



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of May 2021

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	May-21		May-20		Change	
High Rise	2,396		408		487.3%	
Low Rise	1,265		480		163.5%	
Total	3,661		888		312.3%	
Year to Date Sales	Jan.-May. 2021		Jan.-May. 2020		Y/Y Change	
High Rise	12,482		7,532		65.7%	
Low Rise	7,562		5,056		49.6%	
Total	20,044		12,588		59.2%	
Year to Date Supply	Jan.-May. 2021		Jan.-May. 2020		Y/Y Change	
High Rise	11,371		5,452		108.6%	
Low Rise	6,890		4,352		58.3%	
Total	18,261		9,804		86.3%	
Year to Date Completions	Jan.-May. 2021		Jan.-May. 2020		Y/Y Change	
High Rise	8,052		9,008		-10.6%	
Remaining Inventory	May-21	Apr-21	May-20	M/M Change	Y/Y Change	
High Rise	10,836	10,257	9,814	5.6%	10.4%	
Low Rise	1,719	1,915	4,320	-10.2%	-60.2%	
Total	12,555	12,172	14,134	3.1%	-11.2%	
Benchmark Price	May-21	Apr-21	May-20	M/M Change	Y/Y Change	
High Rise	\$1,063,973	\$1,058,432	\$985,436	0.5%	8.0%	
Low Rise	\$1,380,491	\$1,395,190	\$1,109,643	-1.1%	24.4%	
Projects	New Openings	All Active	Under Const.	Pre-Const.		
High Rise Projects	19	338	315	132		
High Rise Units	2,914	92,166	86,618	31,266		
% Sold*	50%	84%	92%	75%		
Low Rise Projects	12	208				
Low Rise Units	395	19,651				
% Sold*	61%	91%				

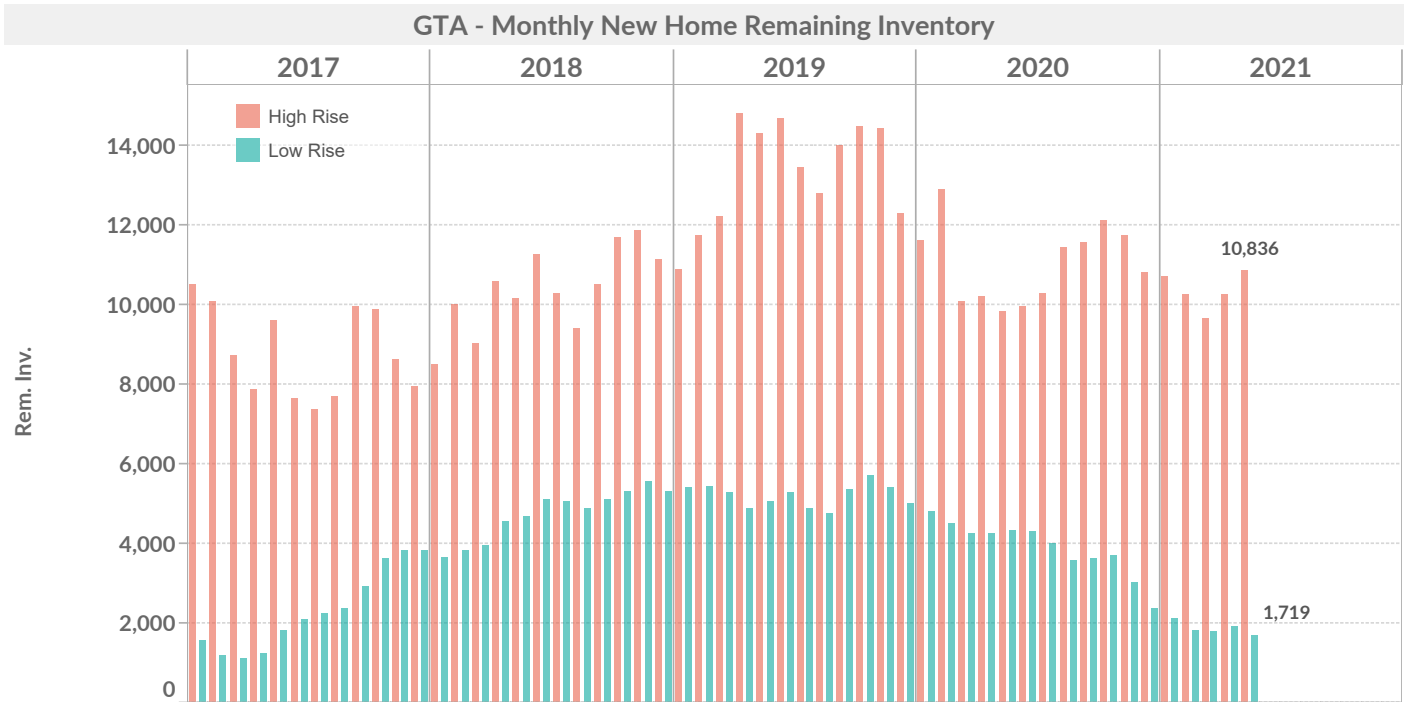
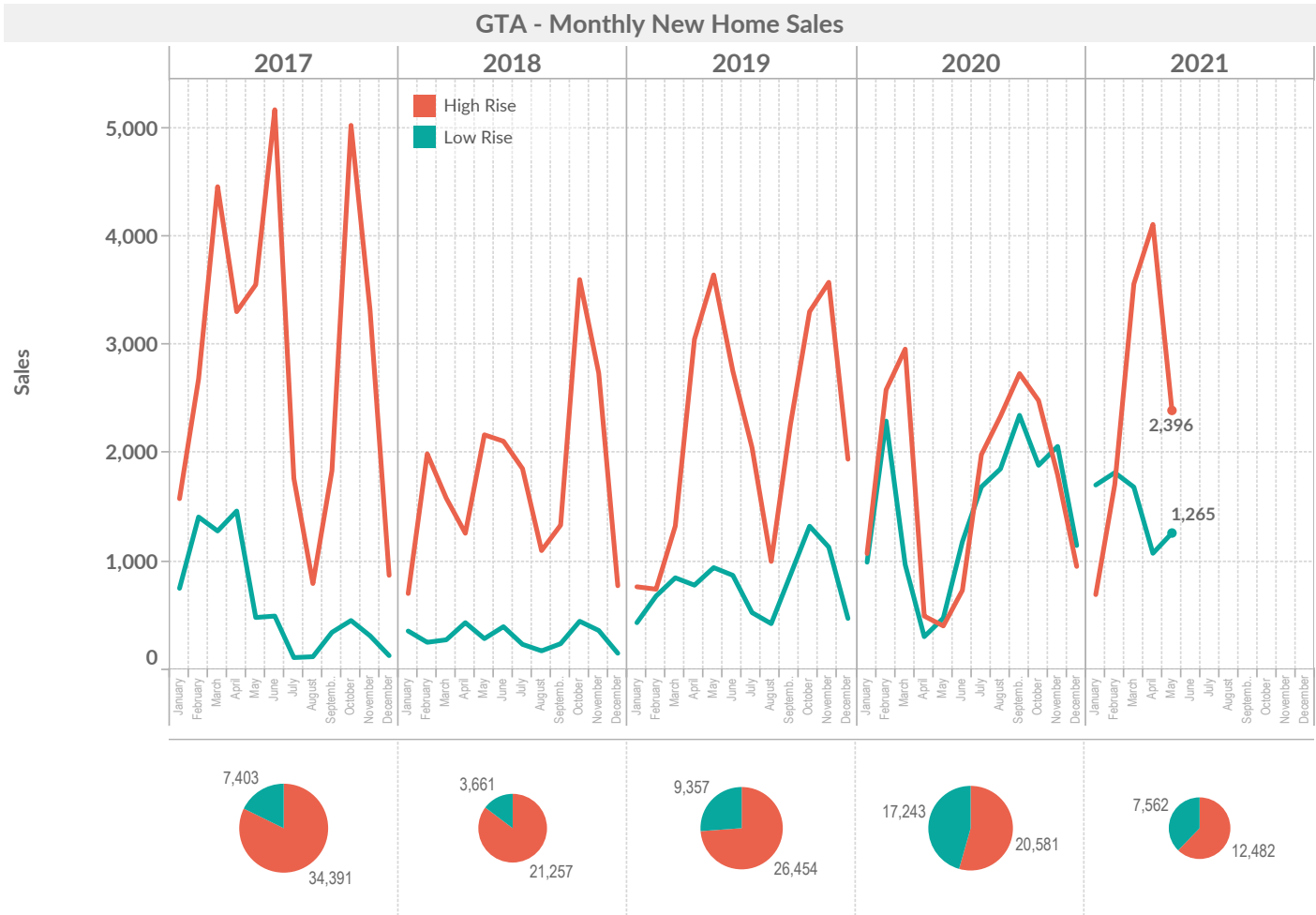
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

