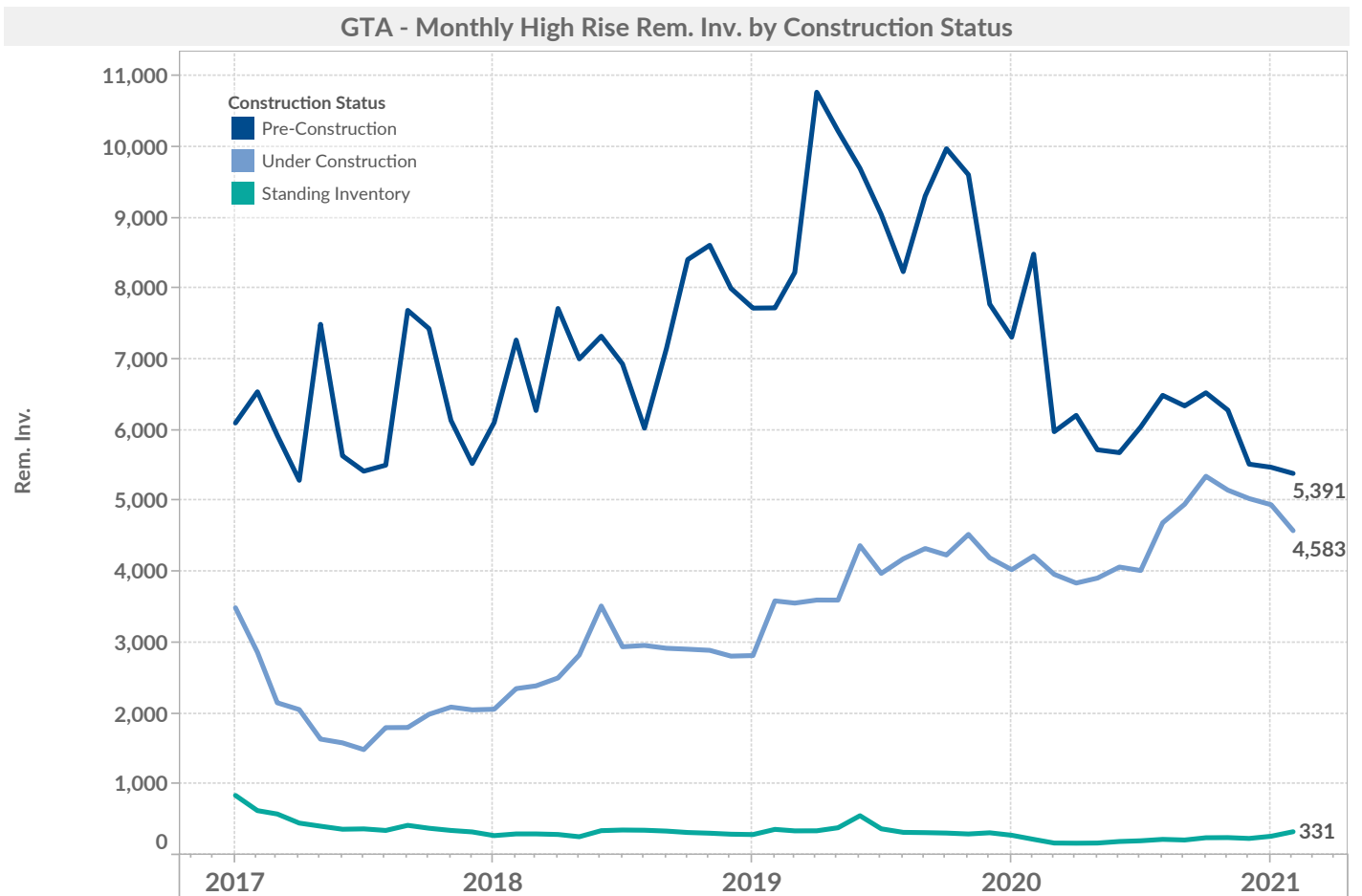
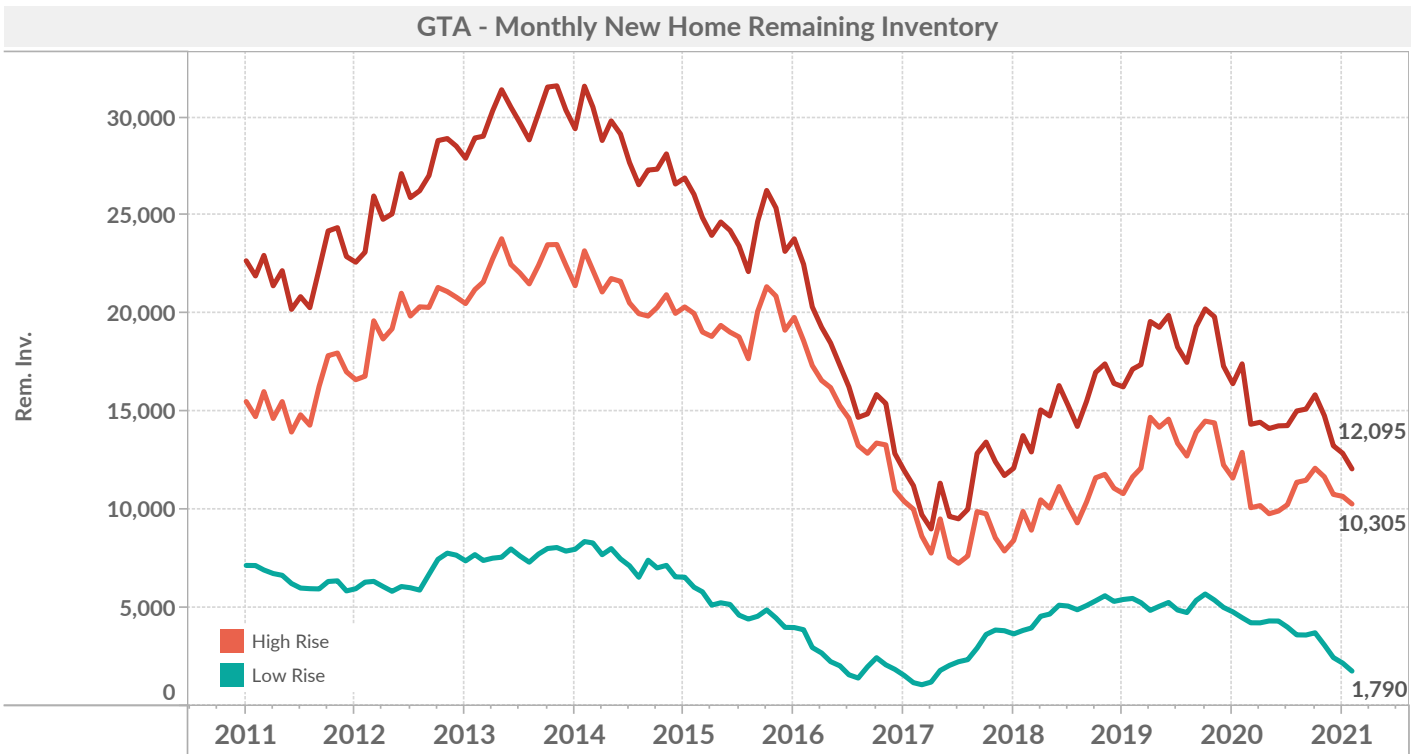
Sales & Remaining Inventory



