



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of March 2021

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Mar-21		Mar-20		Change
High Rise	3,297		2,981		10.6%
Low Rise	1,706		973		75.3%
Total	5,003		3,954		26.5%
Year to Date Sales	Jan.-Mar. 2021		Jan.-Mar. 2020		Y/Y Change
High Rise	5,680		6,673		-14.9%
Low Rise	5,061		4,265		18.7%
Total	10,741		10,938		-1.8%
Year to Date Supply	Jan.-Mar. 2021		Jan.-Mar. 2020		Y/Y Change
High Rise	3,583		4,919		-27.2%
Low Rise	4,320		3,477		24.2%
Total	7,903		8,396		-5.9%
Year to Date Completions	Jan.-Mar. 2021		Jan.-Mar. 2020		Y/Y Change
High Rise	4,306		4,906		-12.2%
Remaining Inventory	Mar-21	Feb-21	Mar-20	M/M Change	Y/Y Change
High Rise	9,799	10,284	10,127	-4.7%	-3.2%
Low Rise	1,672	1,701	4,234	-1.7%	-60.5%
Total	11,471	11,985	14,361	-4.3%	-20.1%
Benchmark Price	Mar-21	Feb-21	Mar-20	M/M Change	Y/Y Change
High Rise	\$1,064,317	\$1,042,064	\$983,133	2.1%	8.3%
Low Rise	\$1,443,638	\$1,373,473	\$1,115,869	5.1%	29.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	9	336	310	121	
High Rise Units	2,464	90,168	83,565	31,146	
% Sold*	68%	84%	91%	79%	
Low Rise Projects	18	208			
Low Rise Units	536	19,653			
% Sold*	58%	91%			

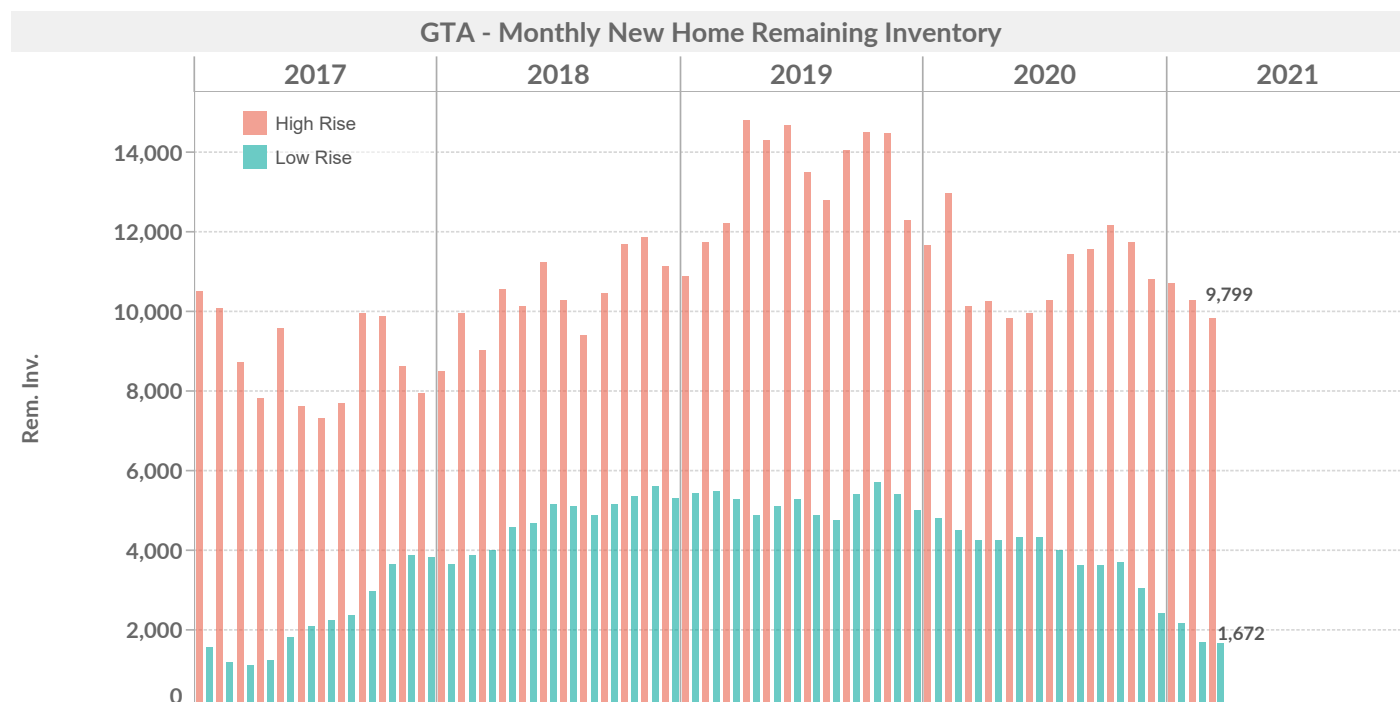
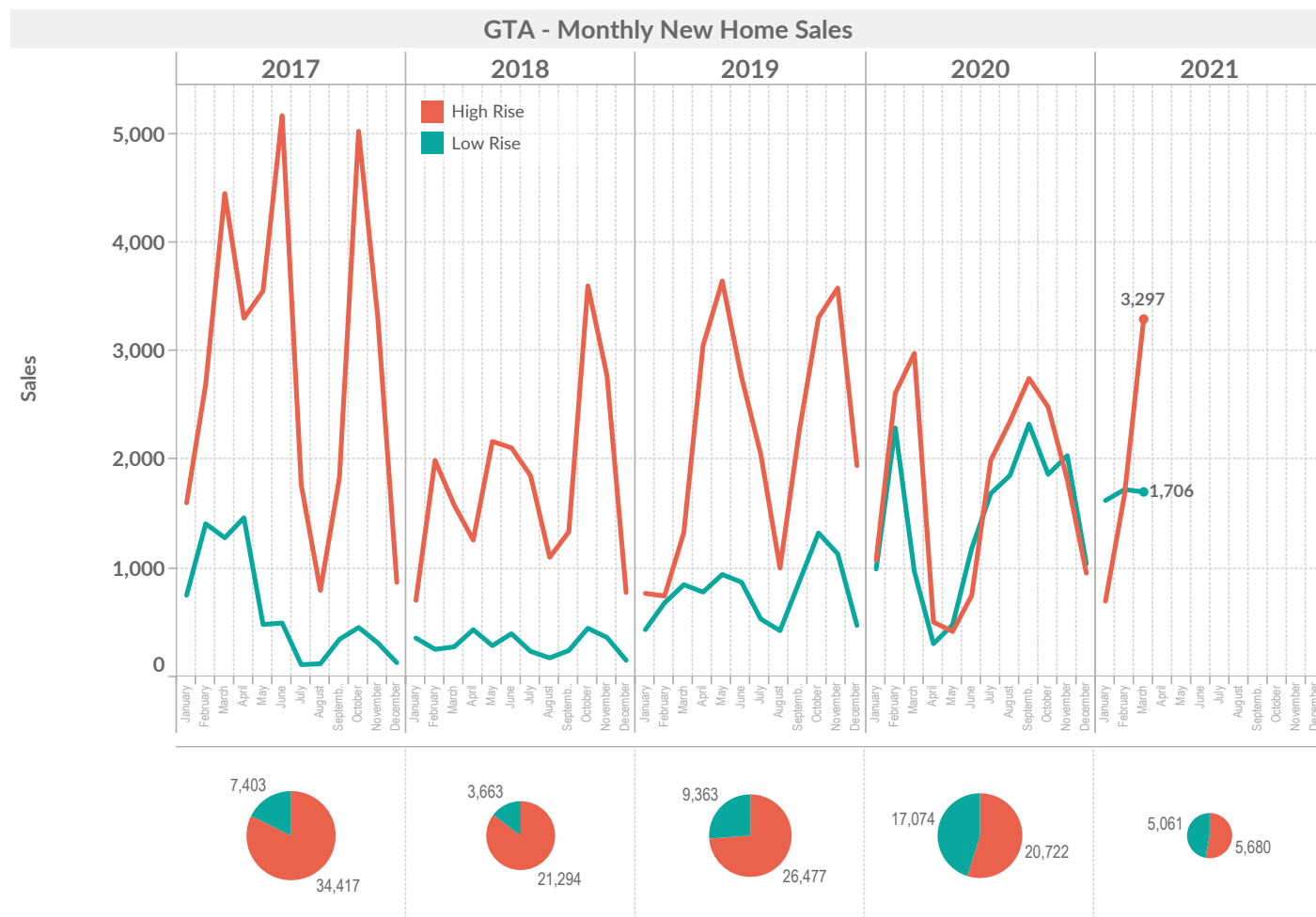
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

