



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of April 2021

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-21		Apr-20		Change
High Rise	3,619		508		612.4%
Low Rise	1,020		309		230.1%
Total	4,639		817		467.8%
Year to Date Sales	Jan.-Apr. 2021		Jan.-Apr. 2020		Y/Y Change
High Rise	9,606		7,180		33.8%
Low Rise	6,118		4,573		33.8%
Total	15,724		11,753		33.8%
Year to Date Supply	Jan.-Apr. 2021		Jan.-Apr. 2020		Y/Y Change
High Rise	8,298		5,666		46.5%
Low Rise	5,564		3,785		47.0%
Total	13,862		9,451		46.7%
Year to Date Completions	Jan.-Apr. 2021		Jan.-Apr. 2020		Y/Y Change
High Rise	6,522		7,875		-17.2%
Remaining Inventory	Apr-21	Mar-21	Apr-20	M/M Change	Y/Y Change
High Rise	10,715	9,628	10,230	11.3%	4.7%
Low Rise	1,856	1,718	4,235	8.0%	-56.2%
Total	12,571	11,346	14,465	10.8%	-13.1%
Benchmark Price	Apr-21	Mar-21	Apr-20	M/M Change	Y/Y Change
High Rise	\$1,058,432	\$1,064,317	\$984,369	-0.6%	7.5%
Low Rise	\$1,395,190	\$1,443,638	\$1,117,955	-3.4%	24.8%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	17	340	307	128	
High Rise Units	4,778	92,806	84,419	32,227	
% Sold*	59%	84%	92%	77%	
Low Rise Projects	15	205			
Low Rise Units	495	20,047			
% Sold*	57%	91%			

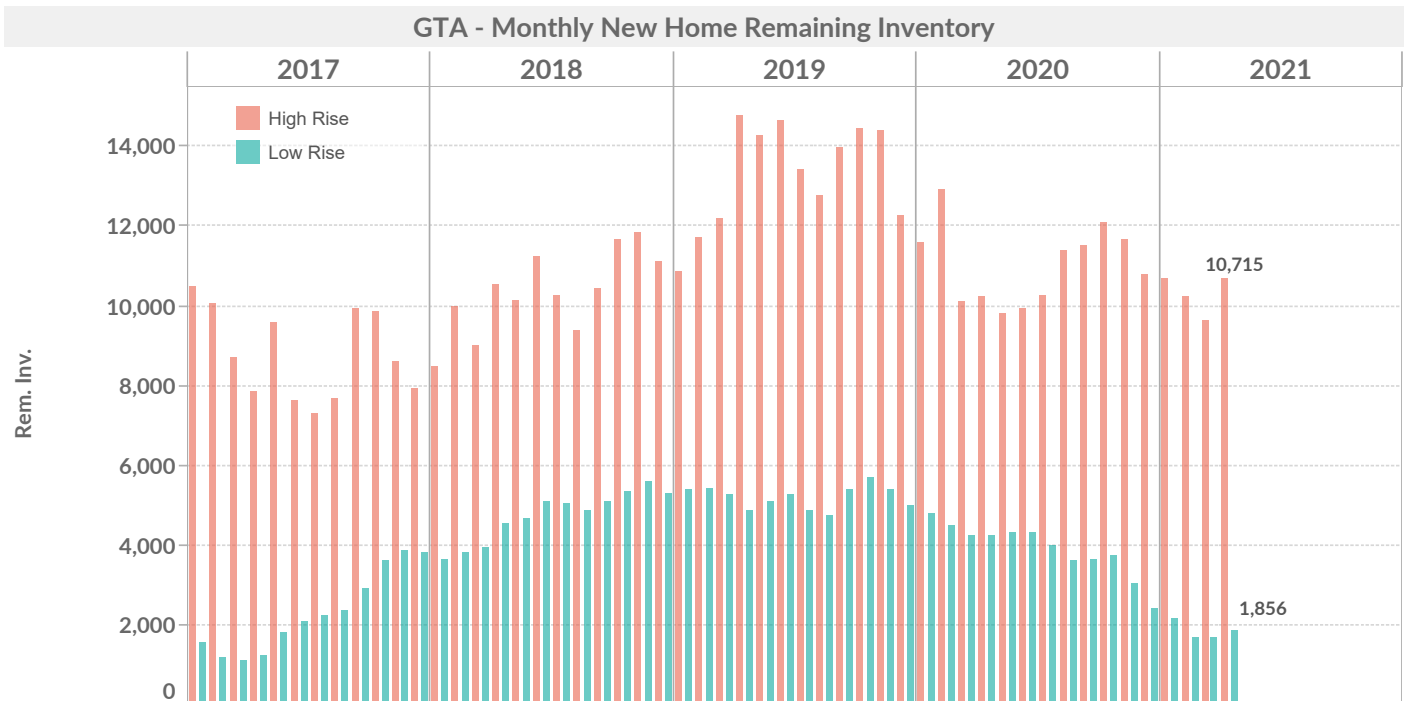
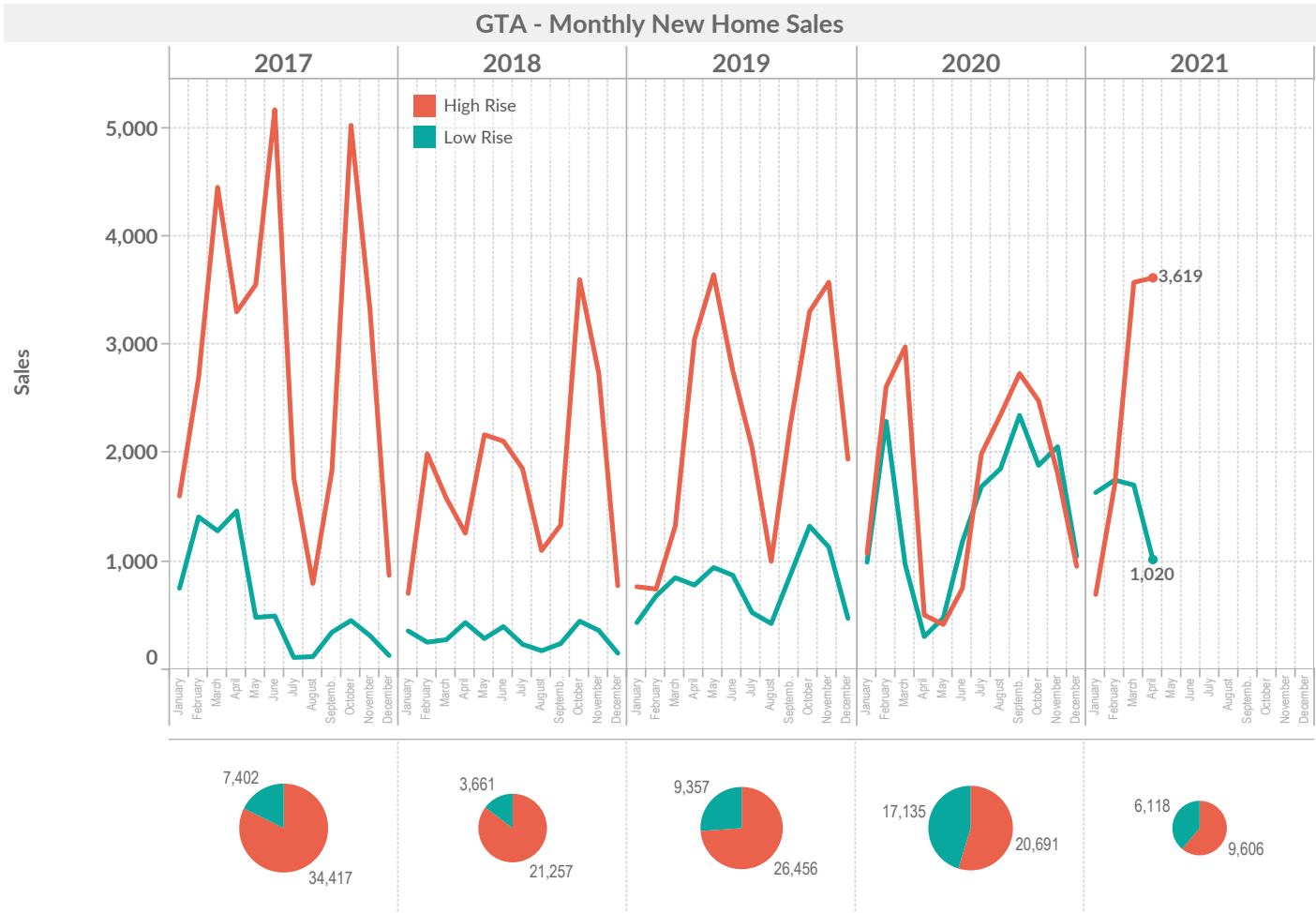
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