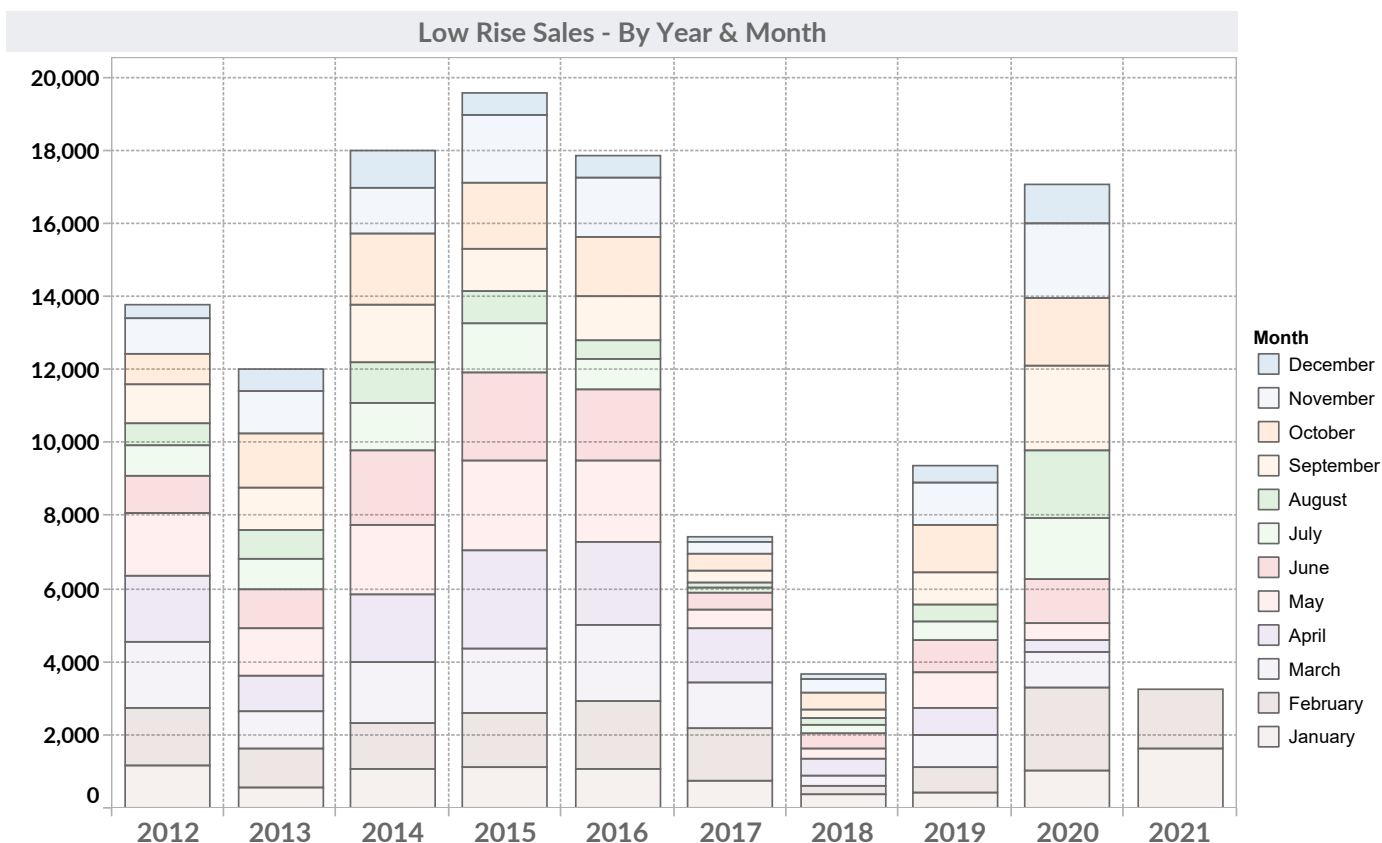
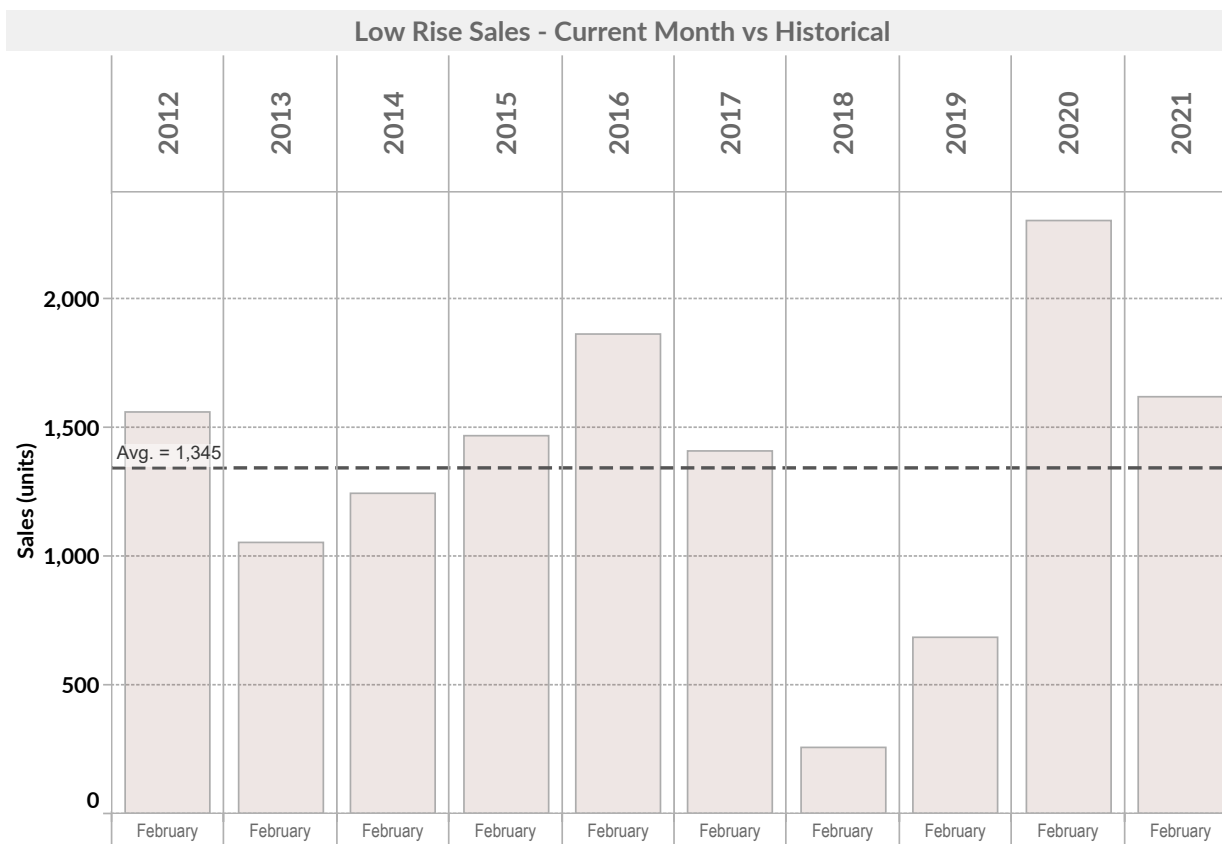
Pricing