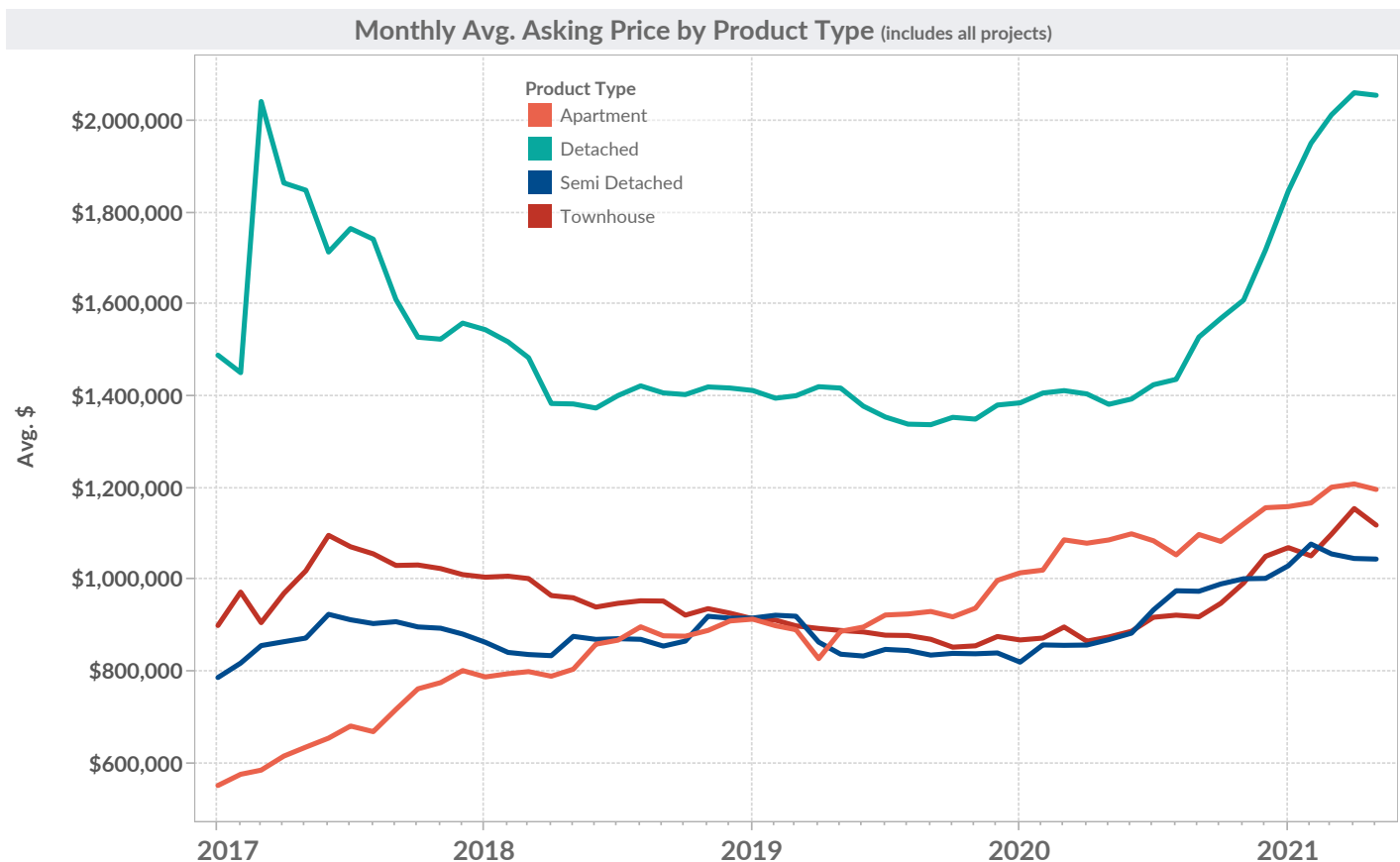
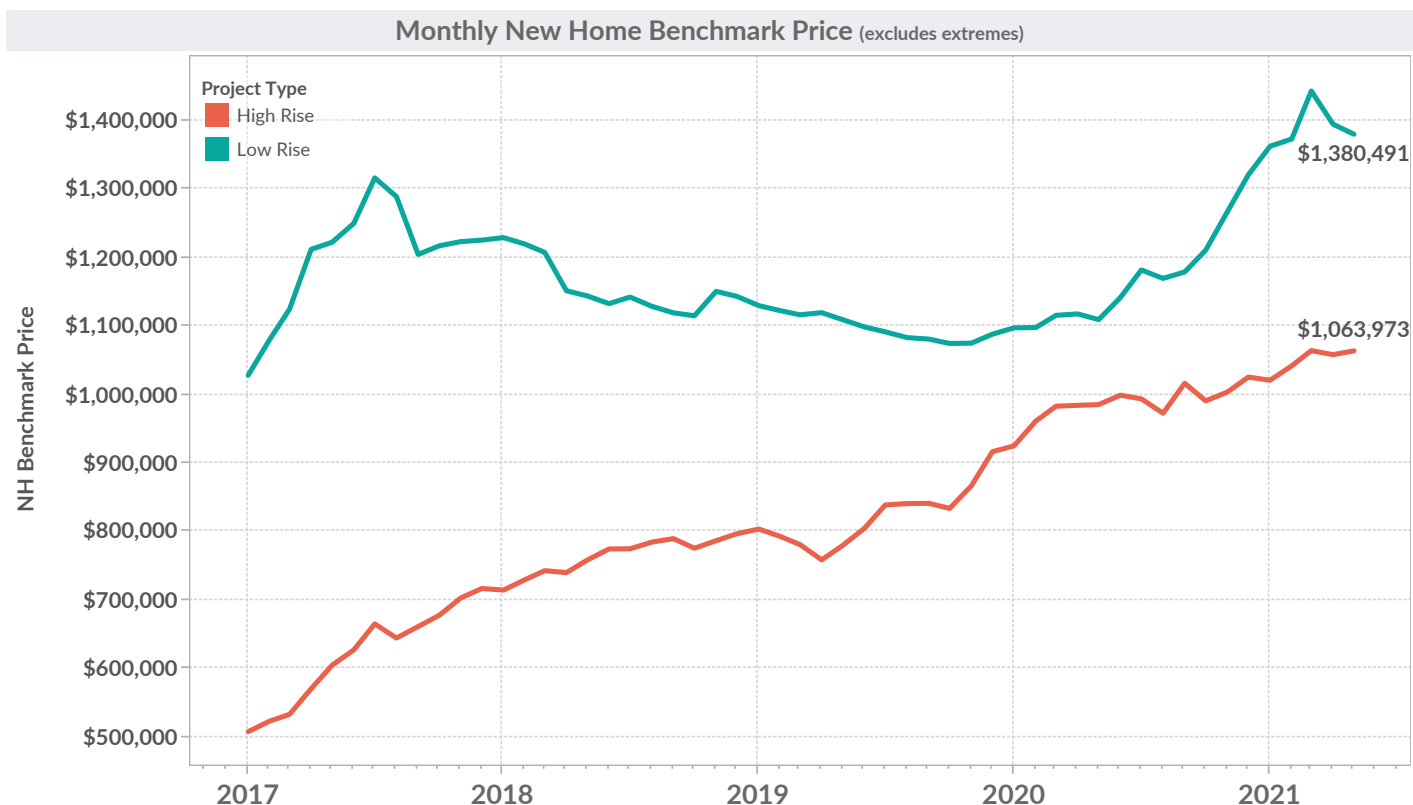
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