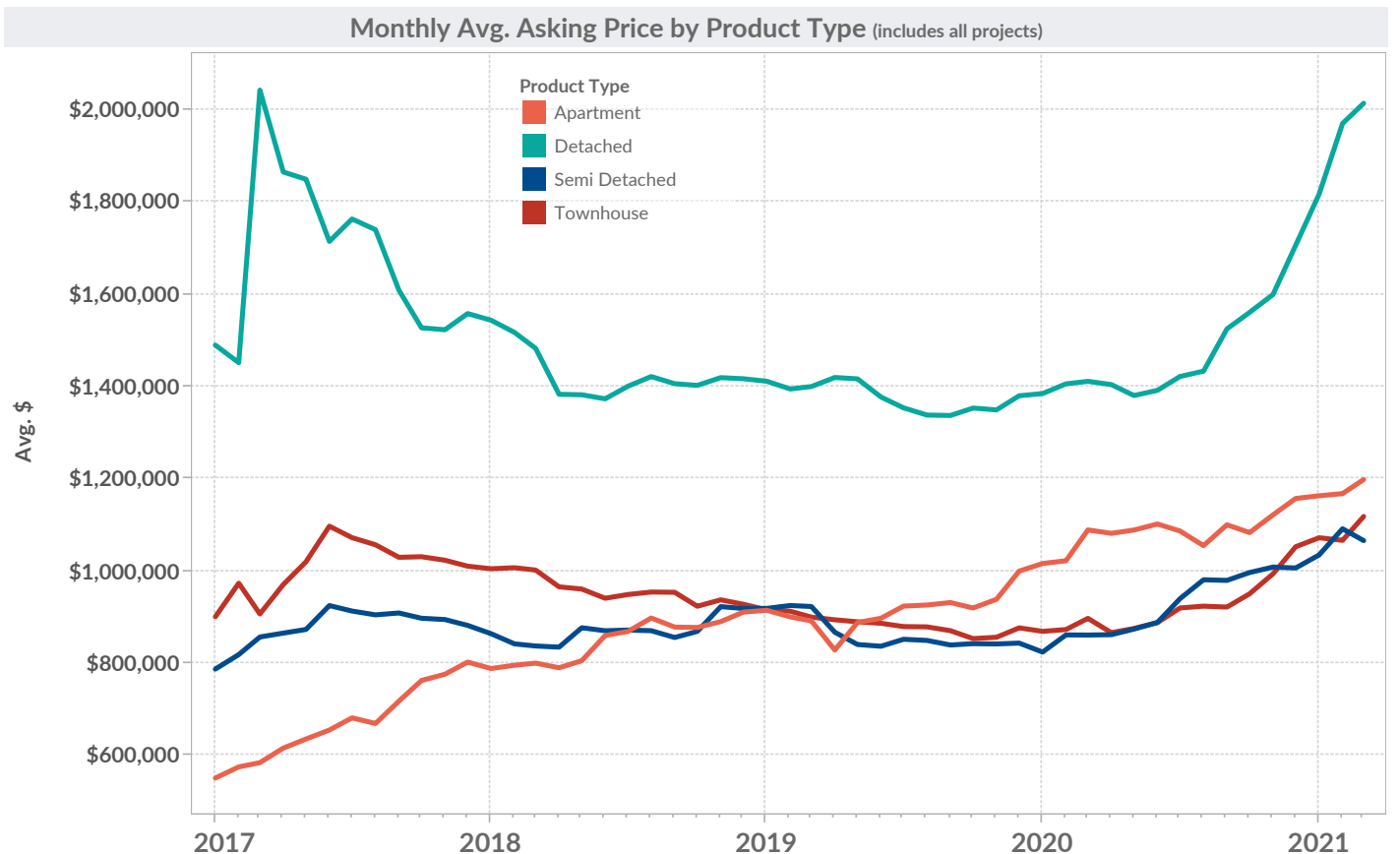
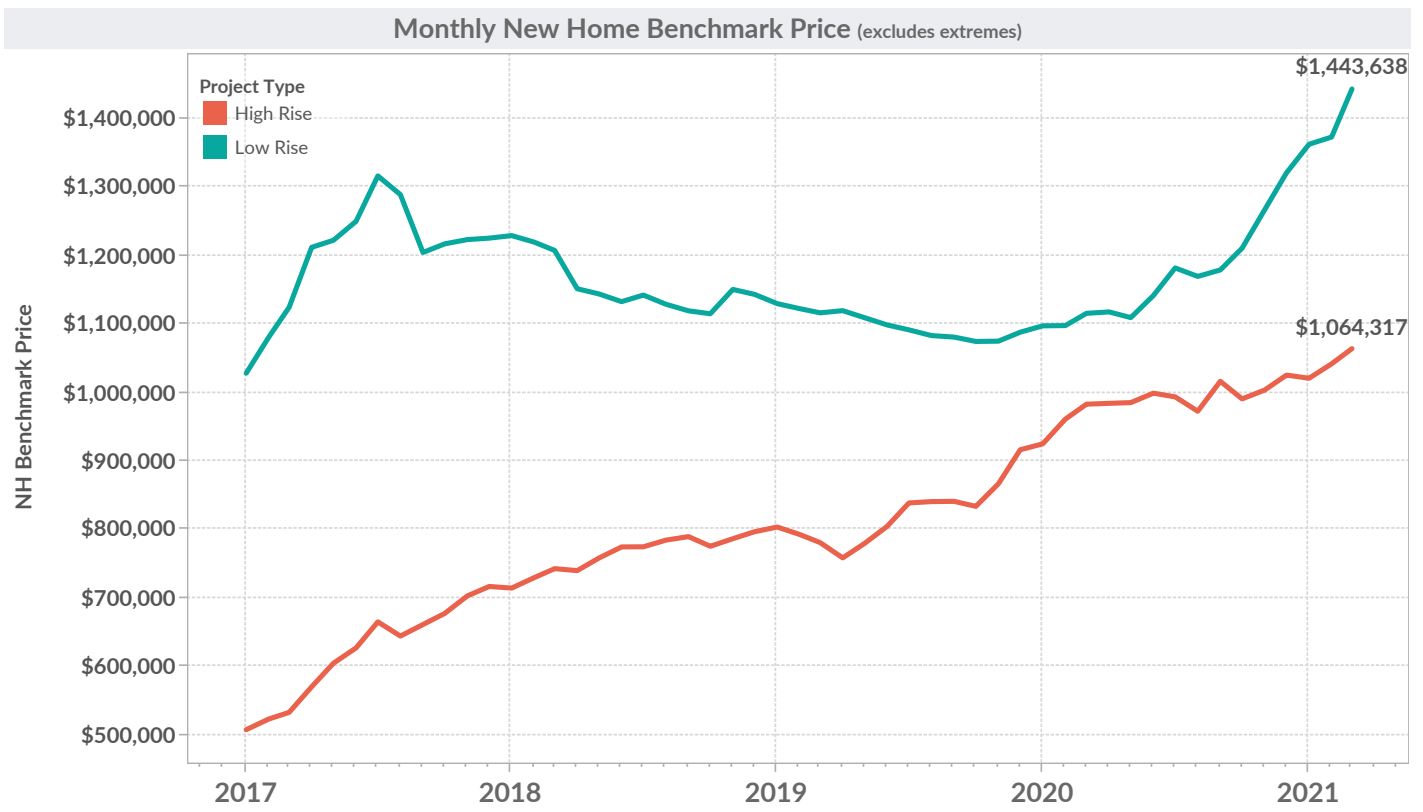
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