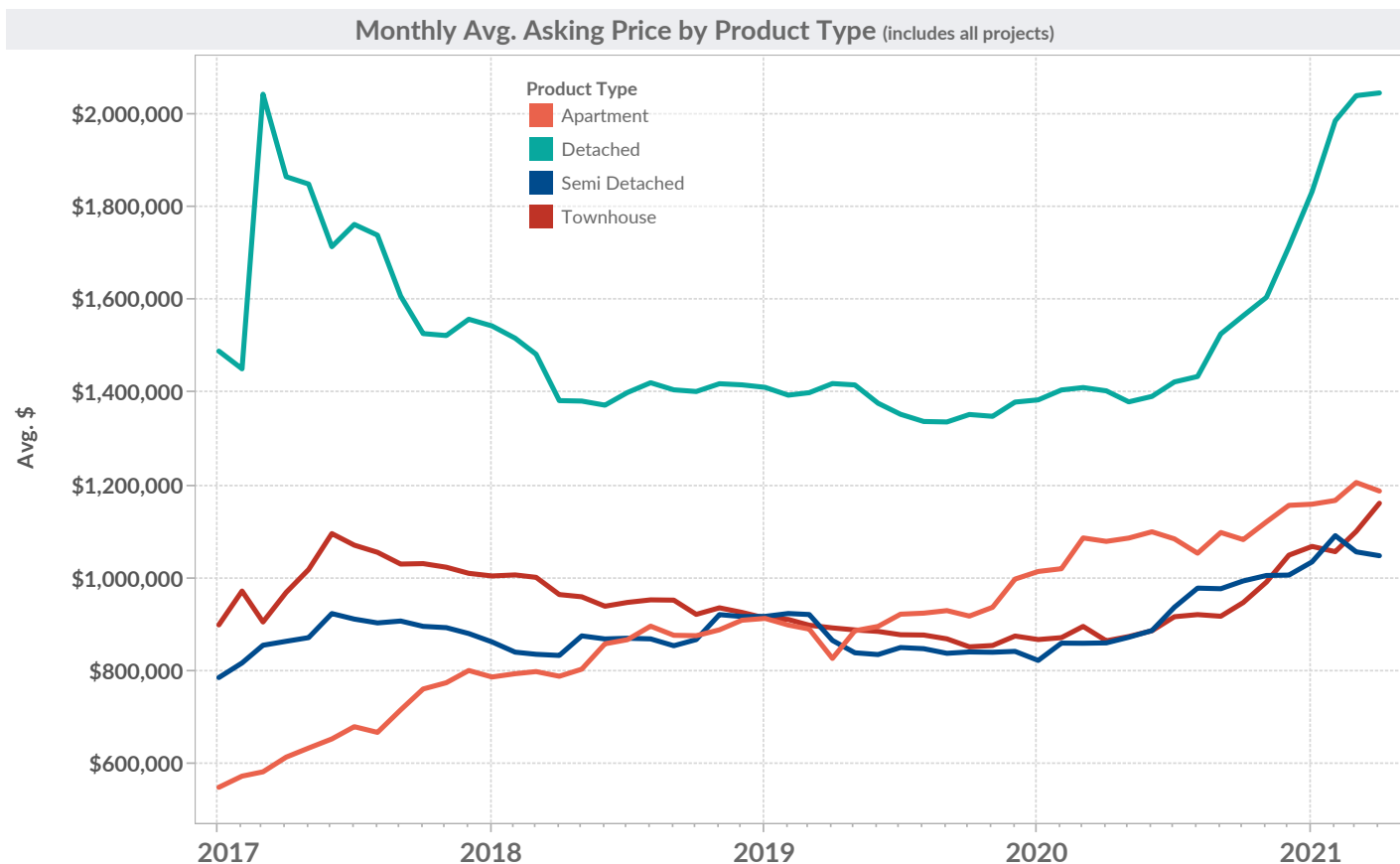
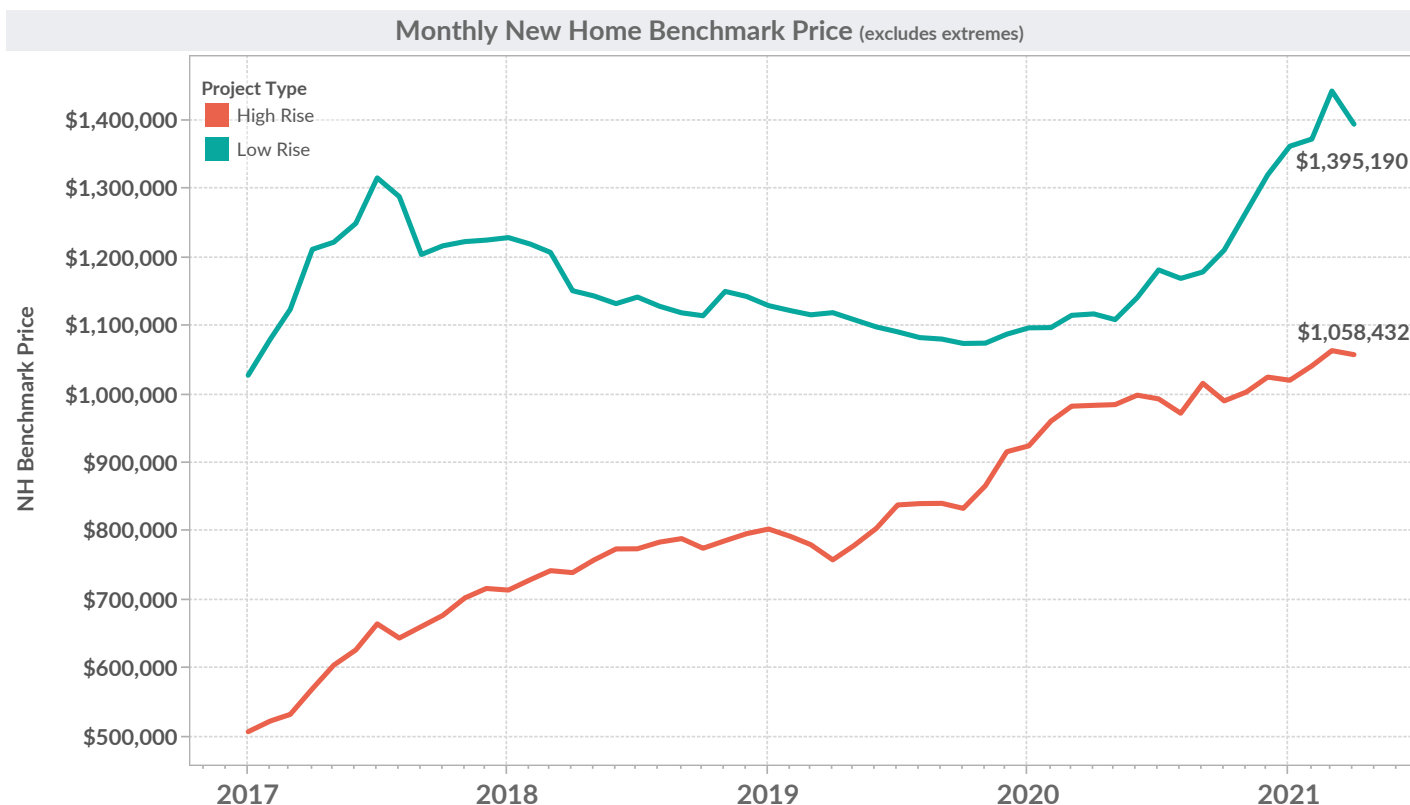
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