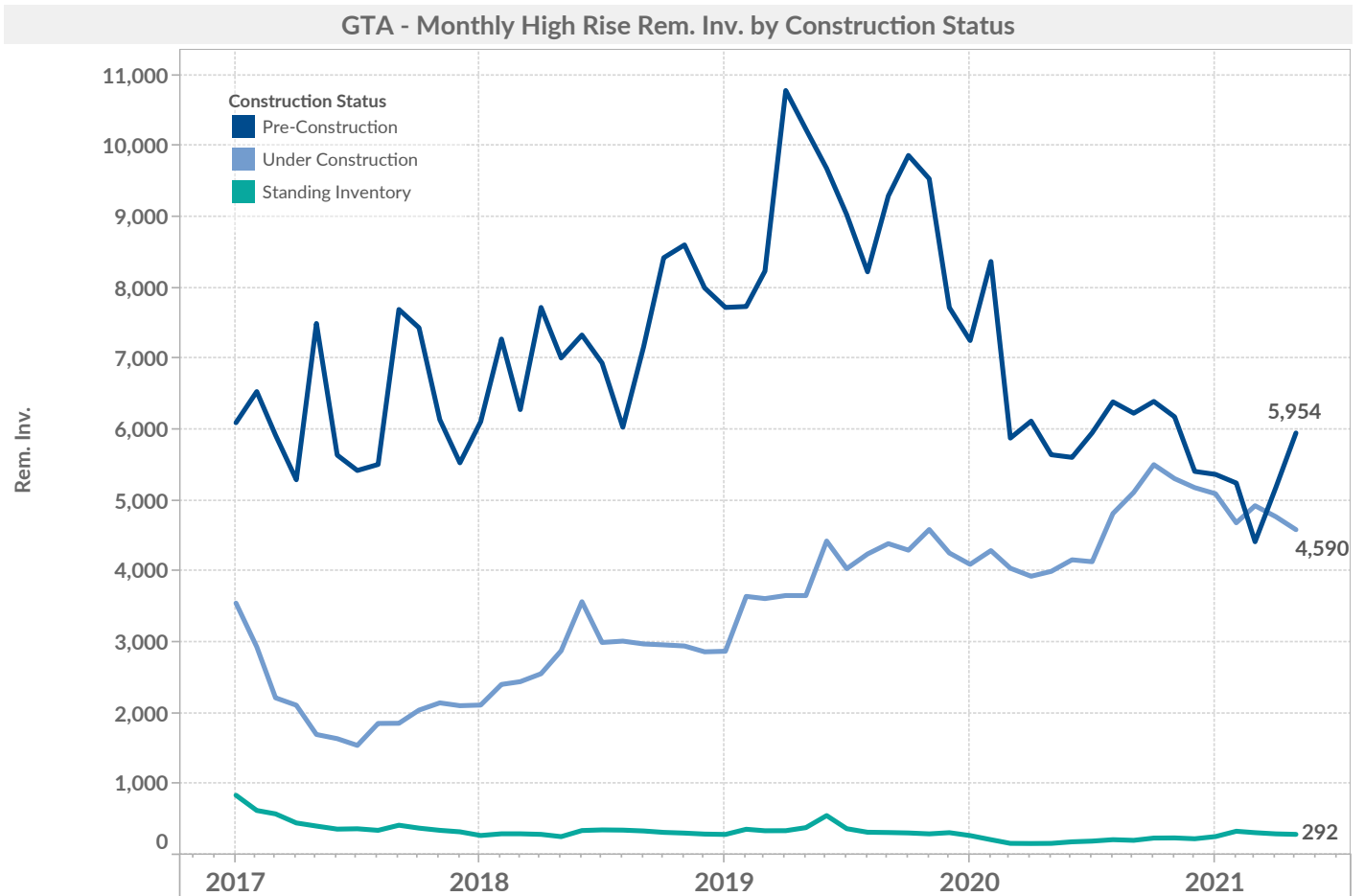
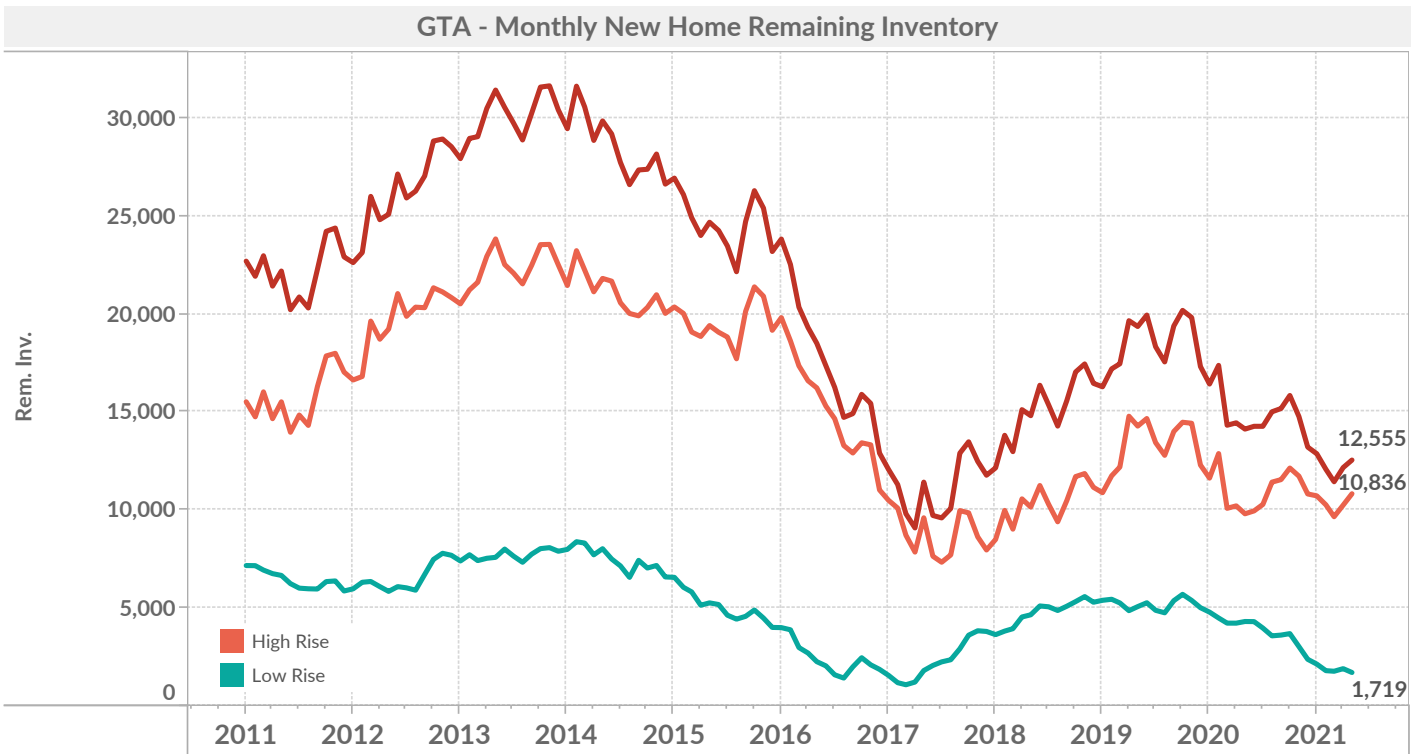
Sales & Remaining Inventory