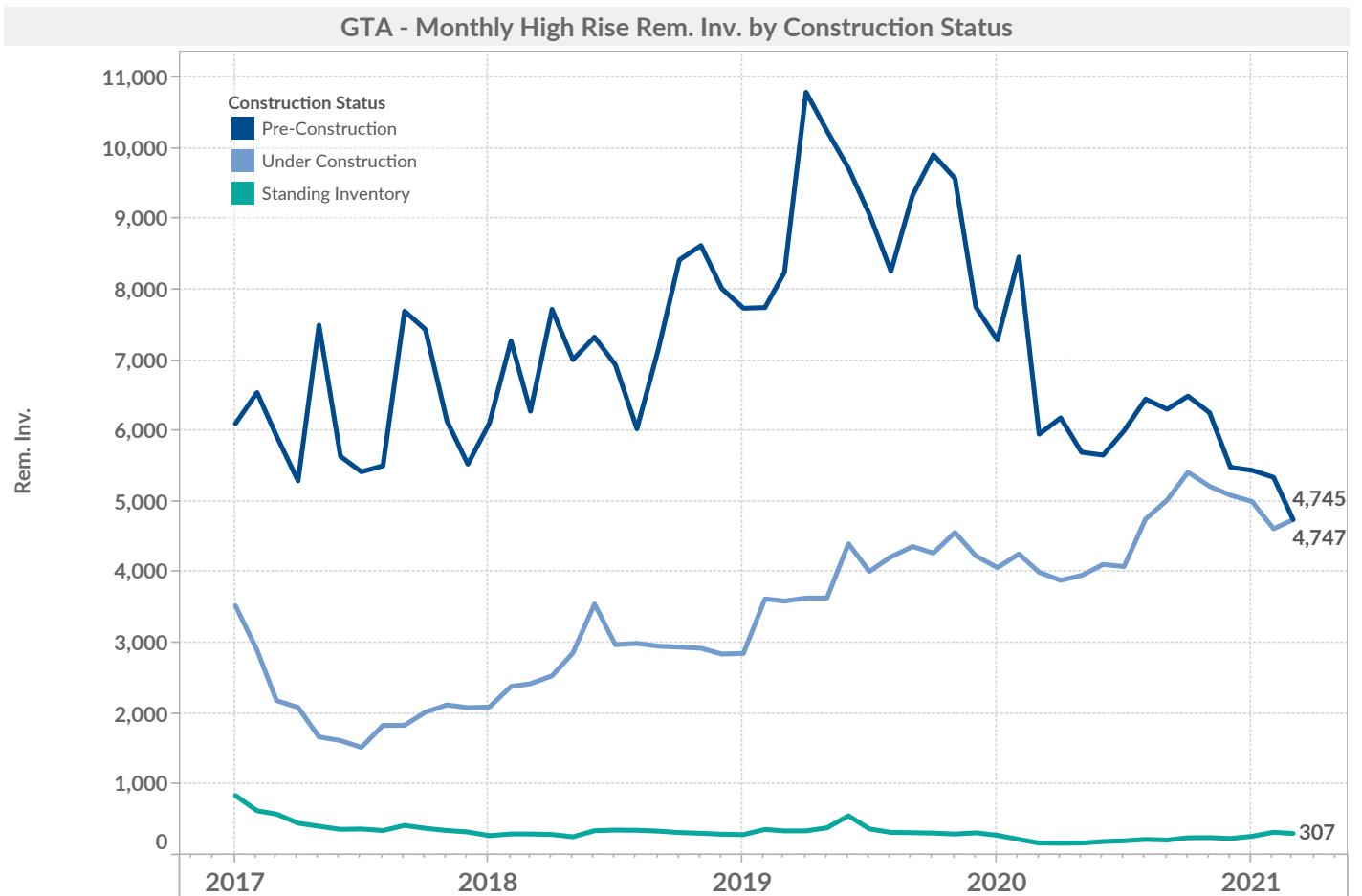
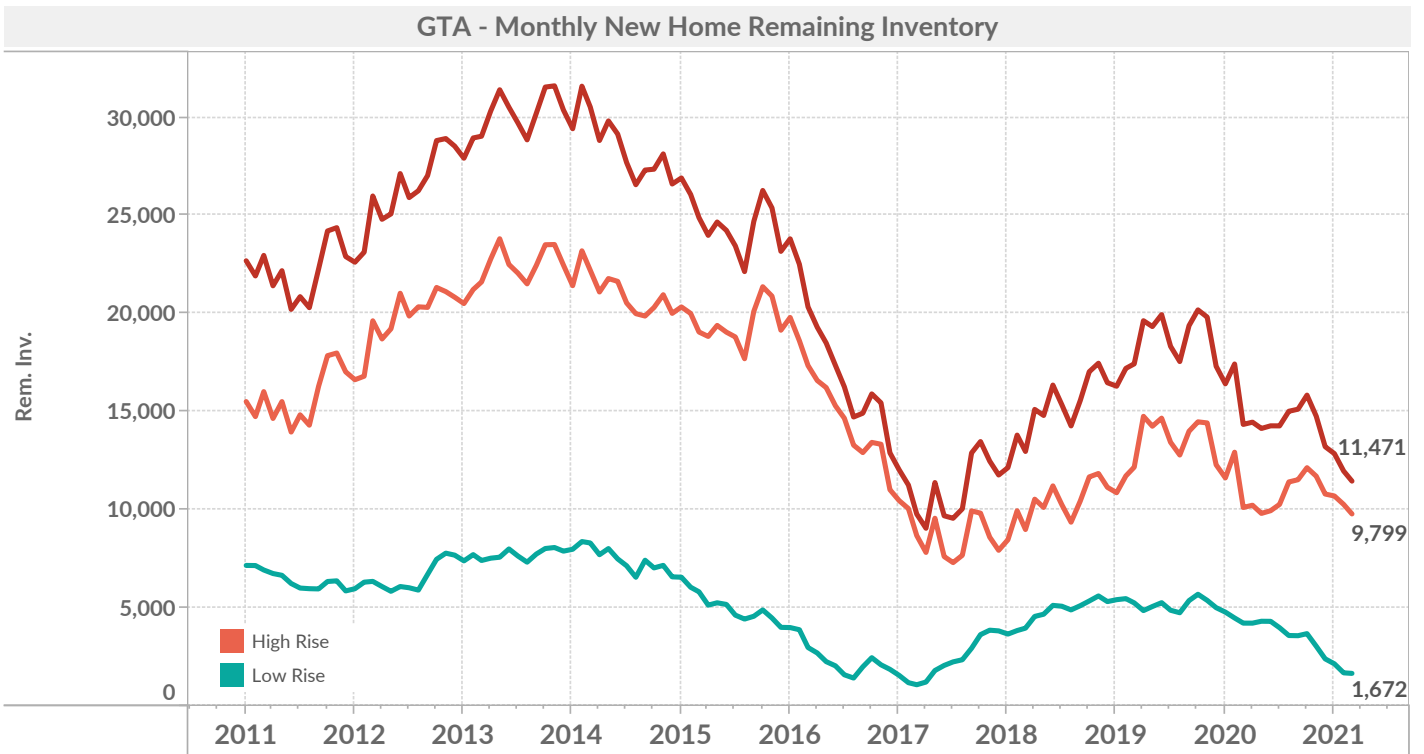
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