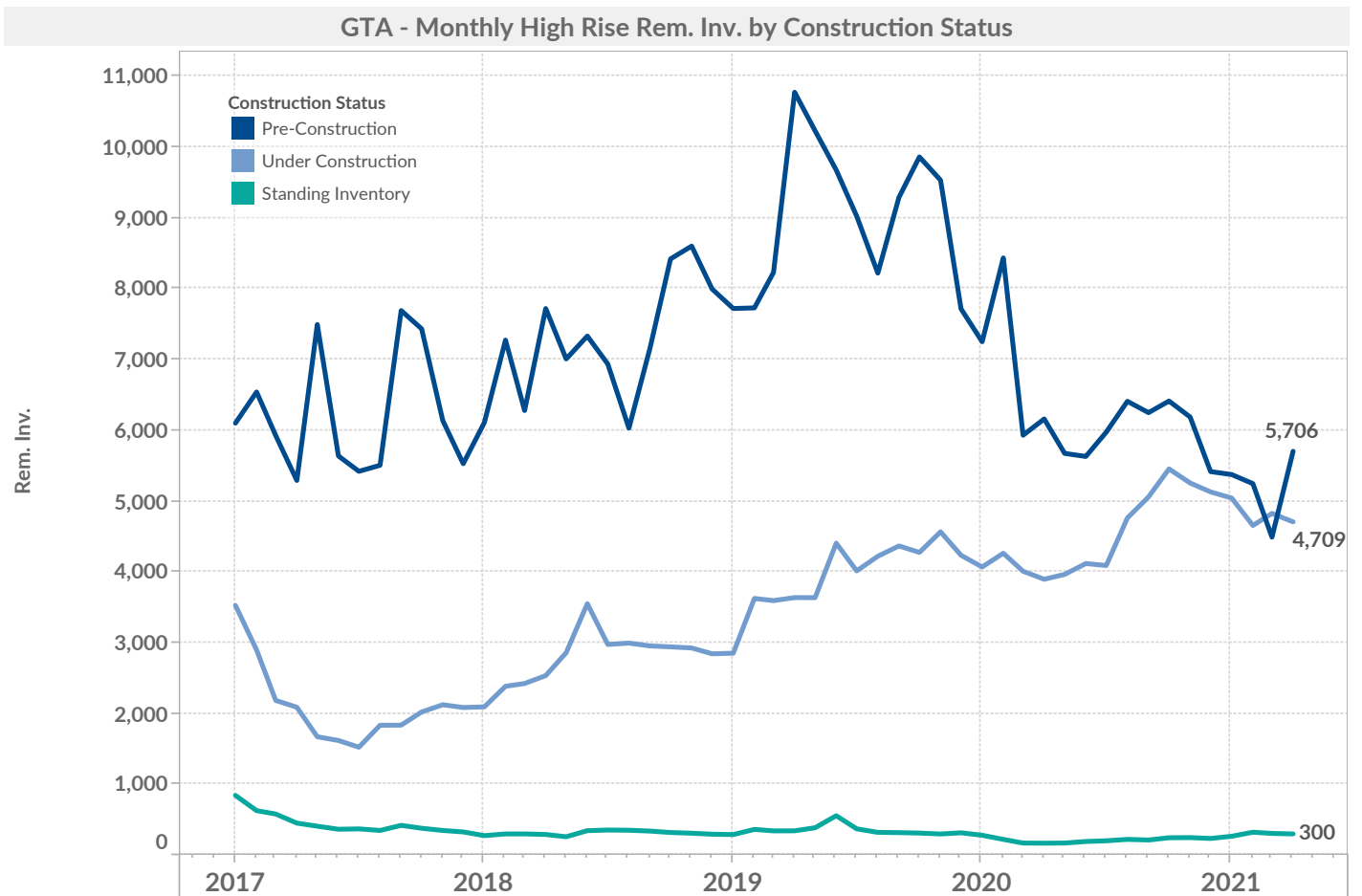
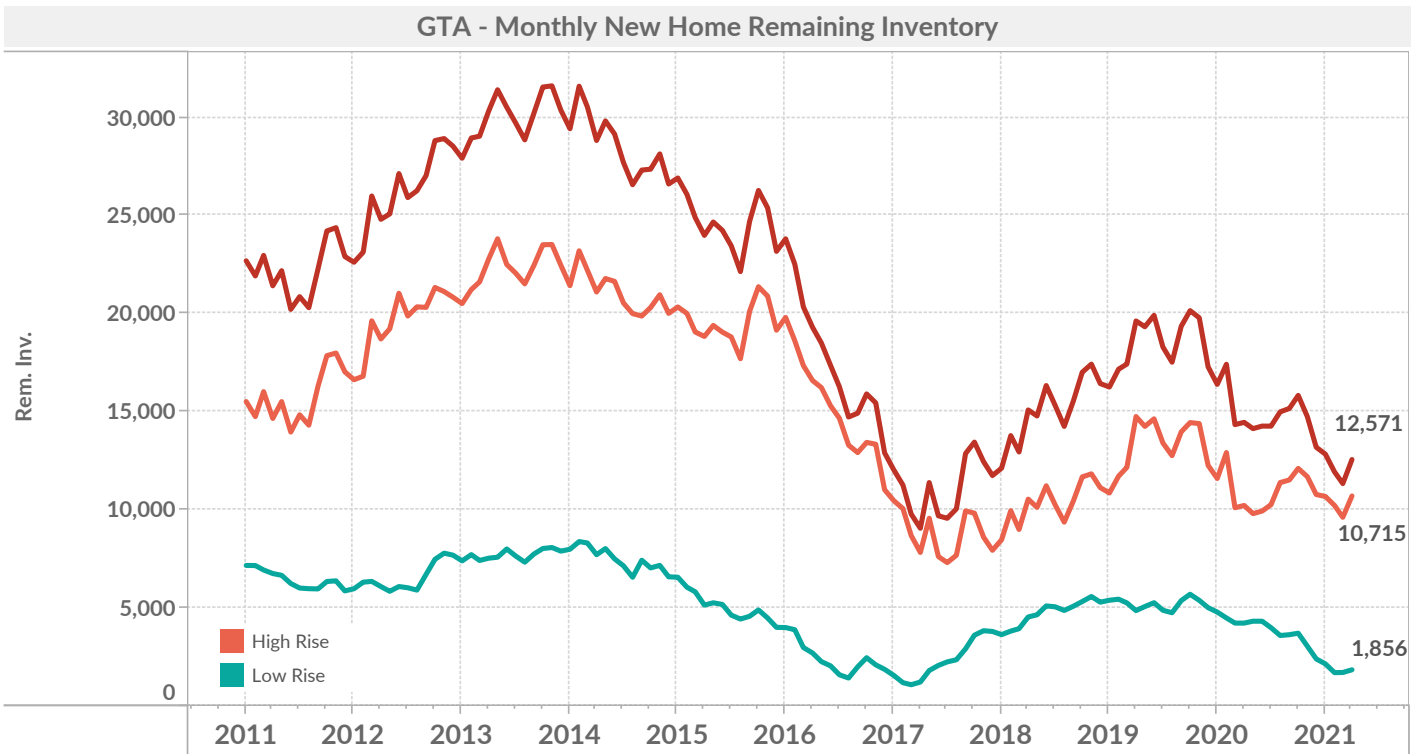
Sales & Remaining Inventory