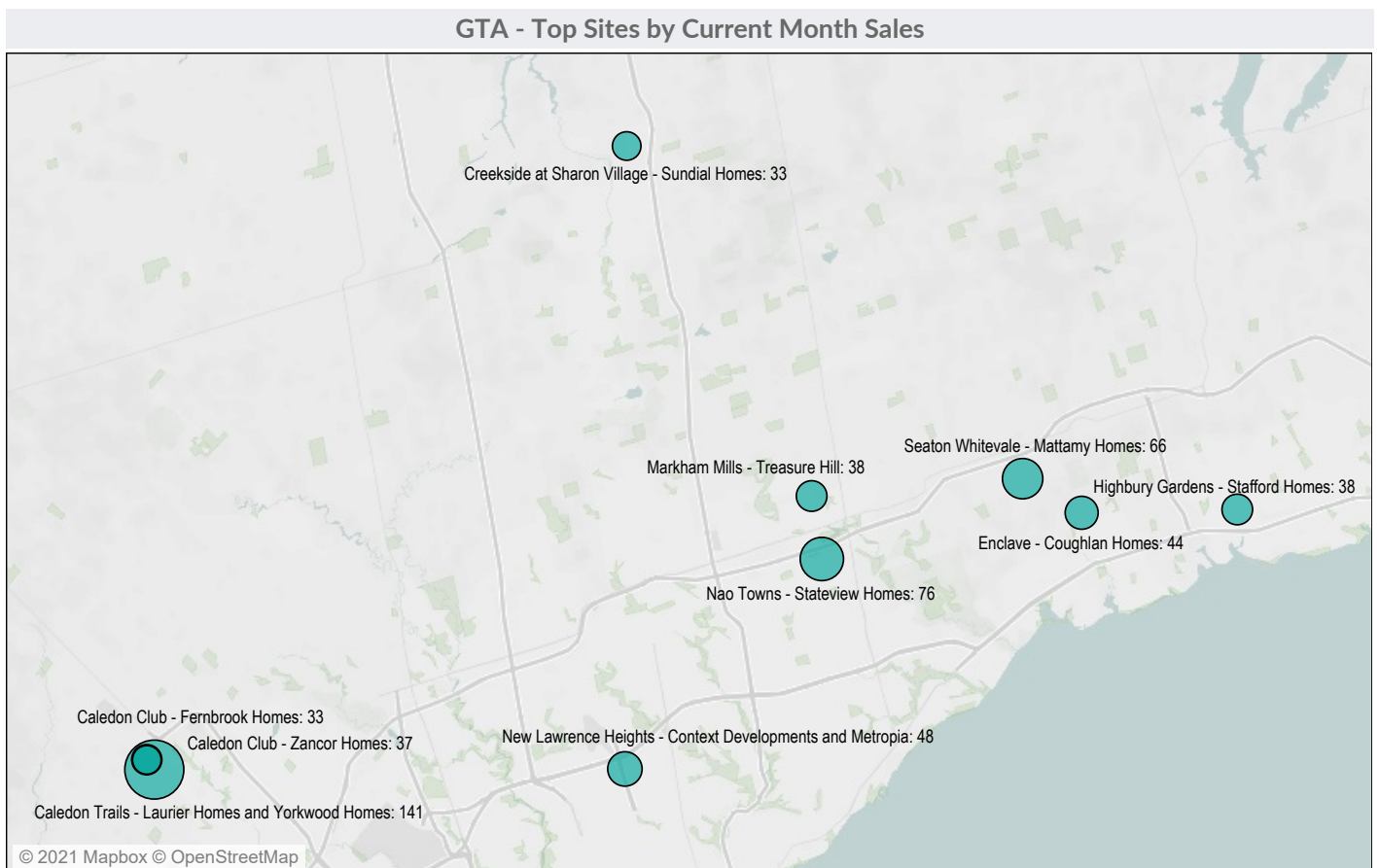
