



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of June 2021

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jun-21		Jun-20		Change
High Rise	2,775		738		276.0%
Low Rise	1,085		1,186		-8.5%
Total	3,860		1,924		100.6%
Year to Date Sales	Jan.-Jun. 2021		Jan.-Jun. 2020		Y/Y Change
High Rise	15,429		8,265		86.7%
Low Rise	8,631		6,242		38.3%
Total	24,060		14,507		65.9%
Year to Date Supply	Jan.-Jun. 2021		Jan.-Jun. 2020		Y/Y Change
High Rise	12,080		5,793		108.5%
Low Rise	8,212		5,528		48.6%
Total	20,292		11,321		79.2%
Year to Date Completions	Jan.-Jun. 2021		Jan.-Jun. 2020		Y/Y Change
High Rise	8,637		10,586		-18.4%
Remaining Inventory	Jun-21	May-21	Jun-20	M/M Change	Y/Y Change
High Rise	9,496	10,575	10,025	-10.2%	-5.3%
Low Rise	1,955	1,742	4,309	12.2%	-54.6%
Total	11,451	12,317	14,334	-7.0%	-20.1%
Benchmark Price	Jun-21	May-21	Jun-20	M/M Change	Y/Y Change
High Rise	\$1,058,366	\$1,063,973	\$999,228	-0.5%	5.9%