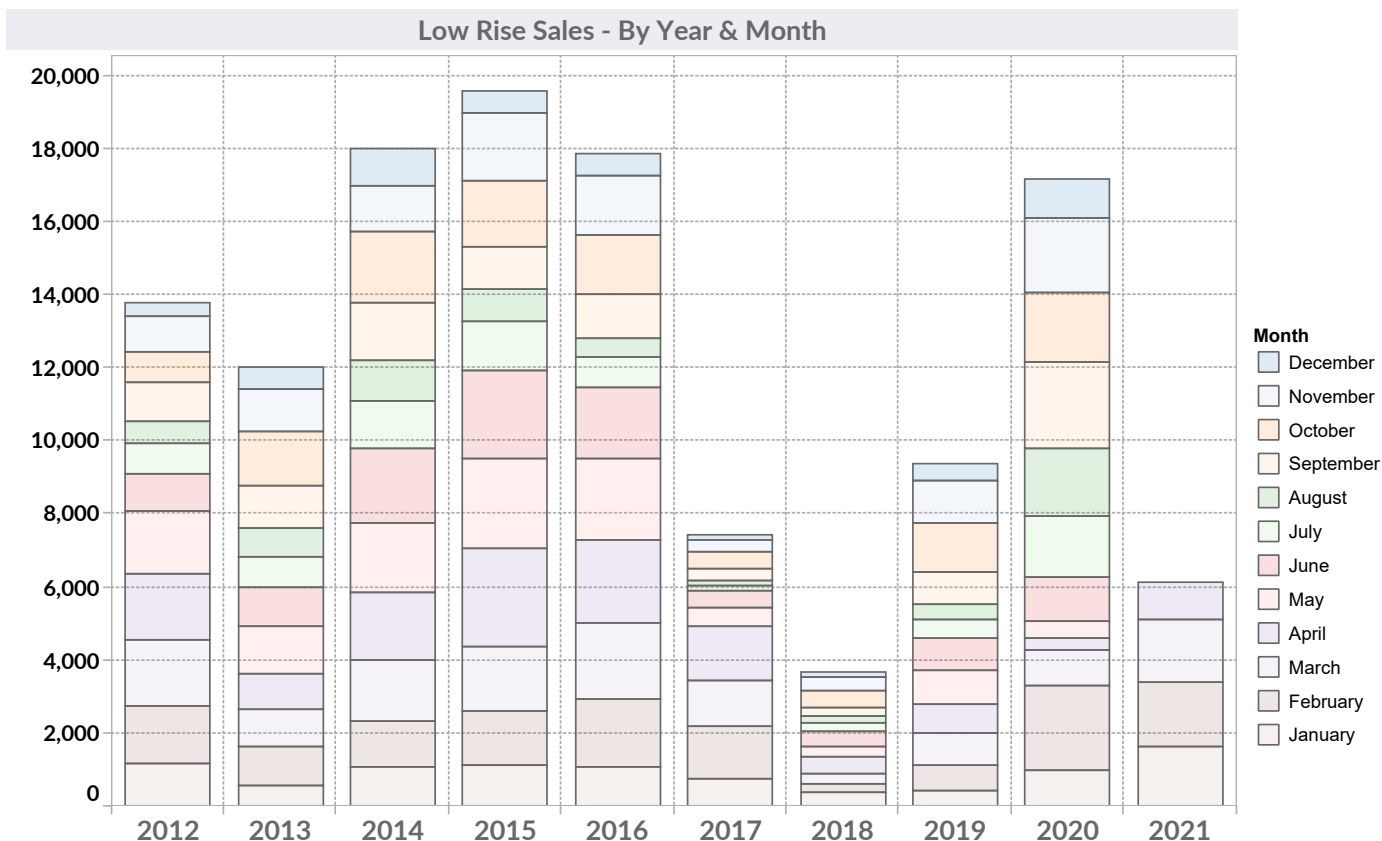
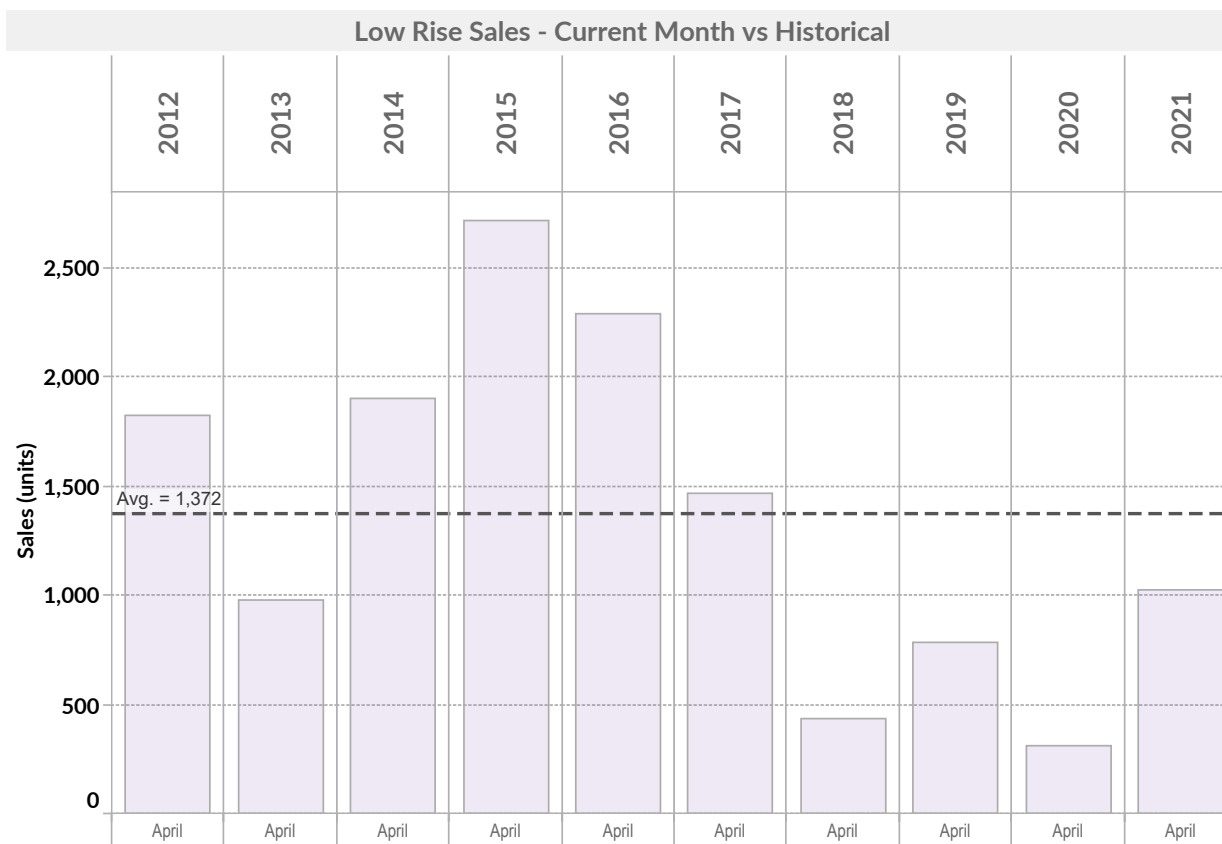
Pricing