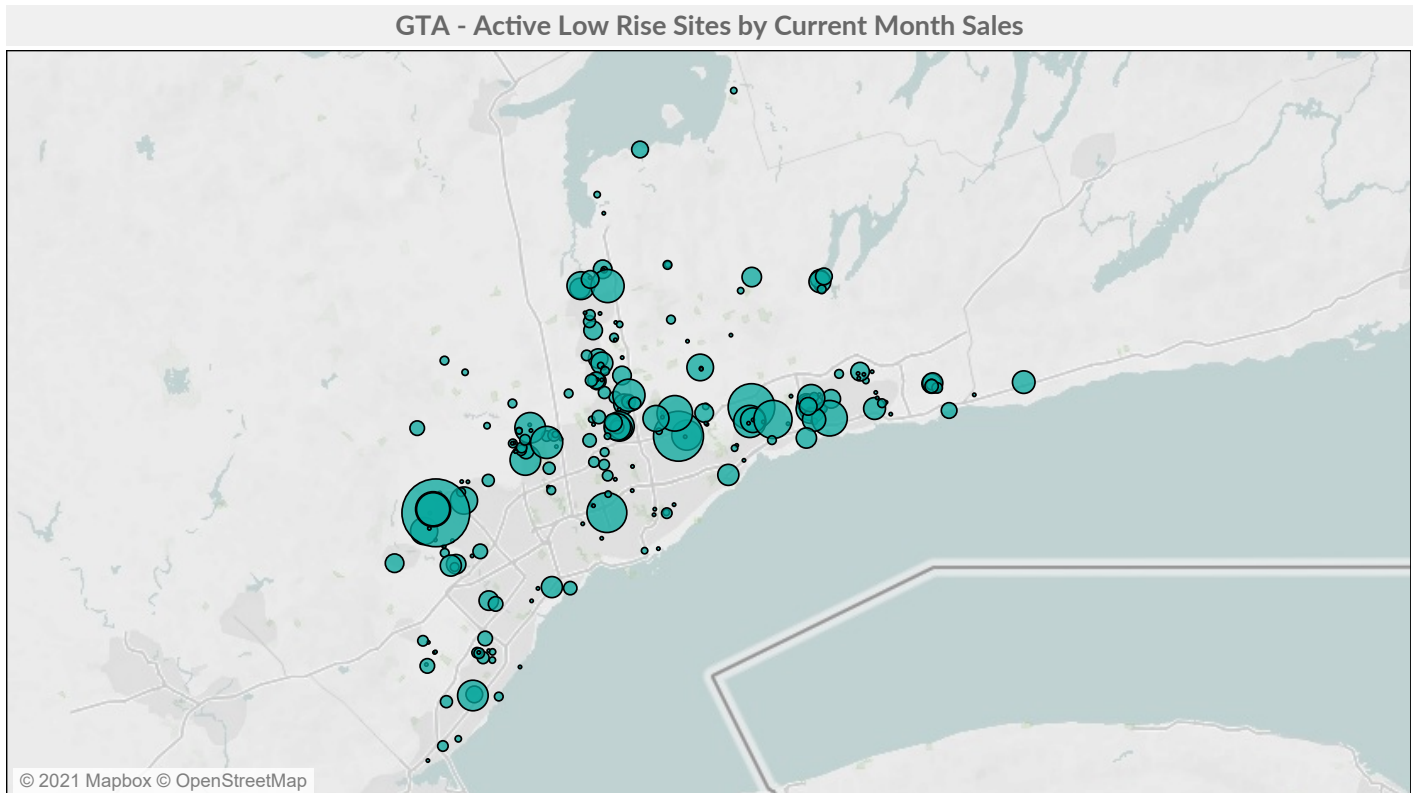
Remaining Inventory