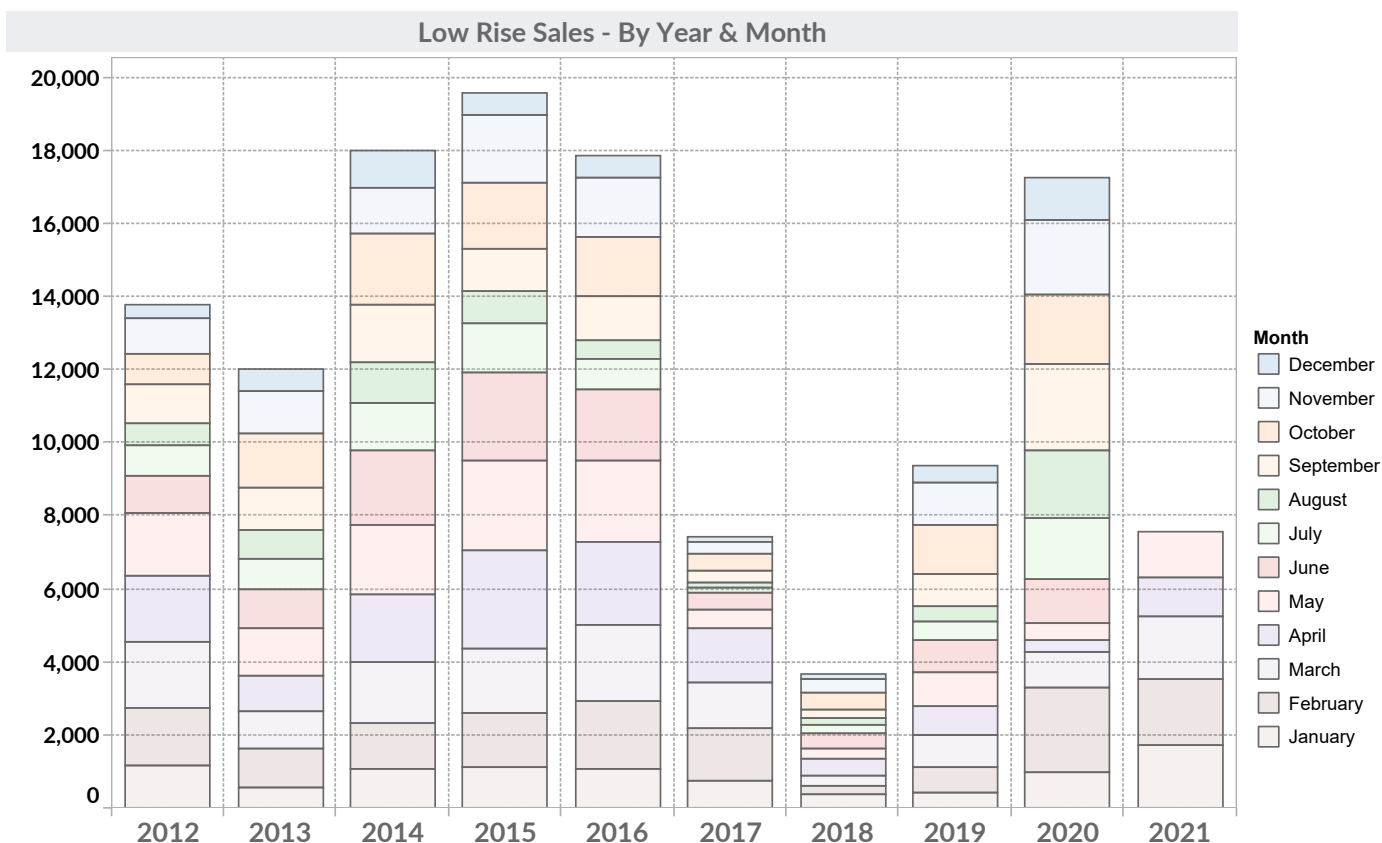
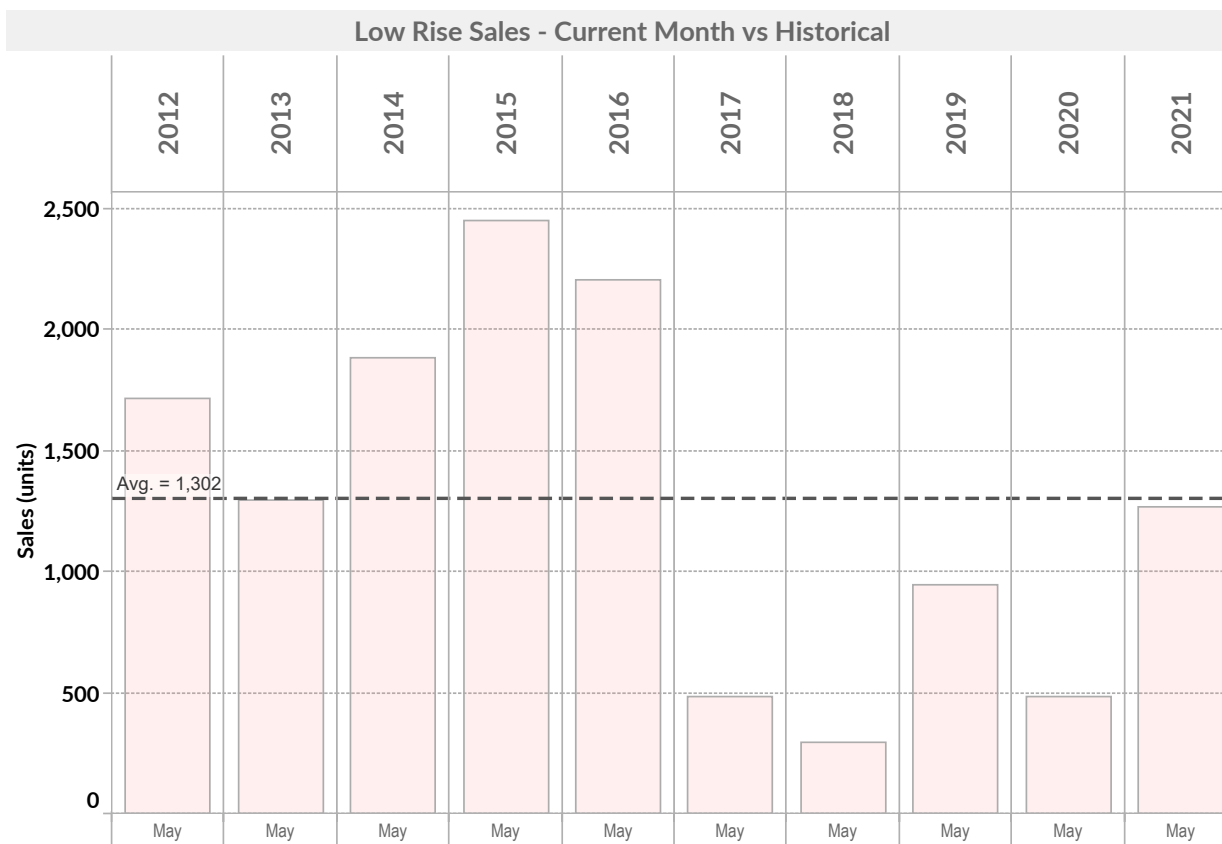
Pricing