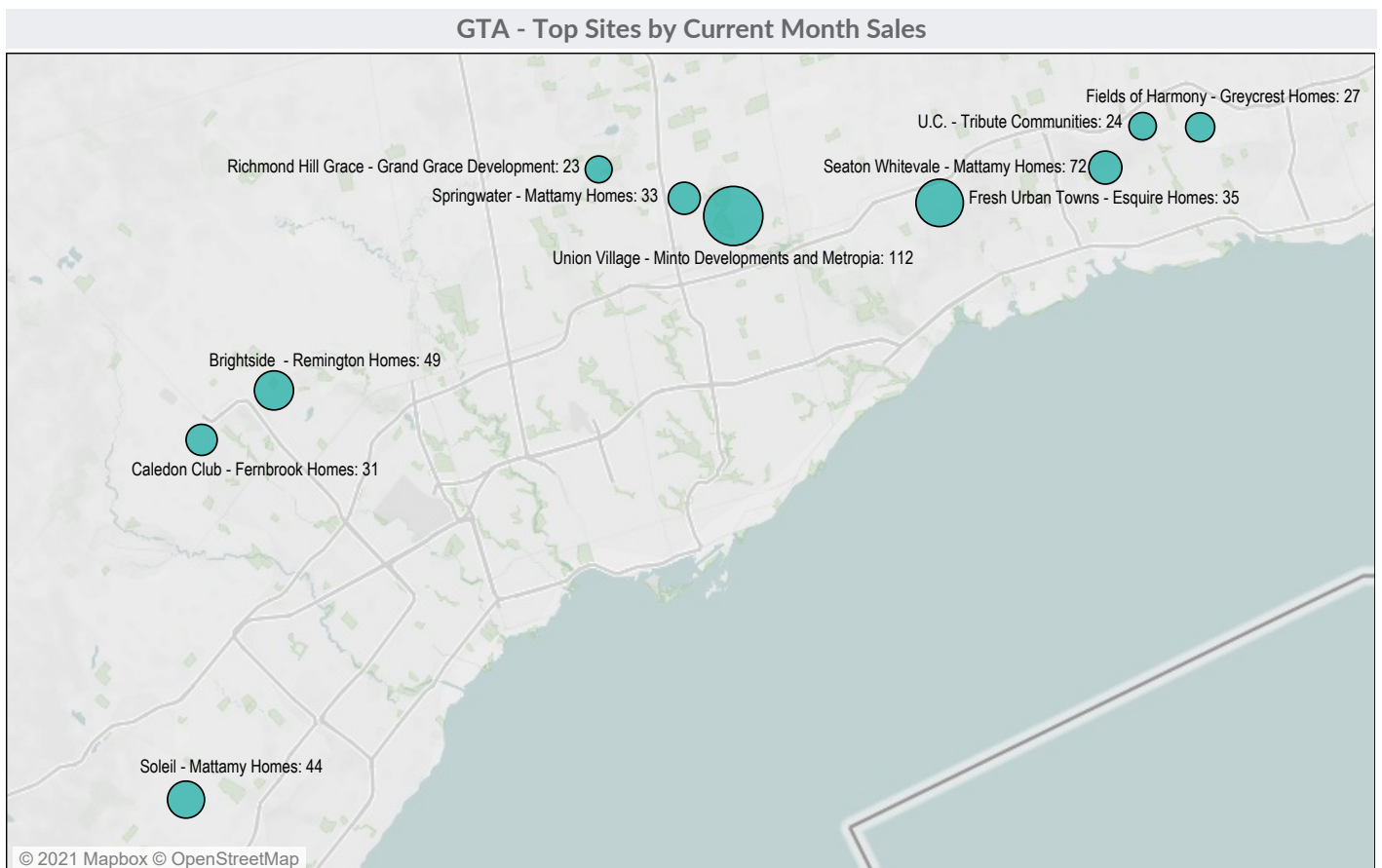
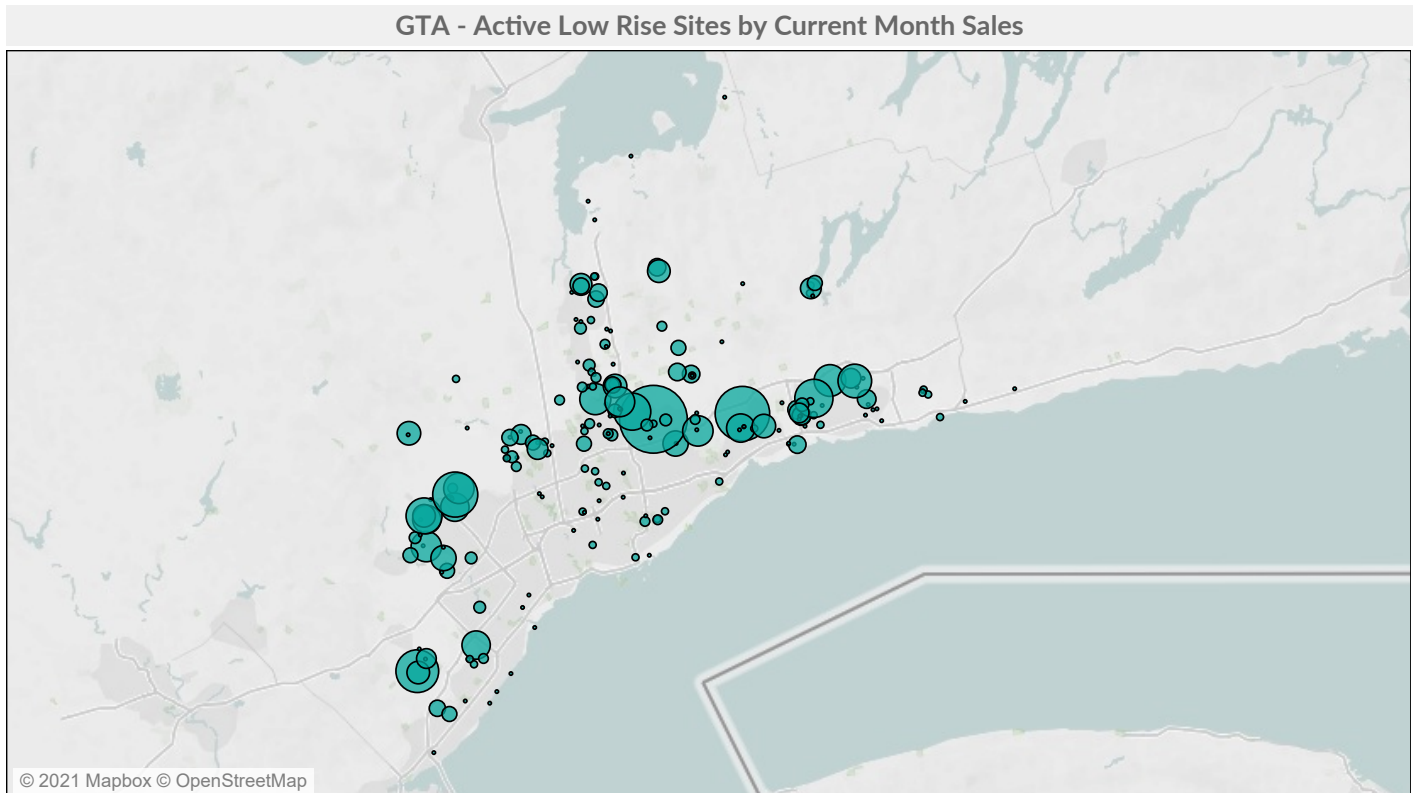
Remaining Inventory