Historical Sales Comparison



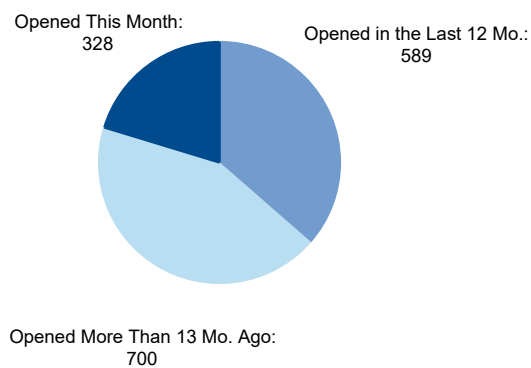
Current Sites



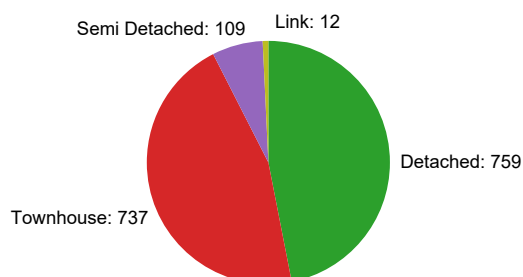
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

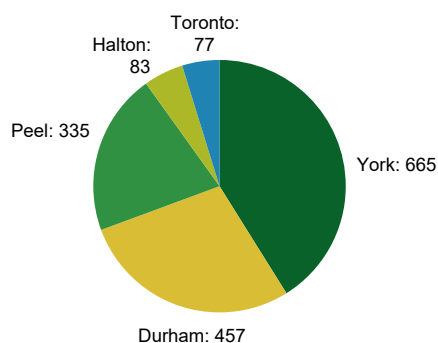
Sales by Opening Date



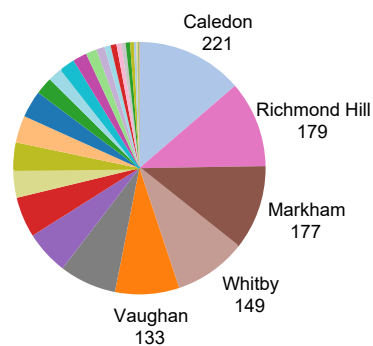
Sales by Product Type



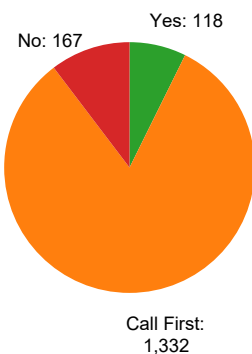
Sales by Region



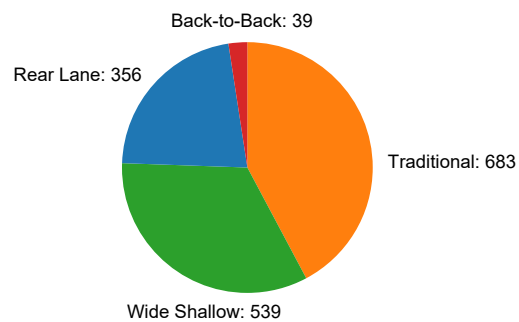
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