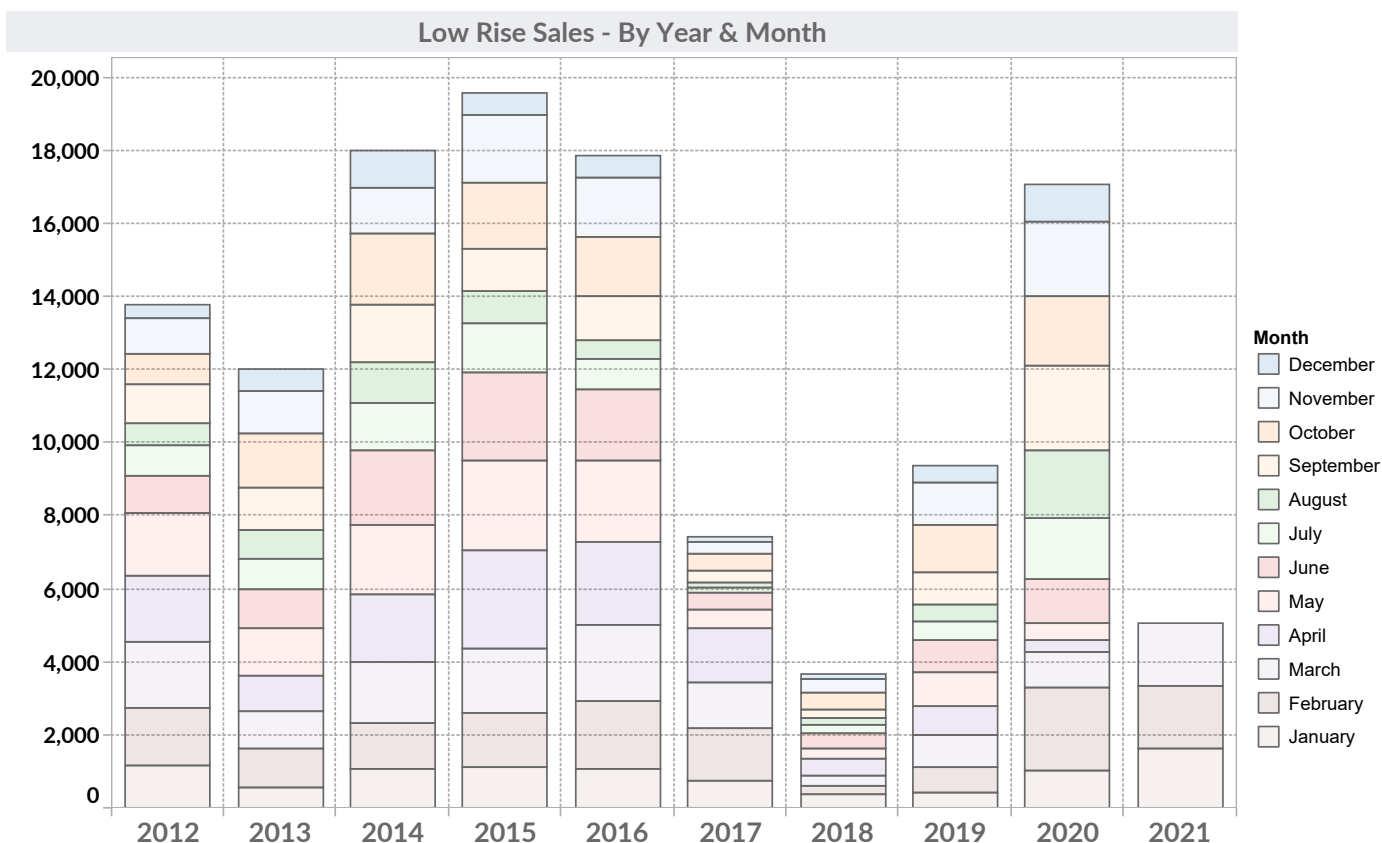
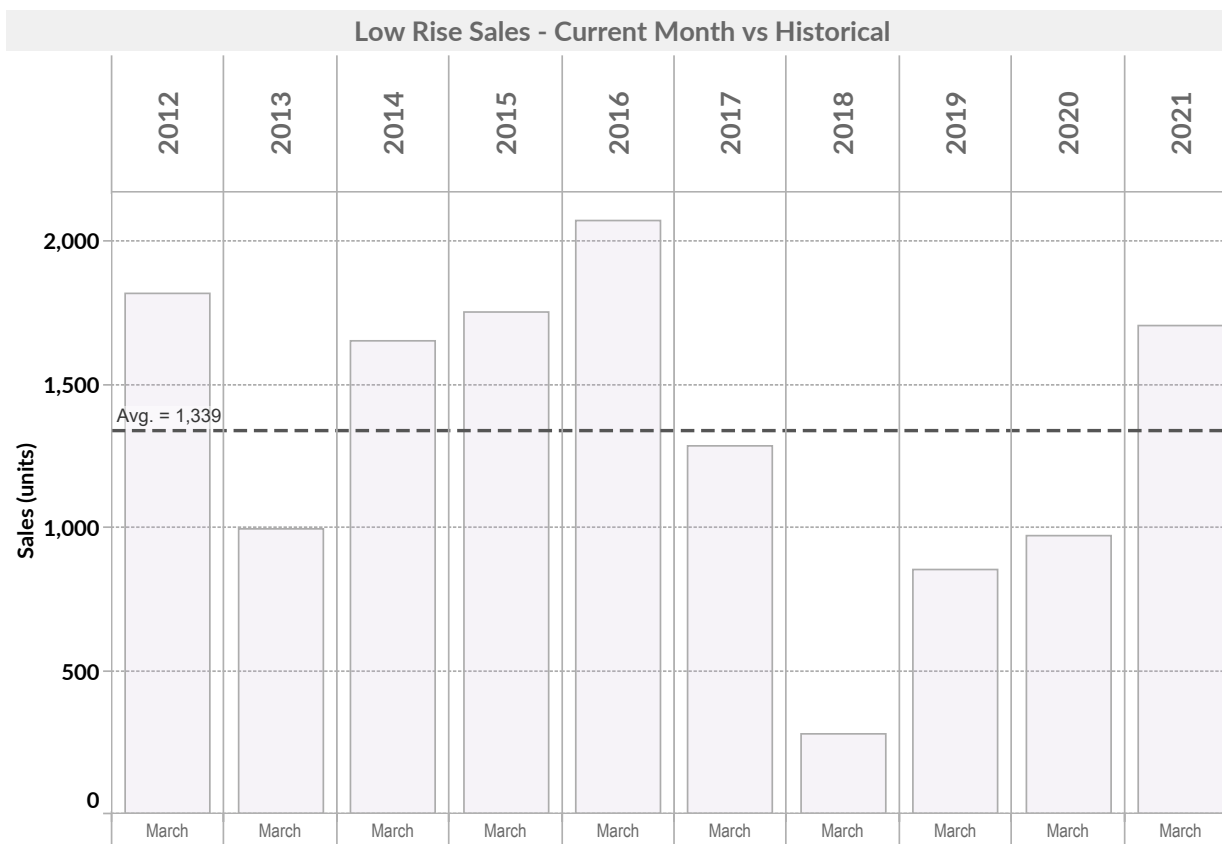