Historical Sales Comparison



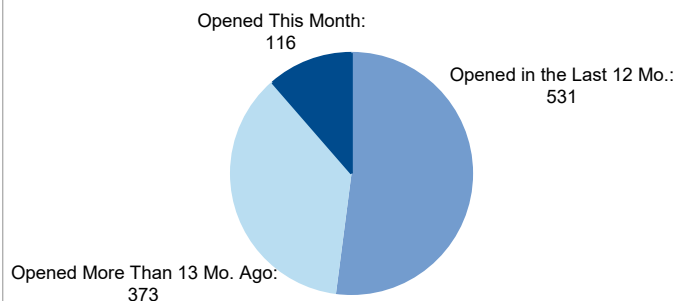
Current Sites



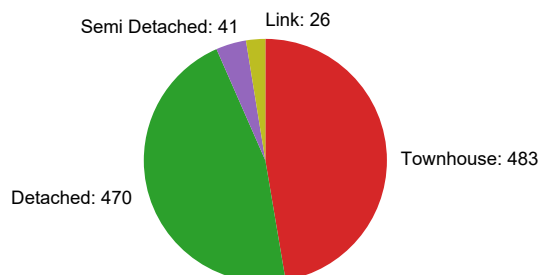
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

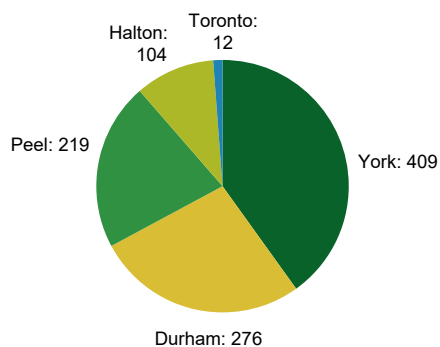
Sales by Opening Date



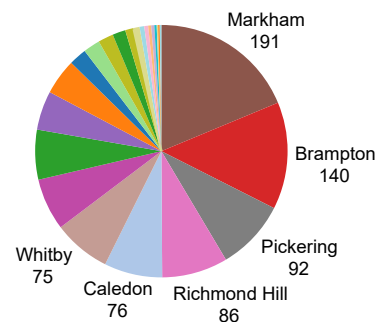
Sales by Product Type



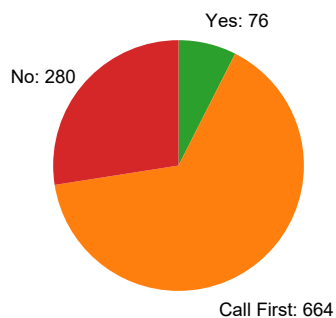
Sales by Region



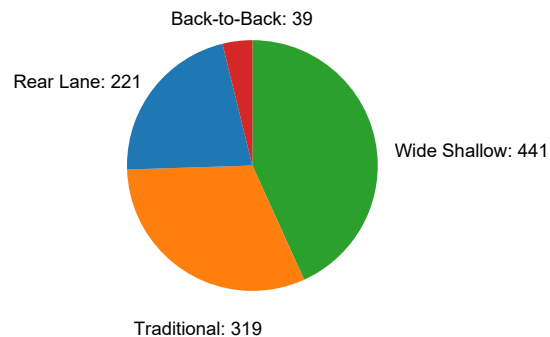
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