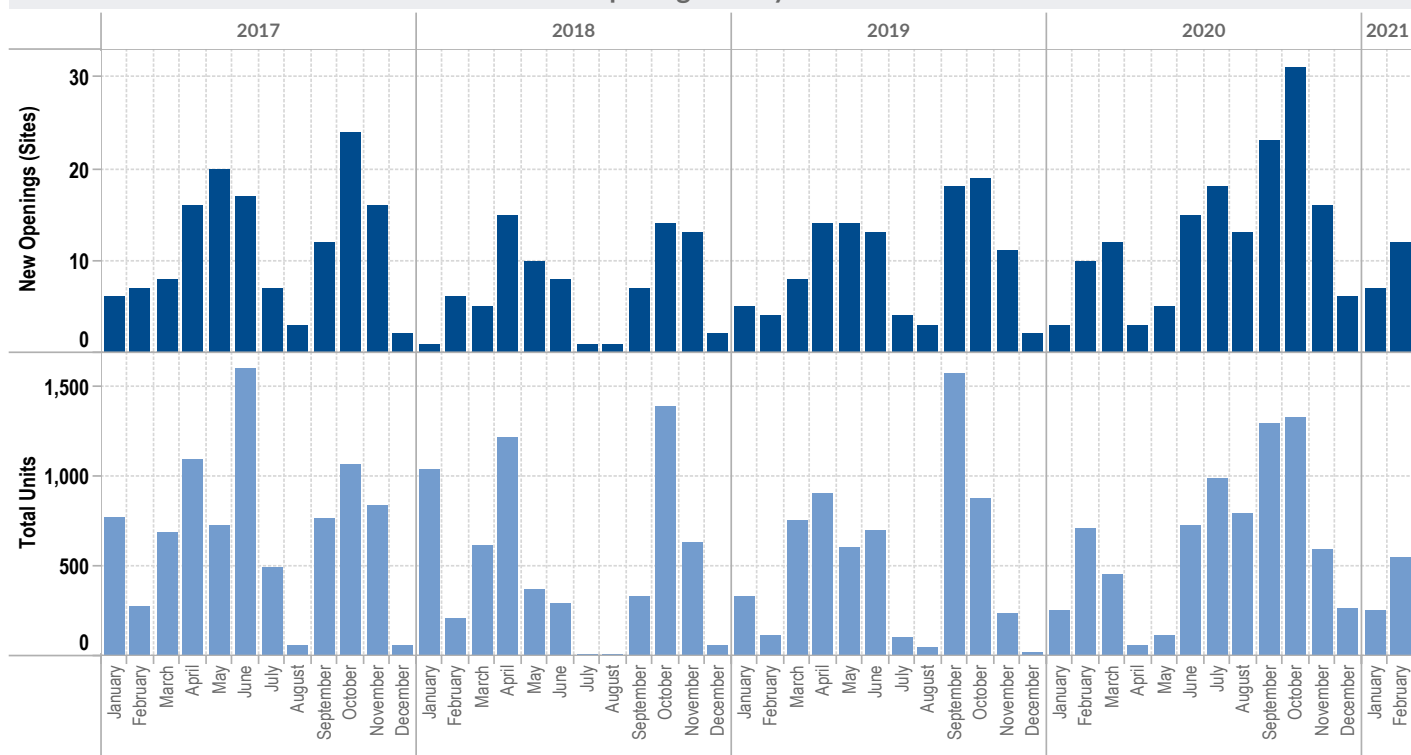
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Go To Mackenzie Towns - Capital North Communities and Go-To Developments	Freehold Common Element	Richmond Hill	2/1/2021	9	9	0	
Seaton Whitevale - Mattamy Homes	Freehold	Pickering	2/4/2021	66	66	0	
Caledon Trails - Laurier Homes and Yorkwood Homes	Freehold	Caledon	2/6/2021	141	141	0	
Richmond Hill Grace - Grand Grace Development	Freehold Common Element	Richmond Hill	2/6/2021	12	4	8	\$458
Royal Hill - Dormer Homes and Lindvest	Freehold Common Element	Aurora	2/12/2021	27	14	13	\$597
Anchor Woods - Andrin Homes	Freehold	East Gwillimbury	2/13/2021	8	6	2	\$442
Village at Highland Creek - Your Home Developments	Freehold	Scarborough	2/13/2021	8	3	5	\$734
Archetto - Marlin Spring	Freehold Common Element	Vaughan	2/16/2021	5	4	1	\$626
Highbury Gardens - Stafford Homes	Freehold	Whitby	2/17/2021	23	15	8	\$551
	Freehold Common Element	Whitby	2/17/2021	73	23	50	\$496
Whitby Meadows - Fieldgate Homes	Freehold	Whitby	*	16	15	1	
Kingsview Ridge - Treasure Hill* *	Freehold Common Element	Oshawa	2/20/2021	81	0	81	\$515
McMichael Estates - Treasure Hill	Freehold	Vaughan	2/27/2021	75	28	47	\$549
Grand Total				544	328	216	\$536