Remaining Inventory

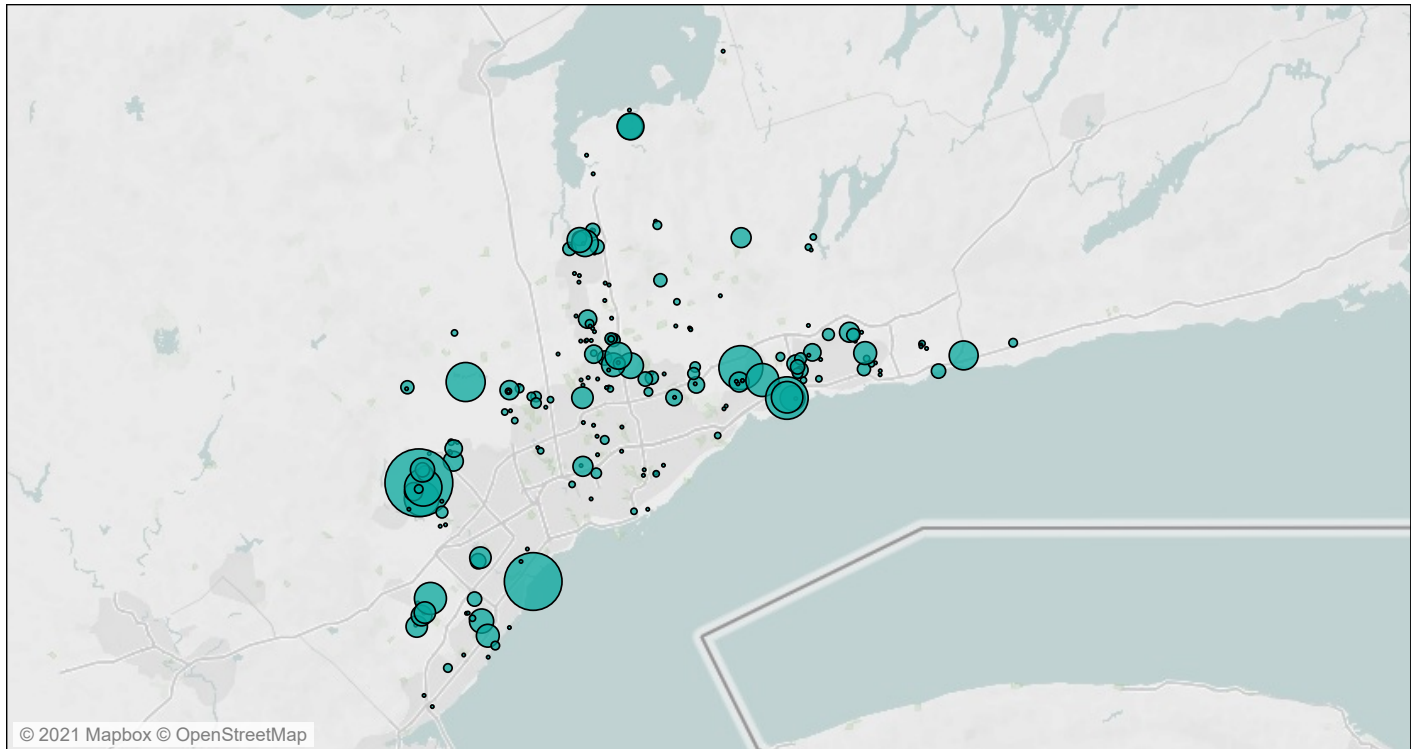


Historical Sales Comparison

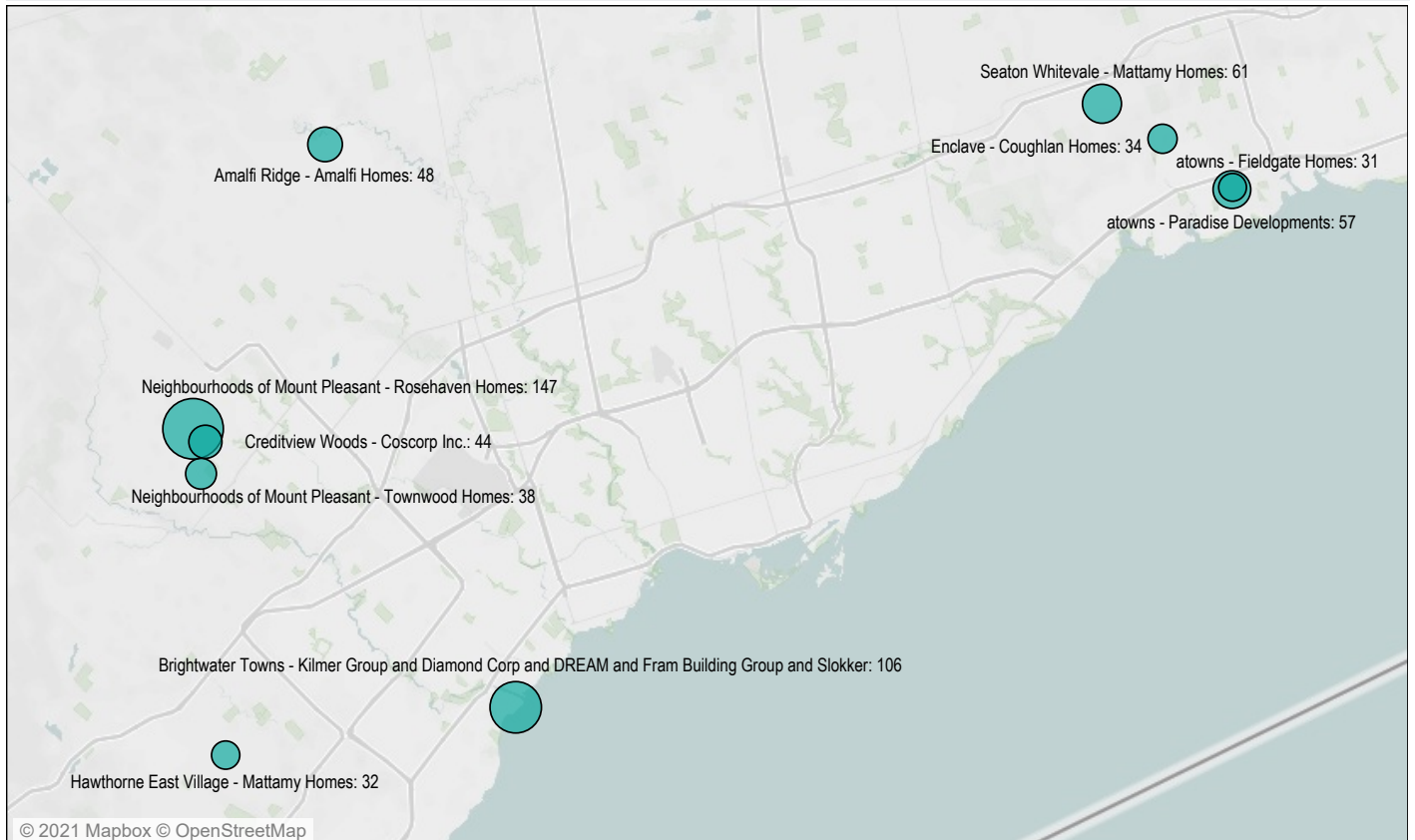


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



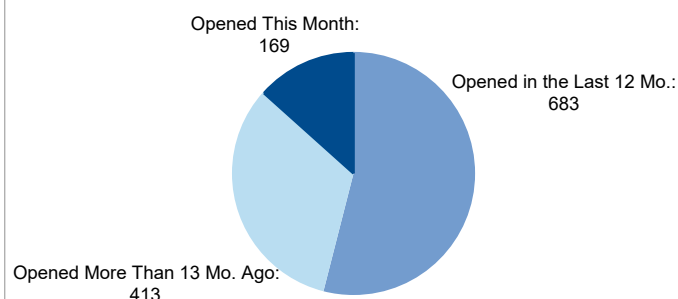
GTA - Top Sites by Current Month Sales



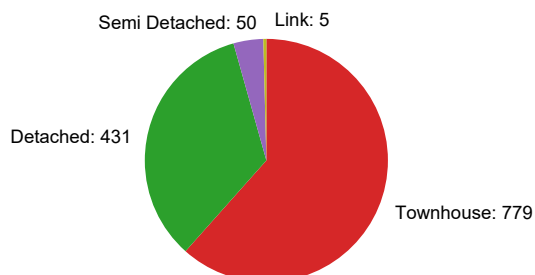