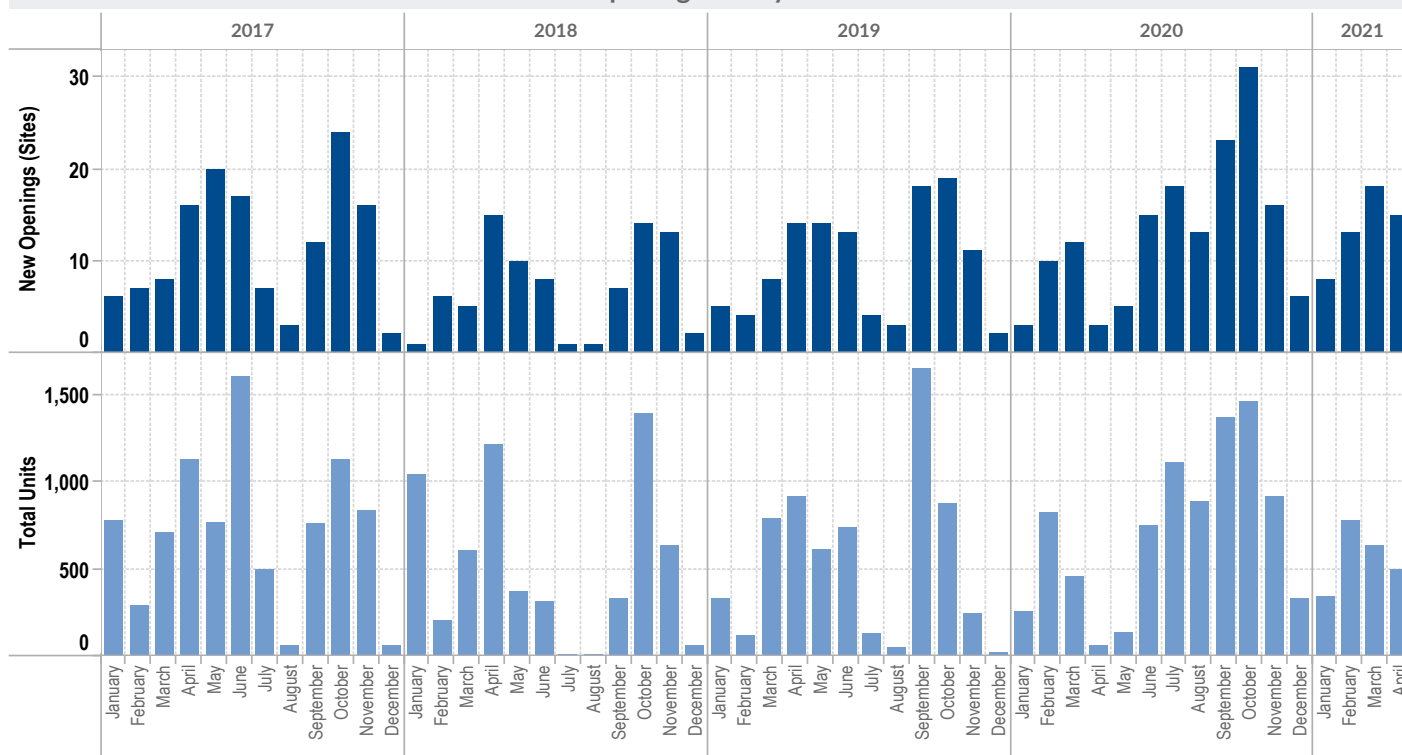
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
West Scugog Village - Jeffery Homes	Freehold Common Element	Scugog	4/1/2021	6	1	5	\$556
Anchor Woods - Andrin Homes	Freehold	East Gwillimbury	4/3/2021	6	6	0	
Klein Estates - Lindvest	Freehold	Vaughan	4/7/2021	1	1	0	
Brightside - Remington Homes	Freehold	Brampton	4/9/2021	85	49	36	\$565
Hometown - Menkes and Fernbrook Homes	Freehold	East Gwillimbury	4/9/2021	8	6	2	\$542
Estates of Credit Ridge - Lakeview Homes	Freehold	Brampton	4/13/2021	6	6	0	
Richmond Hill Grace - Grand Grace Development	Freehold Common Element	Richmond Hill	4/19/2021	24	23	1	\$545
Amalfi Ridge - Amalfi Homes *	Freehold Common Element	Caledon	4/21/2021	60	0	60	\$524
Brightwater Towns - Kilmer Group and Diamond Corp and DREAM and Fram Building Group and Slokker	Condominium	Mississauga	4/21/2021	106	0	106	\$729
Harbour Place - Biddington	Freehold	Oakville	4/24/2021	18	0	18	\$724
U.C. - Tribute Communities	Freehold	Oshawa	4/24/2021	43	24	19	\$567
atowns - Fieldgate Homes *	Freehold Common Element	Ajax	4/28/2021	59	0	59	\$476
atowns - Paradise Developments *	Freehold Common Element	Ajax	4/28/2021	63	0	63	\$492
Lakewind - Brookfield Residential *	Freehold	Ajax	4/29/2021	5	0	5	\$486
	Freehold Common Element	Ajax	4/29/2021	5	0	5	\$466
Country Side Pointe - Evendale Developments Ltd. *	Freehold Common Element	Uxbridge	4/30/2021	0	0	0	
Grand Total				495	116	379	\$595

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	46	119	191	192									548	9.0%		9.0%	
Remington Homes	71	34	67	64									236	3.9%		12.8%	
Marlin Spring	42	76	81	31									230	3.8%		16.6%	
Laurier Homes and Yorkwood Homes		141	58	19									218	3.6%		20.1%	
Stafford Homes	112	38	61	1									212	3.5%		23.6%	
Treasure Hill	27	70	97	17									211	3.4%		27.1%	
CountryWide Homes	73	70	40	13									196	3.2%		30.3%	
Sorbara	54	61	51	16									182	3.0%		33.2%	
Fernbrook Homes	24	48	64	33									169	2.8%		36.0%	
Paradise Developments	74	45	31	11									161	2.6%		38.6%	
Lebovic Homes	39	31	48	19									137	2.2%		40.9%	
Regal Crest Homes	48	26	48	14									136	2.2%		43.1%	
Great Gulf	45	37	28	25									135	2.2%		45.3%	
Coughlan Homes	24	44	49	13									130	2.1%		47.4%	
Zancor Homes	19	37	55	12									123	2.0%		49.4%	
Aspen Ridge Homes	13	23	74	7									117	1.9%		51.3%	
Andrin Homes	55	35	18	6									114	1.9%		53.2%	
Minto Developments and Metropia	2	0	0	112									114	1.9%		55.1%	
Fieldgate Homes	41	51	13	8									113	1.8%		56.9%	
Tribute Communities	55	11	10	33									109	1.8%		58.7%	
Sundial Homes	28	33	21	7									89	1.5%		60.2%	
Lindvest	0	2	73	10									85	1.4%		61.5%	
	1,638	1,753	1,707	1,020									6,118				