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	38											150	4.7%		4.7%	
Laurier Homes and Yorkwood Homes		141											141	4.4%		9.0%	
CountryWide Homes	69	70											139	4.3%		13.3%	
Mattamy Homes	45	76											121	3.8%		17.1%	
Paradise Developments	75	45											120	3.7%		20.8%	
Marlin Spring	42	76											118	3.7%		24.5%	
Remington Homes	71	34											105	3.3%		27.7%	
Treasure Hill	27	71											98	3.0%		30.8%	
Fieldgate Homes	41	50											91	2.8%		33.6%	
Andrin Homes	56	32											88	2.7%		36.3%	
Sorbara	54	31											85	2.6%		38.9%	
Stateview Homes	4	79											83	2.6%		41.5%	
Great Gulf	40	39											79	2.4%		44.0%	
Regal Crest Homes	48	26											74	2.3%		46.3%	
Fernbrook Homes	24	48											72	2.2%		48.5%	
Lebovic Homes	39	31											70	2.2%		50.7%	
Coughlan Homes	24	44											68	2.1%		52.8%	
Tribute Communities	55	11											66	2.0%		54.8%	
Sundial Homes	28	33											61	1.9%		56.7%	
Kaitlin Corporation	52	7											59	1.8%		58.5%	
Tiffany Park Homes	36	20											56	1.7%		60.3%	
Zancor Homes	19	37											56	1.7%		62.0%	
1,608													3,225				
1,617																	

Top Builders - Last 12 Months

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

	2020											2021		Total				
Builder	March	April	May	June	July	August	September	October	November	December	January	February	Market Share %		Cum. Mkt. Share %			
Mattamy Homes	66	53	78	139	200	209	117	79	132	28	45	76	1,222		7.2%		7.2%	
Treasure Hill	18	8	5	37	23	205	166	77	46	16	27	71	699		4.1%		11.3%	
Paradise Developments	52	0	74	66	50	43	98	33	22	12	75	45	570		3.4%		14.7%	
Primont Homes	12	7	3	135	104	28	35	54	66	60	25	7	536		3.2%		17.8%	
Remington Homes	39	0	16	65	47	91	41	42	45	18	71	34	509		3.0%		20.8%	
Tribute Communities	49	12	9	24	47	87	58	60	28	53	55	11	493		2.9%		23.8%	
Great Gulf	7	0	16	33	47	86	52	74	44	28	40	39	466		2.7%		26.5%	
Aspen Ridge Homes	39	4	9	52	59	43	36	47	90	34	13	23	449		2.6%		29.1%	
CountryWide Homes	25	3	12	33	25	24	40	39	51	35	69	70	426		2.5%		31.7%	
Fieldgate Homes	12	7	17	29	30	67	33	55	32	44	41	50	417		2.5%		34.1%	
Andrin Homes	2	0	0	11	12	14	96	21	94	42	56	32	380		2.2%		36.4%	
Stateview Homes	6	75	3	4	5	5	96	0	92	6	4	79	375		2.2%		38.6%	
Marlin Spring	5	0	0	2	94	68	21	7	6	44	42	76	365		2.2%		40.7%	
Regal Crest Homes	30	2	8	13	21	21	13	86	30	30	48	26	328		1.9%		42.7%	
Lindvest	36	1	5	20	38	44	41	52	22	21	0	2	282		1.7%		44.3%	
Arista Homes	6	3	2	2	4	15	57	48	70	35	27	0	269		1.6%		45.9%	
Stafford Homes	0	0	3	2	0	0	0	0	98	11	112	38	264		1.6%		47.5%	
Poetry Living	34	3	2	1	72	2	129	4	2	1	0	4	254		1.5%		49.0%	
Fernbrook Homes	4	0	1	6	24	8	11	74	33	12	24	48	245		1.4%		50.4%	
Sorbara	18	0	0	1	11	4	7	10	63	14	54	31	213		1.3%		51.7%	
Deco Homes	7	7	5	9	6	4	92	21	33	12	0	5	201		1.2%		52.8%	
Zancor Homes	0	0	0	0	0	0	0	60	59	22	19	37	197		1.2%		54.0%	
	971	308	482	1,184	1,683	1,857	2,328	1,859	2,022	1,043	1,608	1,617	16,962					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 February
Caledon Trails - Laurier Homes and Yorkwood Homes	Caledon	Detached	36'	56
			42'	28
		Semi Detached	25'	38
		Townhouse	20'	19
		Total		141
Nao Towns - Stateview Homes	Markham	Townhouse	20'	76
			Total	76
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	19
			36'	20
			43'	15
		Townhouse	20'	0
			21'	0
			23'	12
		Total		66
New Lawrence Heights - Context Developments and Metropia	North York	Townhouse	14'	48
			Total	48
Enclave - Coughlan Homes	Ajax	Townhouse	25'	42
			26'	2
		Total		44
Highbury Gardens - Stafford Homes	Whitby	Detached	34'	5
		Townhouse	20'	33
		Total		38
Markham Mills - Treasure Hill	Markham	Townhouse	18'	38
			Total	38
Caledon Club - Zancor Homes	Caledon	Detached	30'	13
			38'	8
		Townhouse	20'	16
			Total	37
Caledon Club - Fernbrook Homes	Caledon	Detached	30'	15
			38'	4
		Townhouse	20'	14
			Total	33
Creekside at Sharon Village - Sundial Homes	East Gwillimbury	Detached	32'	0
			40'	16
			42'	14
			50'	3
		Total		33
Archetto - Marlin Spring	Vaughan	Townhouse	18'	27
			22'	4
		Total		31
Ivylea - Marlin Spring	Richmond Hill	Townhouse	20'	31
			Total	31