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

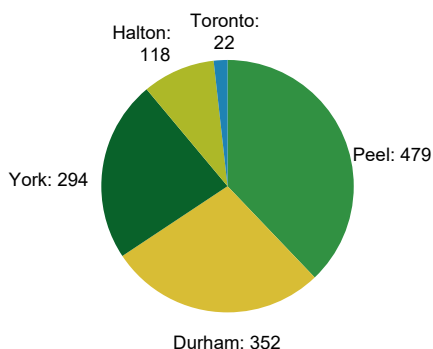
Sales by Opening Date



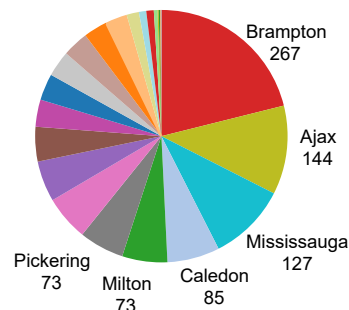
Sales by Product Type



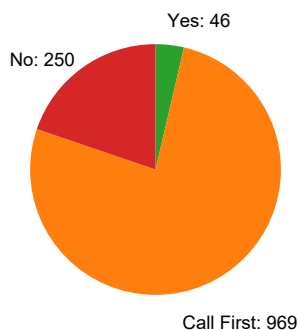
Sales by Region



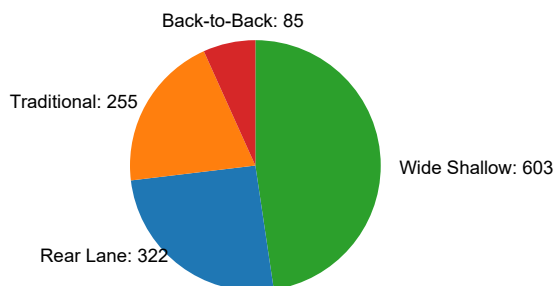
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