Top Builders - Last 12 Months

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

Builder	2020								2021				Total	Market Share		Cum. Mkt. Share	
	May	June	July	August	September	October	November	December	January	February	March	April		%		%	
Mattamy Homes	78	139	200	209	117	84	132	28	46	119	191	192	1,535	8.2%		8.2%	
Treasure Hill	5	37	23	205	166	77	46	16	27	70	97	17	786	4.2%		12.4%	
Remington Homes	16	65	47	91	41	42	45	18	71	34	67	64	601	3.2%		15.6%	
Primont Homes	3	134	103	28	35	54	66	60	25	7	43	9	567	3.0%		18.7%	
Paradise Developments	74	66	50	43	98	33	22	12	74	45	31	11	559	3.0%		21.7%	
Great Gulf	16	33	47	86	52	74	44	28	45	37	28	25	515	2.8%		24.4%	
Tribute Communities	9	24	53	87	58	65	43	53	55	11	10	33	501	2.7%		27.1%	
Aspen Ridge Homes	10	52	59	43	36	47	90	34	13	23	74	7	488	2.6%		29.7%	
Marlin Spring	0	2	94	68	21	7	6	44	42	76	81	31	472	2.5%		32.2%	
CountryWide Homes	12	33	25	24	40	39	51	35	73	70	40	13	455	2.4%		34.7%	
Fieldgate Homes	17	29	29	68	33	55	32	43	41	51	13	8	419	2.2%		36.9%	
Andrin Homes	0	11	12	14	97	20	100	42	55	35	18	6	410	2.2%		39.1%	
Regal Crest Homes	8	13	21	21	13	86	30	30	48	26	48	14	358	1.9%		41.0%	
Fernbrook Homes	1	6	24	8	11	74	33	13	24	48	64	33	339	1.8%		42.9%	
Lindvest	5	20	38	44	41	52	22	21	0	2	73	10	328	1.8%		44.6%	
Stafford Homes	3	2	0	0	0	0	98	11	112	38	61	1	326	1.7%		46.4%	
Stateview Homes	3	4	5	5	96	0	92	6	4	79			294	1.6%		47.9%	
Arista Homes	2	2	4	15	57	48	70	35	27	4	6	22	292	1.6%		49.5%	
Sorbara	0	1	11	4	7	10	63	14	54	61	51	16	292	1.6%		51.1%	
Minto Developments and Metropia	0	71	0	0	0	77	16	3	2	0	0	112	281	1.5%		52.6%	
Zancor Homes	0	0	0	0	0	60	59	22	19	37	55	12	264	1.4%		54.0%	
Laurier Homes and Yorkwood Homes										141	58	19	218	1.2%		55.1%	
	481	1,183	1,692	1,857	2,350	1,889	2,061	1,049	1,638	1,753	1,707	1,020	18,680				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 April
Union Village - Minto Developments and Metropia	Markham	Detached	30'	0
			36'	10
			43'	21
			50'	2
		Townhouse	19'	40
			20'	39
		Total	112	
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	10
			36'	9
			43'	18
		Townhouse	20'	17
			21'	12
			23'	6
		Total	72	
Brightside - Remington Homes	Brampton	Detached	32'	1
			38'	41
			45'	7
		Total	49	
Soleil - Mattamy Homes	Milton	Detached	30'	9
			34'	0
			36'	28
			43'	7
		Townhouse	21'	0
		Total	44	
Fresh Urban Towns - Esquire Homes	Whitby	Townhouse	17'	25
			20'	10
		Total	35	
Springwater - Mattamy Homes	Markham	Detached	30'	13
			38'	9
		Townhouse	22'	5
			23'	6
		Total	33	
Caledon Club - Fernbrook Homes	Caledon	Detached	30'	5
			38'	10
		Townhouse	20'	16
		Total	31	
Fields of Harmony - Greycrest Homes	Oshawa	Detached	35'	3
			36'	7
		Link	30'	17
		Total	27	
U.C. - Tribute Communities	Oshawa	Detached	25'	10
		Townhouse	18'	0
			20'	14
		Total	24	

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	April 2021					April 2020				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	7			13	20	0		1	0	1
	Brock				0	0	14			0	14
	Clarington	1			3	4	7	1	0	3	11
	Oshawa	20	17		31	68	5		0	16	21
	Pickering	41		15	36	92	4		0	1	5
	Scugog	9	6		2	17	0	1		2	3
	Uxbridge	0			0	0	0			4	4
	Whitby	18		4	53	75	1	1	0	13	15
	Total	96	23	19	138	276	31	3	1	39	74
Halton	Burlington			0	11	11				1	1
	Halton Hills	5				5	0		0		0
	Milton	53		6	6	65	11		0	24	35
	Oakville	23			0	23	8			5	13
	Total	81		6	17	104	19		0	30	49
Peel	Brampton	99		3	38	140	16	1	11	19	47
	Caledon	38		0	38	76	2			1	3
	Mississauga	0		0	3	3	0		1	3	4
	Total	137		3	79	219	18	1	12	23	54
Toronto	East York										
	Etobicoke						1			7	8
	North York	1		0	7	8	0			0	0
	Old Toronto			1	1	2				0	0
	Scarborough	1		1		2	5				5
	York										
	Total	2		2	8	12	6			7	13
York	Aurora	4			2	6	1			0	1
	East Gwillimbury	31		8	12	51	6		1	2	9
	Georgina	0			0	0	0		1	0	1
	King	2				2	0			0	0
	Markham	56			135	191	0	0	0	85	85
	Newmarket	0	3		1	4	2	0		1	3
	Richmond Hill	22	0	2	62	86	0	0	0	4	4
	Vaughan	27		1	19	47	4	1	0	3	8
	Whitchurch-Stouffville	12			10	22	1			7	8
	Total	154	3	11	241	409	14	1	2	102	119
Grand Total		470	26	41	483	1,020	88	5	15	201	309

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	100		11	323	434	13			189	202
	Brock	54			41	95				0	0
	Clarington	488	19	7	347	861	18			31	49
	Oshawa	434	37	4	801	1,276	15	7		61	83
	Pickering	447		65	347	859	6		27	0	33
	Scugog	166	25		66	257	6	0		5	11
	Uxbridge	5		46	35	86	23			0	23
	Whitby	926	30	106	970	2,032	17		27	25	69
	Total	2,620	111	239	2,930	5,900	98	7	54	311	470
Halton	Burlington	2		3	123	128			1	6	7
	Halton Hills	191		43	113	347	1				1
	Milton	451		75	360	886	14		3	7	24
	Oakville	816			225	1,041	38			28	66
	Total	1,460		121	821	2,402	53		4	41	98
Peel	Brampton	1,057	3	155	642	1,857	74		0	35	109
	Caledon	828		46	290	1,164	33		0	90	123
	Mississauga	34		7	50	91	2		1	168	171
	Total	1,919	3	208	982	3,112	109		1	293	403
Toronto	East York										
	Etobicoke	1			32	33					
	North York	34		1	224	259	21		4	71	96
	Old Toronto			24	13	37			4	11	15
	Scarborough	9		20	16	45	3		0		3
	York										
	Total	44		45	285	374	24		8	82	114
York	Aurora	217			20	237	34			0	34
	East Gwillimbury	759		101	161	1,021	98		8	14	120
	Georgina	448		10	20	478	0			2	2
	King	48			9	57	5				5
	Markham	561	20	96	1,208	1,885	39			88	127
	Newmarket	79	21	28	123	251	4	1		0	5
	Richmond Hill	335	2	83	930	1,350	119	0	7	222	348
	Vaughan	645	16	11	576	1,248	69		3	31	103
	Whitchurch-Stouffville	250			115	365	12			15	27
	Total	3,342	59	329	3,162	6,892	380	1	18	372	771
Grand Total	9,385	173	942	8,180	18,680	664	8	85	1,099	1,856	

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