Remaining Inventory

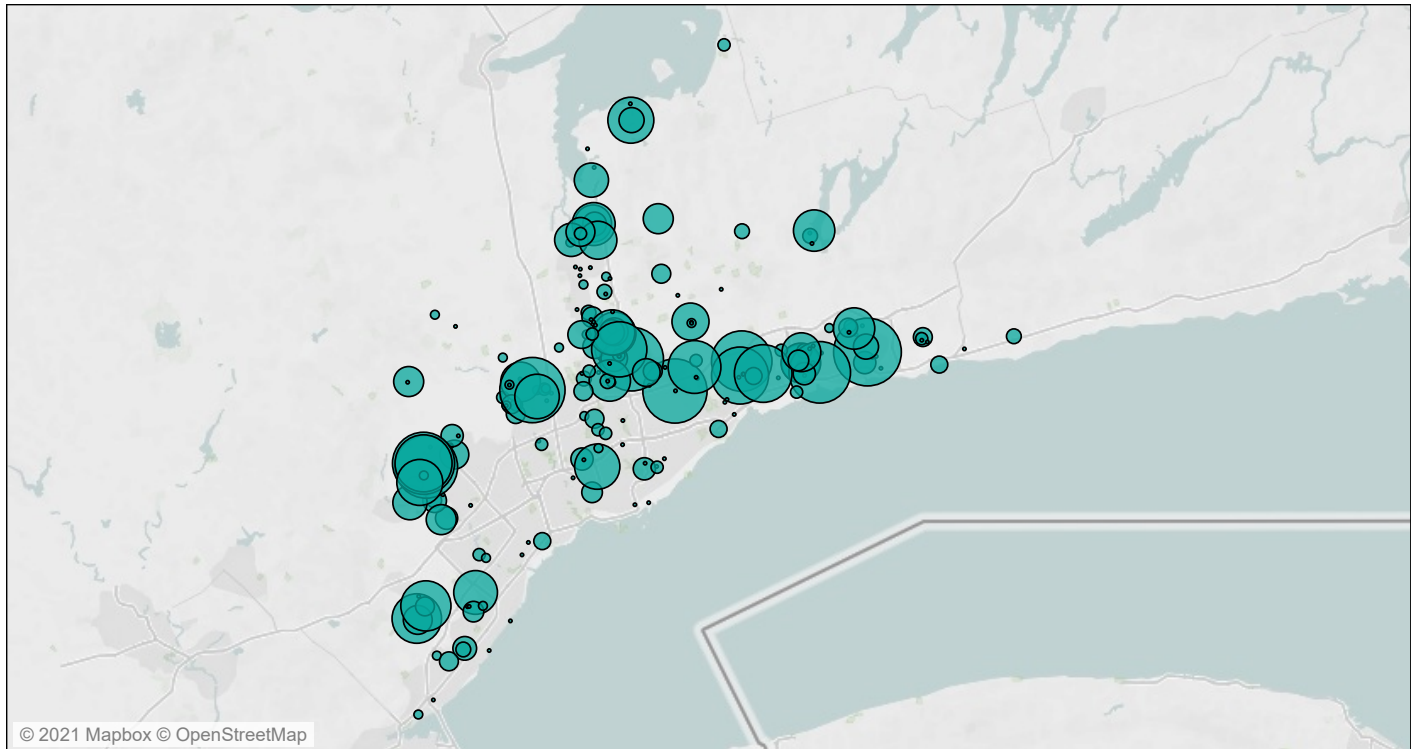


Historical Sales Comparison



Current Sites

GTA - Active Low Rise Sites by Current Month Sales



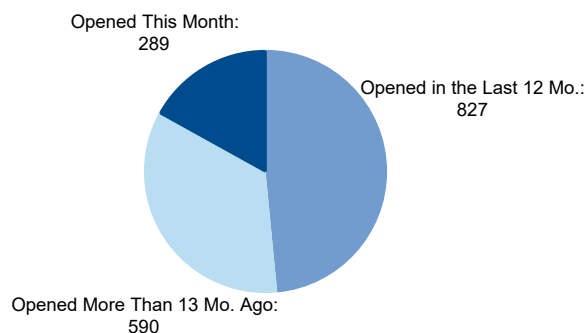
GTA - Top Sites by Current Month Sales



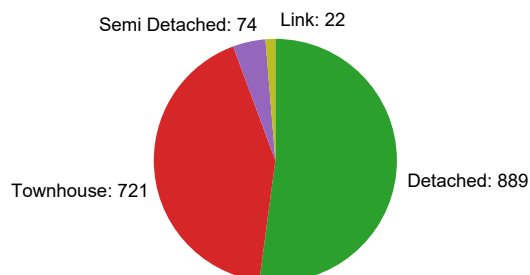
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

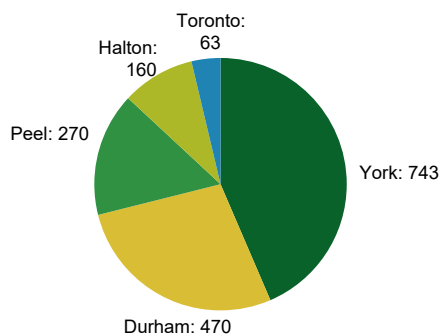
Sales by Opening Date



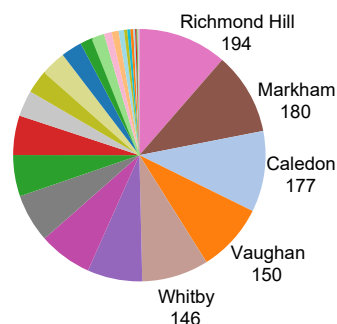
Sales by Product Type



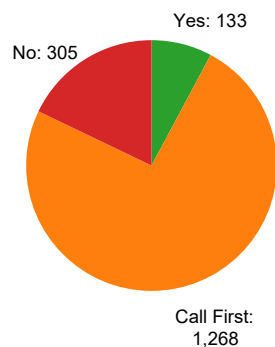
Sales by Region



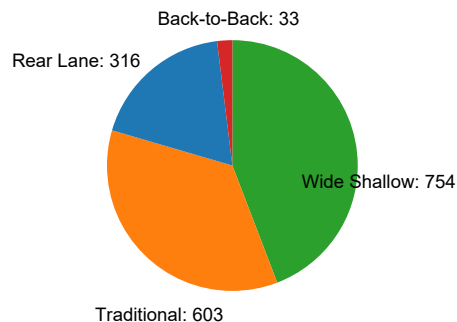
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