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	February 2021					February 2020				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	12			44	56	4		8	6	18
	Brock	1			0	1					
	Clarington	31			25	56	42	0	2	26	70
	Oshawa	4			25	29	20		16	78	114
	Pickering	84		15	19	118	26		2	4	32
	Scugog	20	4		12	36	7	1		0	8
	Uxbridge	0		10	2	12	2			3	5
	Whitby	65		10	74	149	120	3	50	70	243
	Total	217	4	35	201	457	221	4	78	187	490
Halton	Burlington				8	8	3		27	2	32
	Halton Hills				10	10	39		11		50
	Milton	0			9	9	93		7	98	198
	Oakville	54			2	56	89			22	111
	Total	54			29	83	224		45	122	391
Peel	Brampton	50		6	28	84	135	0	17	148	300
	Caledon	133		38	50	221	4			0	4
	Mississauga	14		2	14	30	1		2	2	5
	Total	197		46	92	335	140	0	19	150	309
Toronto	East York										
	Etobicoke				5	5	0			4	4
	North York	3			55	58	1			13	14
	Old Toronto			0	1	1				0	0
	Scarborough	3		10		13	0				0
	York										
	Total	6		10	61	77	1			17	18
York	Aurora	30			2	32	54			0	54
	East Gwillimbury	74		11	6	91	65		17	26	108
	Georgina	1			8	9	13		0	10	23
	King	4				4	0			4	4
	Markham	45	1		131	177	73	1	32	324	430
	Newmarket	8	4	1	4	17	6	0	2	136	144
	Richmond Hill	51	0	6	122	179	38	0	9	40	87
	Vaughan	56	3	0	74	133	105	0	0	26	131
	Whitchurch-Stouffville	16			7	23	49			63	112
	Total	285	8	18	354	665	403	1	60	629	1,093
Grand Total		759	12	109	737	1,617	989	5	202	1,105	2,301

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	95		16	264	375	25			57	82
	Brock	76			49	125	2			0	2
	Clarington	508	22	7	384	921	27			27	54
	Oshawa	368		4	729	1,101	33			100	133
	Pickering	335		40	300	675	32		22	34	88
	Scugog	125	25		70	220	15	3		1	19
	Uxbridge	5		46	37	88	23		0	3	26
	Whitby	892	35	94	858	1,879	40		22	105	167
	Total	2,404	82	207	2,691	5,384	197	3	44	327	571
Halton	Burlington	3		39	108	150				16	16
	Halton Hills	188		51	113	352				0	0
	Milton	350		66	360	776	10			18	28
	Oakville	808			148	956	94			10	104
	Total	1,349		156	729	2,234	104			44	148
Peel	Brampton	980	4	175	653	1,812	58		4	68	130
	Caledon	678		42	206	926	11		0	0	11
	Mississauga	29		9	50	88	7		1	27	35
	Total	1,687	4	226	909	2,826	76		5	95	176
Toronto	East York										
	Etobicoke	2			47	49				0	0
	North York	33			205	238	21			88	109
	Old Toronto			16	12	28			15	12	27
	Scarborough	12		17	16	45	12		3		15
	York										
	Total	47		33	280	360	33		18	100	151
York	Aurora	229			15	244	50			4	54
	East Gwillimbury	673		86	163	922	73		11	4	88
	Georgina	385		11	29	425	0			2	2
	King	44			9	53	9				9
	Markham	442	18	110	1,131	1,701	30	2		40	72
	Newmarket	83	18	27	149	277	5	2	1	2	10
	Richmond Hill	270	2	81	754	1,107	90	0	13	173	276
	Vaughan	522	17	10	536	1,085	118	0	4	70	192
	Whitchurch-Stouffville	238			106	344	18			23	41
	Total	2,886	55	325	2,892	6,158	393	4	29	318	744
Grand Total		8,373	141	947	7,501	16,962	803	7	96	884	1,790

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