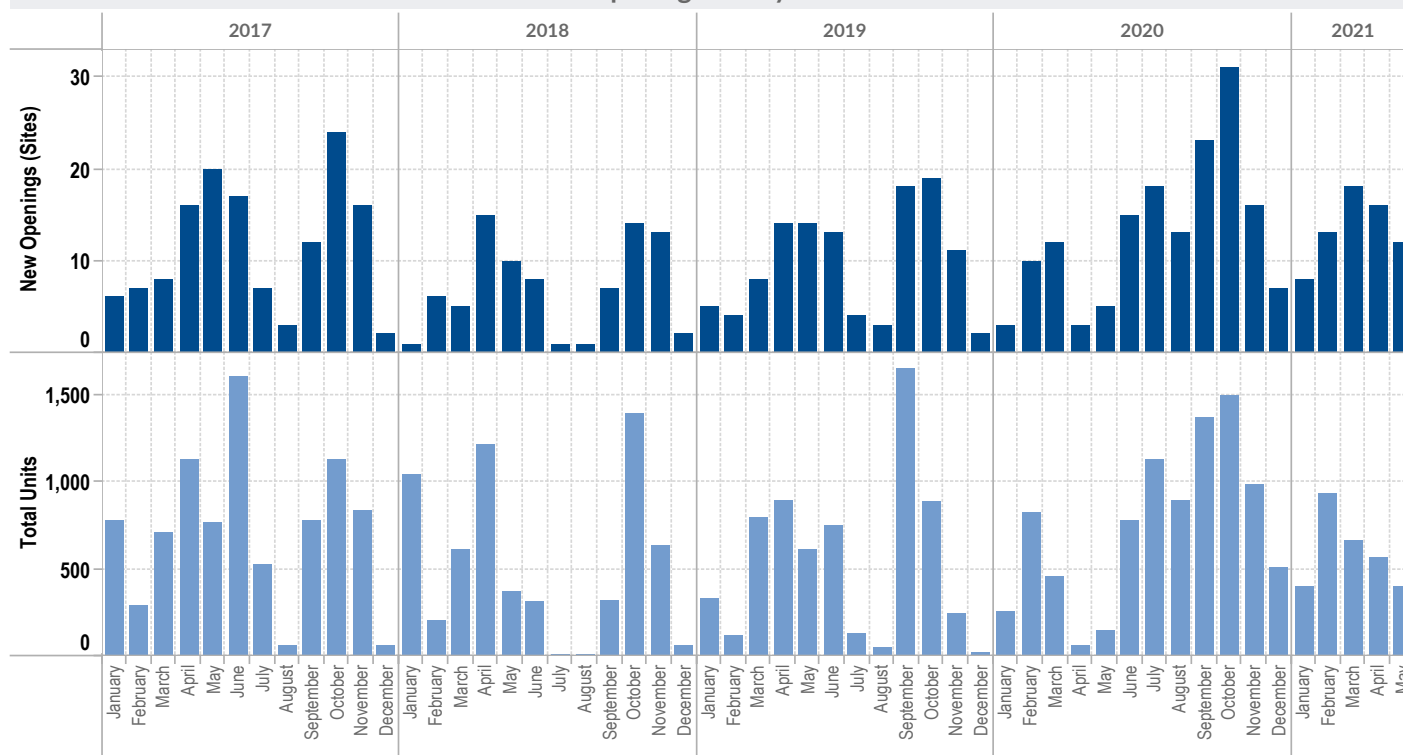
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Creditview Woods - Coscorp Inc.	Condominium	Brampton	5/1/2021	53	44	9	\$508
Oakville Ravine Towns - Dunpar Homes	Condominium	Oakville	5/5/2021	25	16	9	\$635
Uptown Oakville - DiCarlo Homes	Freehold Common Element	Oakville	5/7/2021	41	18	23	\$601
Harris Gate - Metropole Developments and Ballantry Homes	Freehold	Richmond Hill	5/8/2021	3	2	1	\$567
	Freehold Common Element	Richmond Hill	5/8/2021	18	8	10	\$578
Ravines on Main - City Park Homes	Freehold	Mississauga	5/11/2021	7	4	3	\$712
	Freehold Common Element	Mississauga	5/11/2021	19	10	9	\$654
Anchor Woods - Aspen Ridge Homes	Freehold	East Gwillimbury	5/12/2021	27	22	5	\$420
Hawthorne East Village - Mattamy Homes	Freehold	Milton	5/14/2021	64	32	32	\$512
Anchor Woods - CountryWide Homes	Freehold	East Gwillimbury	5/15/2021	8	0	8	\$517
Vale - National Homes *	Freehold Common Element	Clarington	5/24/2021	42	0	42	\$427
Brooklin Heights - Sorbara *	Freehold Common Element	Whitby	5/25/2021	55	0	55	\$505
Bloom in Seaton - Mattamy Homes *	Condominium	Pickering	5/26/2021	20	0	20	\$448
Hawthorne South Village - Mattamy Homes	Freehold	Milton	5/28/2021	13	13	0	
Grand Total				395	169	226	\$518

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	132								680	9.0%		9.0%	
Laurier Homes and Yorkwood Homes		207	40	71	7								325	4.3%		13.3%	
Marlin Spring	42	76	81	30	31								260	3.4%		16.7%	
Remington Homes	71	34	67	70	17								259	3.4%		20.2%	
Paradise Developments	74	45	31	11	75								236	3.1%		23.3%	
Treasure Hill	27	70	97	17	17								228	3.0%		26.3%	
Stafford Homes	112	38	61	1	13								225	3.0%		29.3%	
Sorbara	54	61	51	16	23								205	2.7%		32.0%	
CountryWide Homes	73	68	40	10	5								196	2.6%		34.6%	
Fernbrook Homes	24	48	64	33	20								189	2.5%		37.1%	
Great Gulf	43	38	29	31	28								169	2.2%		39.3%	
Coughlan Homes	24	44	49	13	34								164	2.2%		41.5%	
Aspen Ridge Homes	10	24	74	13	29								150	2.0%		43.5%	
Lebovic Homes	39	31	48	19	12								149	2.0%		45.4%	
Rosehaven Homes					147								147	1.9%		47.4%	
Regal Crest Homes	48	26	48	14	8								144	1.9%		49.3%	
Fieldgate Homes	41	51	10	5	32								139	1.8%		51.1%	
Andrin Homes	55	35	18	6	19								133	1.8%		52.9%	
Zancor Homes	19	36	55	12	6								128	1.7%		54.6%	
Linvest	0	2	73	17	28								120	1.6%		56.1%	
Tribute Communities	55	11	10	33	10								119	1.6%		57.7%	
Minto Developments and Metropia	2	0	0	112	0								114	1.5%		59.2%	
	1,708	1,822	1,689	1,078	1,265								7,562				