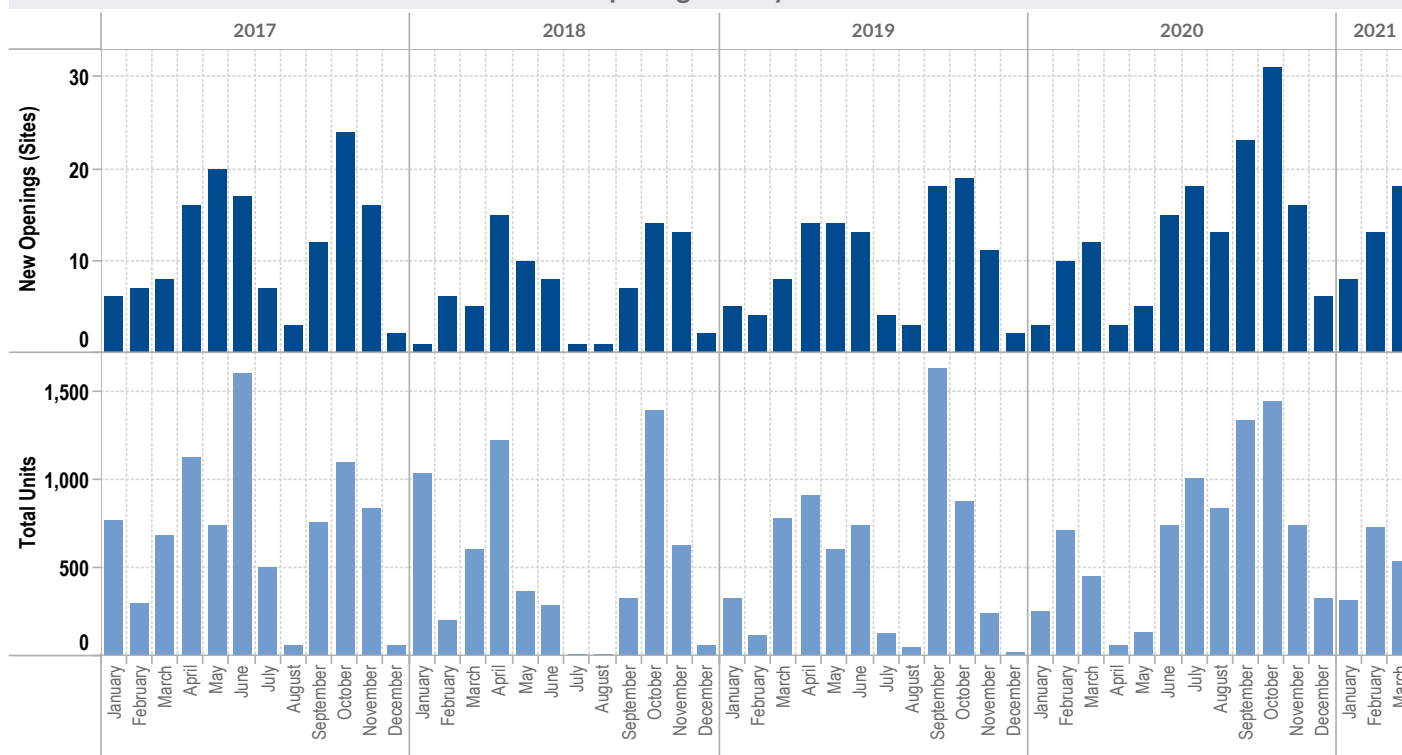
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Amber Woods - Stanford Homes	Freehold	Brampton	3/1/2021	23	20	3	
Duchess of Oxford - A1 Development	Freehold	Richmond Hill	3/1/2021	2	0	2	\$755
Victory Green - Remington Homes	Freehold	Markham	3/1/2021	63	60	3	\$545
Upper Joshua Creek - Mattamy Homes	Freehold	Oakville	3/4/2021	15	15	0	
Castles of Caledon - Mosaik Homes	Freehold	Caledon	3/8/2021	21	13	8	
Cityside - Opus Homes	Freehold	Whitchurch-Stouf..	3/13/2021	4	1	3	\$473
Queensville - Aspen Ridge Homes	Freehold	East Gwillimbury	3/13/2021	11	3	8	\$456
Queensville - CountryWide Homes	Freehold	East Gwillimbury	3/13/2021	3	2	1	\$432
Fields of Harmony - Greycrest Homes	Freehold	Oshawa	3/15/2021	44	20	24	
Whitby Meadows - Paradise Developments	Freehold	Whitby	3/16/2021	26	14	12	\$507
Churchill Valley Estates - Essence Homes	Freehold	Halton Hills	3/25/2021	23	17	6	\$668
Springwater - Mattamy Homes	Freehold	Markham	3/25/2021	66	47	19	\$644
Anchor Woods - Regal Crest Homes	Freehold	East Gwillimbury	3/27/2021	10	0	10	\$448
Fresh Urban Towns - Esquire Homes *	Condominium	Whitby	3/27/2021	38	0	38	\$451
Oakridge Meadows - Aspen Ridge Homes	Freehold	Richmond Hill	3/27/2021	60	30	30	\$651
Oakridge Meadows - CountryWide Homes	Freehold	Richmond Hill	3/27/2021	24	9	15	\$673
Oakridge Meadows - Regal Crest Homes	Freehold	Richmond Hill	3/27/2021	39	11	28	\$618
Oakridge Meadows - Royal Pine Homes	Freehold	Richmond Hill	3/27/2021	64	27	37	\$708
Grand Total				536	289	247	\$597

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		%		%	
Mattamy Homes	47	119	192										358	7.1%		7.1%	
Stafford Homes	112	38	61										211	4.2%		11.2%	
Laurier Homes and Yorkwood Homes		141	58										199	3.9%		15.2%	
Marlin Spring	42	76	81										199	3.9%		19.1%	
Treasure Hill	27	70	97										194	3.8%		22.9%	
CountryWide Homes	73	70	38										181	3.6%		26.5%	
Remington Homes	71	34	61										166	3.3%		29.8%	
Paradise Developments	74	45	31										150	3.0%		32.8%	
Fernbrook Homes	24	48	62										134	2.6%		35.4%	
Regal Crest Homes	48	26	48										122	2.4%		37.8%	
Lebovic Homes	39	31	48										118	2.3%		40.2%	
Coughlan Homes	24	44	49										117	2.3%		42.5%	
Fieldgate Homes	41	51	25										117	2.3%		44.8%	
Zancor Homes	19	37	57										113	2.2%		47.0%	
Aspen Ridge Homes	13	23	74										110	2.2%		49.2%	
Andrin Homes	55	35	18										108	2.1%		51.3%	
Great Gulf	43	37	28										108	2.1%		53.4%	
Sorbara	54	31	22										107	2.1%		55.6%	
Stateview Homes	4	79											83	1.6%		57.2%	
Sundial Homes	28	33	21										82	1.6%		58.8%	
Context Developments and Metropia		48	30										78	1.5%		60.4%	
Heathwood Homes	32	22	24										78	1.5%		61.9%	
	1,627	1,728	1,706										5,061				

Top Builders - Last 12 Months

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

Builder	2020									2021			Total	Market Share		Cum. Mkt. Share	
	April	May	June	July	August	September	October	November	December	January	February	March		%		%	
Mattamy Homes	53	78	139	200	209	117	84	132	28	47	119	192	1,398	7.8%		7.8%	
Treasure Hill	8	5	37	23	205	166	77	46	16	27	70	97	777	4.3%		12.2%	
Primont Homes	7	3	135	103	28	35	54	66	60	25	7	43	566	3.2%		15.3%	
Paradise Developments	0	74	66	50	43	98	33	22	12	74	45	31	548	3.1%		18.4%	
Remington Homes	0	16	65	47	91	41	42	45	18	71	34	61	531	3.0%		21.4%	
Great Gulf	0	16	33	47	86	52	74	44	28	43	37	28	488	2.7%		24.1%	
Aspen Ridge Homes	5	10	52	59	43	36	47	90	34	13	23	74	486	2.7%		26.8%	
Tribute Communities	12	9	24	53	87	58	65	43	53	55	11	7	477	2.7%		29.5%	
CountryWide Homes	3	12	33	25	24	40	39	51	35	73	70	38	443	2.5%		32.0%	
Marlin Spring	0	0	2	94	68	21	7	6	44	42	76	81	441	2.5%		34.4%	
Fieldgate Homes	7	17	29	29	68	33	55	32	43	41	51	25	430	2.4%		36.8%	
Andrin Homes	0	0	11	12	14	97	20	100	42	55	35	18	404	2.3%		39.1%	
Stateview Homes	75	3	4	5	5	96	0	92	6	4	79		369	2.1%		41.2%	
Regal Crest Homes	2	8	13	21	21	13	86	30	30	48	26	48	346	1.9%		43.1%	
Stafford Homes	0	3	2	0	0	0	0	98	11	112	38	61	325	1.8%		44.9%	
Linvest	1	5	20	38	44	41	52	22	21	0	2	73	319	1.8%		46.7%	
Fernbrook Homes	0	1	6	24	8	11	74	33	12	24	48	62	303	1.7%		48.4%	
Arista Homes	3	2	2	4	15	57	48	70	35	27	0	2	265	1.5%		49.9%	
Zancor Homes	0	0	0	0	0	0	60	59	22	19	37	57	254	1.4%		51.3%	
Poetry Living	3	2	1	72	2	129	4	2	1	0	4	0	220	1.2%		52.5%	
Sorbara	0	0	1	11	4	7	10	63	14	54	31	22	217	1.2%		53.8%	
Ballymore Homes	1	0	18	5	15	35	20	30	28	29	21	14	216	1.2%		55.0%	
	309	482	1,185	1,692	1,857	2,330	1,868	2,040	1,046	1,627	1,728	1,706	17,870				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 March
Kingsview Ridge - Treasure Hill	Oshawa	Detached	30'	1
			36'	0
			40'	2
		Townhouse	18'	26
			20'	39
		Total		68
Klein Estates - Lindvest	Vaughan	Detached	42'	37
			50'	26
		Total		63
Victory Green - Remington Homes	Markham	Detached	36'	1
			41'	0
		Townhouse	20'	60
		Total		61
Springwater - Mattamy Homes	Markham	Detached	30'	16
			38'	31
		Townhouse	22'	10
			23'	3
		Total		60
Caledon Trails - Laurier Homes and Yorkwood Homes	Caledon	Detached	36'	5
			42'	29
		Semi Detached	25'	4
		Townhouse	20'	20
		Total		58
Caledon Club - Zancor Homes	Caledon	Detached	30'	15
			38'	25
		Townhouse	20'	17
		Total		57
Highbury Gardens - Stafford Homes	Whitby	Detached	34'	4
		Townhouse	20'	52
		Total		56
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	17
			36'	24
			43'	13
		Townhouse	20'	0
			21'	0
			23'	0
		Total		54
Enclave - Coughlan Homes	Ajax	Townhouse	25'	40
			26'	9
		Total		49
Caledon Club - Fernbrook Homes	Caledon	Detached	30'	12
			38'	26
		Townhouse	20'	10
		Total		48

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	March 2021					March 2020				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	4			49	53	6		4	3	13
	Brock	2			0	2	10			8	18
	Clarington	11			4	15	25	2	0	32	59
	Oshawa	9	20		88	117	7		0	65	72
	Pickering	87		15	4	106	12		5	24	41
	Scugog	28	0		0	28	1	3		4	8
	Uxbridge	0			3	3	0			1	1
	Whitby	40		16	90	146	25	4	5	11	45
	Total	181	20	31	238	470	86	9	14	148	257
Halton	Burlington			2	5	7	1		39	8	48
	Halton Hills	17				17	19		8		27
	Milton	57		7	26	90	24		4	7	35
	Oakville	31			15	46	42			3	45
	Total	105		9	46	160	86		51	18	155
Peel	Brampton	40		9	37	86	43	0	21	70	134
	Caledon	126		4	47	177	10			1	11
	Mississauga	5		0	2	7	0		1	1	2
	Total	171		13	86	270	53	0	22	72	147
Toronto	East York										
	Etobicoke						0			8	8
	North York	2			51	53	1			36	37
	Old Toronto			6	0	6				0	0
	Scarborough	2		2		4	1				1
	York										
	Total	4		8	51	63	2			44	46
York	Aurora	9			3	12	29			0	29
	East Gwillimbury	107		10	3	120	57		15	15	87
	Georgina	57			0	57	13		0	9	22
	King	2				2	0			0	0
	Markham	71	2		107	180	5	0	14	72	91
	Newmarket	1	0	1	0	2	3	0		27	30
	Richmond Hill	66	0	2	126	194	18	0	4	7	29
	Vaughan	105		0	45	150	29	0	0	26	55
	Whitchurch-Stouffville	10			16	26	16			9	25
	Total	428	2	13	300	743	170	0	33	165	368
Grand Total		889	22	74	721	1,706	397	9	120	447	973

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	93		12	310	415	11			70	81
	Brock	68			41	109	0			0	0
	Clarington	494	20	7	356	877	18			23	41
	Oshawa	395	20	4	755	1,174	14	24		21	59
	Pickering	410		50	312	772	10		42	1	53
	Scugog	157	20		66	243	16	5		1	22
	Uxbridge	5		46	39	90	23			0	23
	Whitby	909	31	105	936	1,981	37		28	72	137
	Total	2,531	91	224	2,815	5,661	129	29	70	188	416
Halton	Burlington	2		4	113	119			0	17	17
	Halton Hills	186		43	113	342	6				6
	Milton	409		69	379	857	9		1	0	10
	Oakville	802			160	962	58			10	68
	Total	1,399		116	765	2,280	73		1	27	101
Peel	Brampton	972	4	163	631	1,770	55		3	63	121
	Caledon	794		46	253	1,093	52		0	27	79
	Mississauga	34		8	51	93	2		1	64	67
	Total	1,800	4	217	935	2,956	109		4	154	267
Toronto	East York										
	Etobicoke	2			39	41					
	North York	34			220	254	20			67	87
	Old Toronto			22	12	34			6	12	18
	Scarborough	13		19	16	48	4		1		5
	York										
	Total	49		41	287	377	24		7	79	110
York	Aurora	215			18	233	20			1	21
	East Gwillimbury	734		94	151	979	102		16	16	134
	Georgina	448		11	20	479	0			2	2
	King	46			9	55	7				7
	Markham	508	20	96	1,175	1,799	59	0		54	113
	Newmarket	80	18	28	122	248	5	2	0	2	9
	Richmond Hill	314	2	80	873	1,269	106	0	10	207	323
	Vaughan	609	17	10	554	1,190	94		4	55	153
	Whitchurch-Stouffville	232			112	344	6			10	16
	Total	3,186	57	319	3,034	6,596	399	2	30	347	778
Grand Total	8,965	152	917	7,836	17,870	734	31	112	795	1,672	

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