Top Builders - Last 12 Months

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

Builder	2020							2021					Total	Market Share		Cum. Mkt. Share	
	June	July	August	September	October	November	December	January	February	March	April	May		%		%	
Mattamy Homes	139	200	209	117	84	132	28	46	119	191	192	132	1,589	8.0%		8.0%	
Treasure Hill	37	23	205	166	77	46	16	27	70	97	17	17	798	4.0%		12.1%	
Remington Homes	65	47	91	41	42	45	18	71	34	67	70	17	608	3.1%		15.2%	
Primont Homes	134	103	28	35	54	66	59	25	7	43	9	20	583	3.0%		18.1%	
Paradise Developments	66	50	43	98	33	22	12	74	45	31	11	75	560	2.8%		21.0%	
Great Gulf	33	47	86	52	74	44	28	43	38	29	31	28	533	2.7%		23.7%	
Aspen Ridge Homes	52	59	43	36	47	90	34	10	24	74	13	29	511	2.6%		26.2%	
Marlin Spring	2	94	68	21	7	6	44	42	76	81	30	31	502	2.5%		28.8%	
Tribute Communities	24	53	87	58	65	43	53	55	11	10	33	10	502	2.5%		31.3%	
CountryWide Homes	33	25	24	40	40	52	35	73	68	40	10	5	445	2.3%		33.6%	
Andrin Homes	11	12	14	97	20	100	42	55	35	18	6	19	429	2.2%		35.7%	
Fieldgate Homes	29	29	68	33	55	32	43	41	51	10	5	32	428	2.2%		37.9%	
Fernbrook Homes	6	24	8	11	74	33	13	24	48	64	33	20	358	1.8%		39.7%	
Lindvest	20	38	44	41	52	22	21	0	2	73	17	28	358	1.8%		41.5%	
Regal Crest Homes	13	21	21	13	86	30	30	48	26	48	14	8	358	1.8%		43.4%	
Stafford Homes	2	0	0	0	0	98	11	112	38	61	1	13	336	1.7%		45.1%	
Laurier Homes and Yorkwood Homes									207	40	71	7	325	1.6%		46.7%	
Sorbara	1	11	4	7	10	63	14	54	61	51	16	23	315	1.6%		48.3%	
Arista Homes	2	4	15	57	48	70	35	27	4	6	22	8	298	1.5%		49.8%	
Stateview Homes	4	5	5	96	0	92	6	4	79				291	1.5%		51.3%	
Minto Developments and Metropia	71	0	0	0	77	16	3	2	0	0	112	0	281	1.4%		52.7%	
Zancor Homes	0	0	0	0	60	59	22	19	36	55	12	6	269	1.4%		54.1%	
	1,184	1,691	1,857	2,351	1,890	2,064	1,150	1,708	1,822	1,689	1,078	1,265	19,749				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 May
Neighbourhoods of Mount Pleasant - Rosehaven Homes	Brampton	Detached	30'	5
			38'	50
			41'	37
			45'	11
		Townhouse	20'	44
		Total		147
Brightwater Towns - Kilmer Group and Diamond Corp and DREAM and Fram Building Group and Slokker	Mississauga	Townhouse	15'	57
			20'	49
		Total		106
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	15
			36'	4
		Townhouse	20'	20
			21'	10
			23'	12
		Total		61
atowns - Paradise Developments	Ajax	Townhouse	20'	12
			21'	45
		Total		57
Amalfi Ridge - Amalfi Homes	Caledon	Townhouse	18'	48
			Total	48
Creditview Woods - Coscorp Inc.	Brampton	Semi Detached	20'	10
		Townhouse	18'	17
			19'	17
		Total		44
Neighbourhoods of Mount Pleasant - Townwood Homes	Brampton	Townhouse	20'	38
			Total	38
Enclave - Coughlan Homes	Ajax	Townhouse	25'	20
			26'	14
		Total		34
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	10
			34'	0
			36'	2
		Townhouse	21'	8
			23'	12
		Total		32
atowns - Fieldgate Homes	Ajax	Townhouse	20'	15
			21'	16
		Total		31
Gracefields - Lindvest	Clarington	Detached	37'	22
			39'	4
			40'	0
		Total		26

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	May 2021					May 2020				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	2			142	144	4		1	1	6
	Brock				0	0	2			5	7
	Clarington	31			4	35	14	0	1	15	30
	Oshawa	6	5		33	44	11		0	5	16
	Pickering	21		10	42	73	9		0	10	19
	Scugog	1			1	2	1	0		3	4
	Uxbridge	0			12	12	0			3	3
	Whitby	16		7	19	42	30	0	0	16	46
	Total	77	5	17	253	352	71	0	2	58	131
Halton	Burlington			0	2	2				0	0
	Halton Hills	0				0	1		2		3
	Milton	35		12	26	73	11		0	25	36
	Oakville	7			36	43	27			17	44
	Total	42		12	64	118	39		2	42	83
Peel	Brampton	124		10	133	267	29	0	38	36	103
	Caledon	21			64	85	4			0	4
	Mississauga	0		2	125	127	0		2	2	4
	Total	145		12	322	479	33	0	40	38	111
Toronto	East York										
	Etobicoke						0			7	7
	North York	0		1	19	20	1			3	4
	Old Toronto			0	1	1				0	0
	Scarborough	1				1	0				0
	York										
	Total	1		1	20	22	1			10	11
York	Aurora	12				12	4			0	4
	East Gwillimbury	58		8	0	66	5		9	9	23
	Georgina	42			0	42	2		0	6	8
	King	0				0	0			0	0
	Markham	24			32	56	0	0	1	18	19
	Newmarket	0	0		0	0	2	1		4	7
	Richmond Hill	9	0	0	64	73	9	0	1	2	12
	Vaughan	20		0	19	39	35	0	0	11	46
	Whitchurch-Stouffville	1			5	6	6			19	25
	Total	166	0	8	120	294	63	1	11	69	144
Grand Total		431	5	50	779	1,265	207	1	55	217	480

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	98		10	464	572	11			69	80
	Brock	52			36	88				0	0
	Clarington	511	19	6	336	872	14			70	84
	Oshawa	429	42	4	829	1,304	9	2		43	54
	Pickering	459		75	379	913	4		17	20	41
	Scugog	167	25		64	256	4			4	8
	Uxbridge	5		46	44	95	23			3	26
	Whitby	911	30	113	953	2,007	14		30	93	137
	Total	2,632	116	254	3,105	6,107	79	2	47	302	430
Halton	Burlington	2		15	286	303			1	6	7
	Halton Hills	190		41	113	344	1				1
	Milton	475		87	361	923	38		3	35	76
	Oakville	796			244	1,040	31			58	89
	Total	1,463		143	1,004	2,610	70		4	99	173
Peel	Brampton	1,159	3	127	740	2,029	40		0	42	82
	Caledon	897		60	387	1,344	31			35	66
	Mississauga	34		7	173	214	2		2	69	73
	Total	2,090	3	194	1,300	3,587	73		2	146	221
Toronto	East York										
	Etobicoke	1			25	26					
	North York	33		2	245	280	21		3	81	105
	Old Toronto			24	13	37			4	11	15
	Scarborough	10		20	16	46	2				2
	York										
	Total	44		46	299	389	23		7	92	122
York	Aurora	239			20	259	23				23
	East Gwillimbury	812		100	152	1,064	120		12	14	146
	Georgina	488		10	13	511	0			3	3
	King	48			9	57	5				5
	Markham	591	20	95	1,222	1,928	22			57	79
	Newmarket	77	20	28	119	244	4	1		0	5
	Richmond Hill	335	2	82	992	1,411	138	0	5	217	360
	Vaughan	626	16	11	583	1,236	60		3	64	127
	Whitchurch-Stouffville	245			101	346	15			10	25
	Total	3,461	58	326	3,211	7,056	387	1	20	365	773
Grand Total	9,690	177	963	8,919	19,749	632	3	80	1,004	1,719	

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