Low Rise	\$1,405,597	\$1,380,491	\$1,141,848	1.8%	23.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	10	334	321	129	
High Rise Units	1,409	85,993	87,048	27,680	
% Sold*	83%	89%	95%	84%	
Low Rise Projects	10	222			
Low Rise Units	684	20,817			
% Sold*	50%	91%			

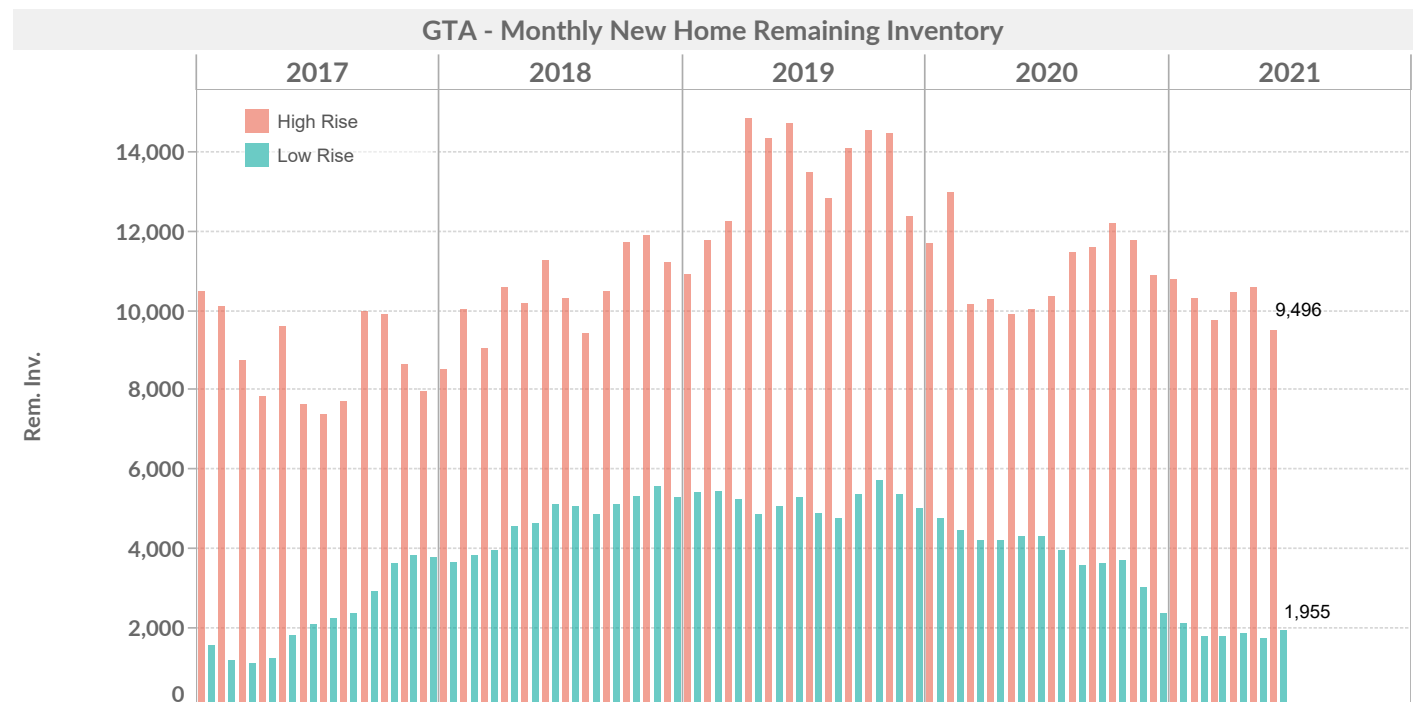
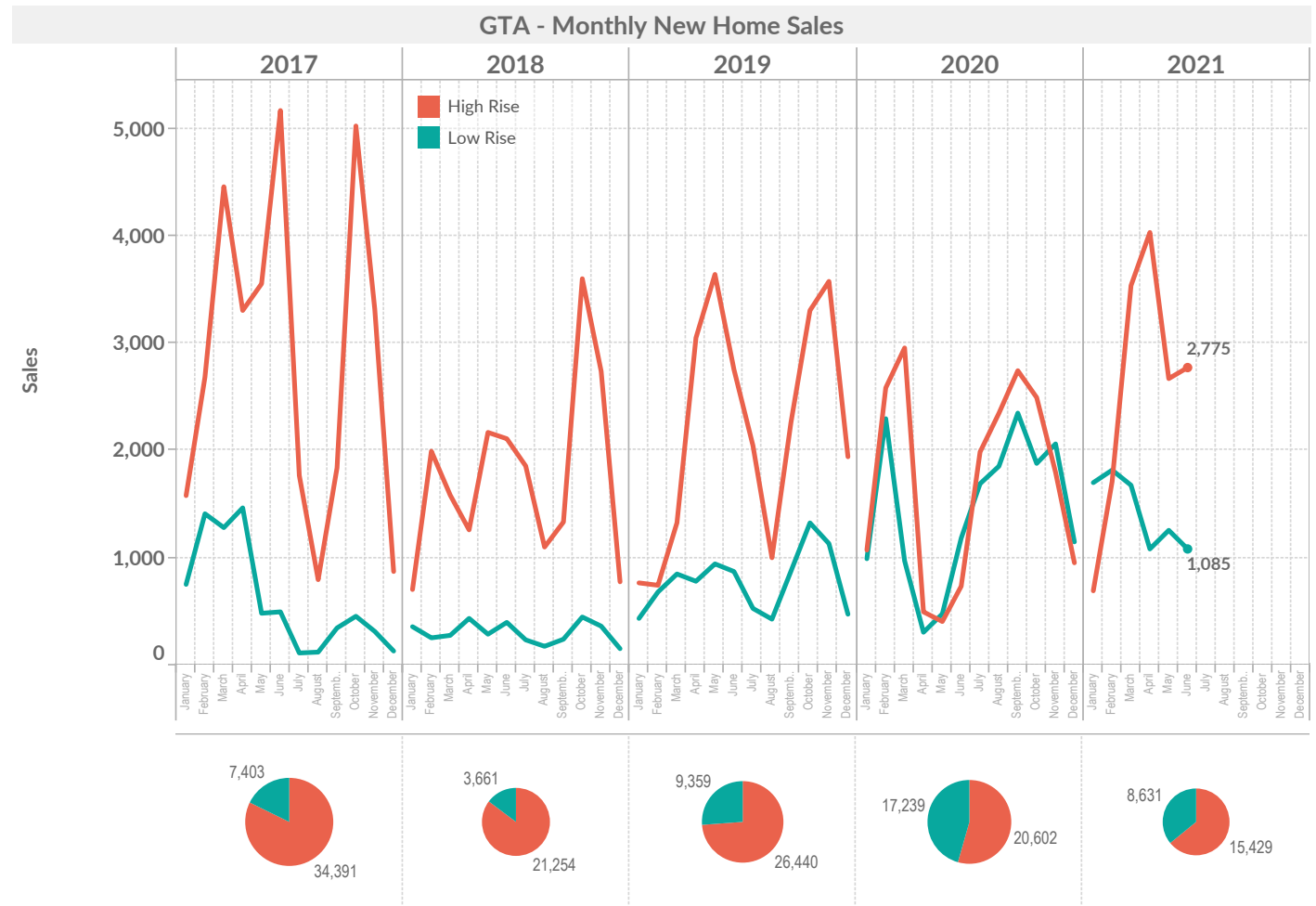
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

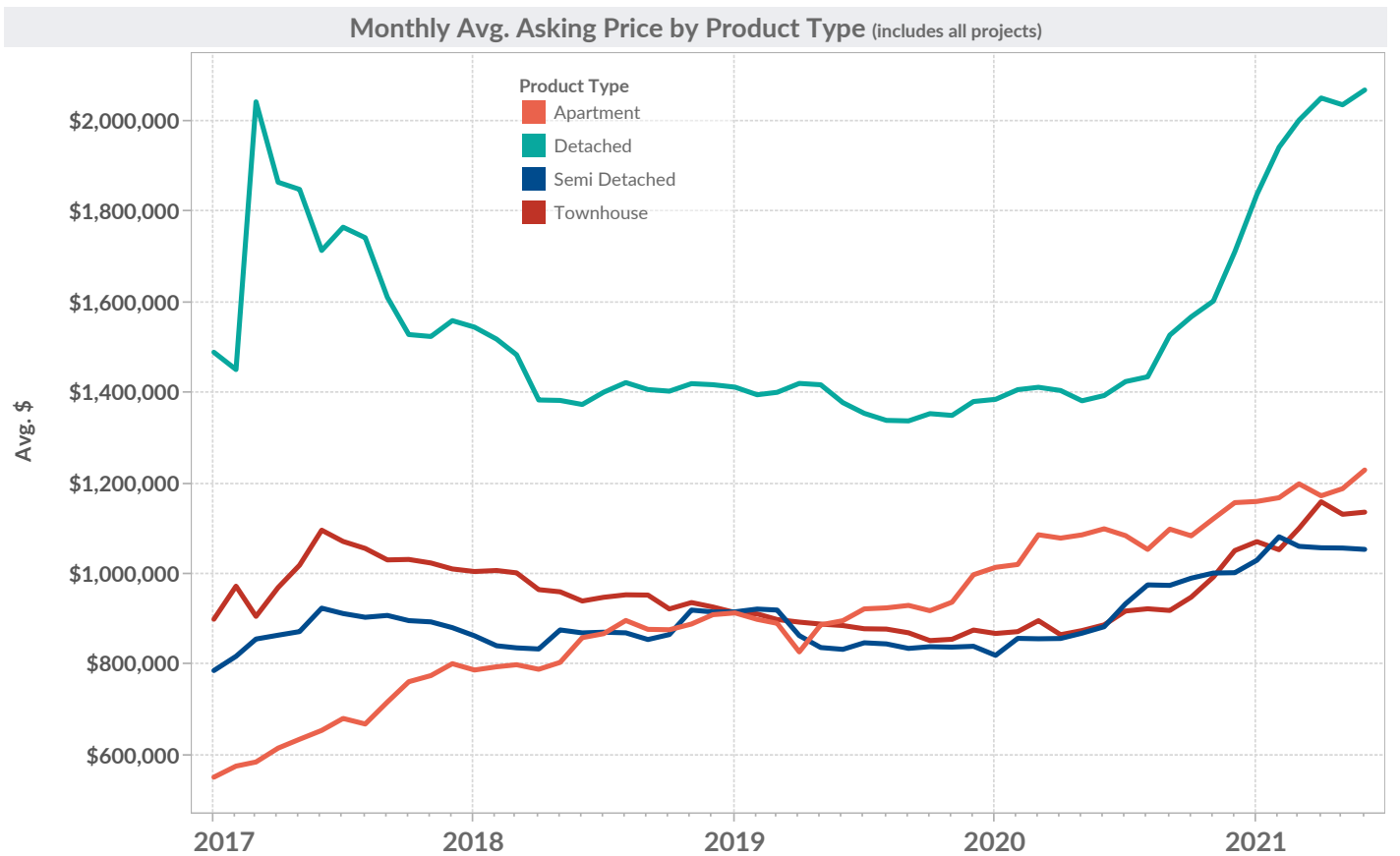
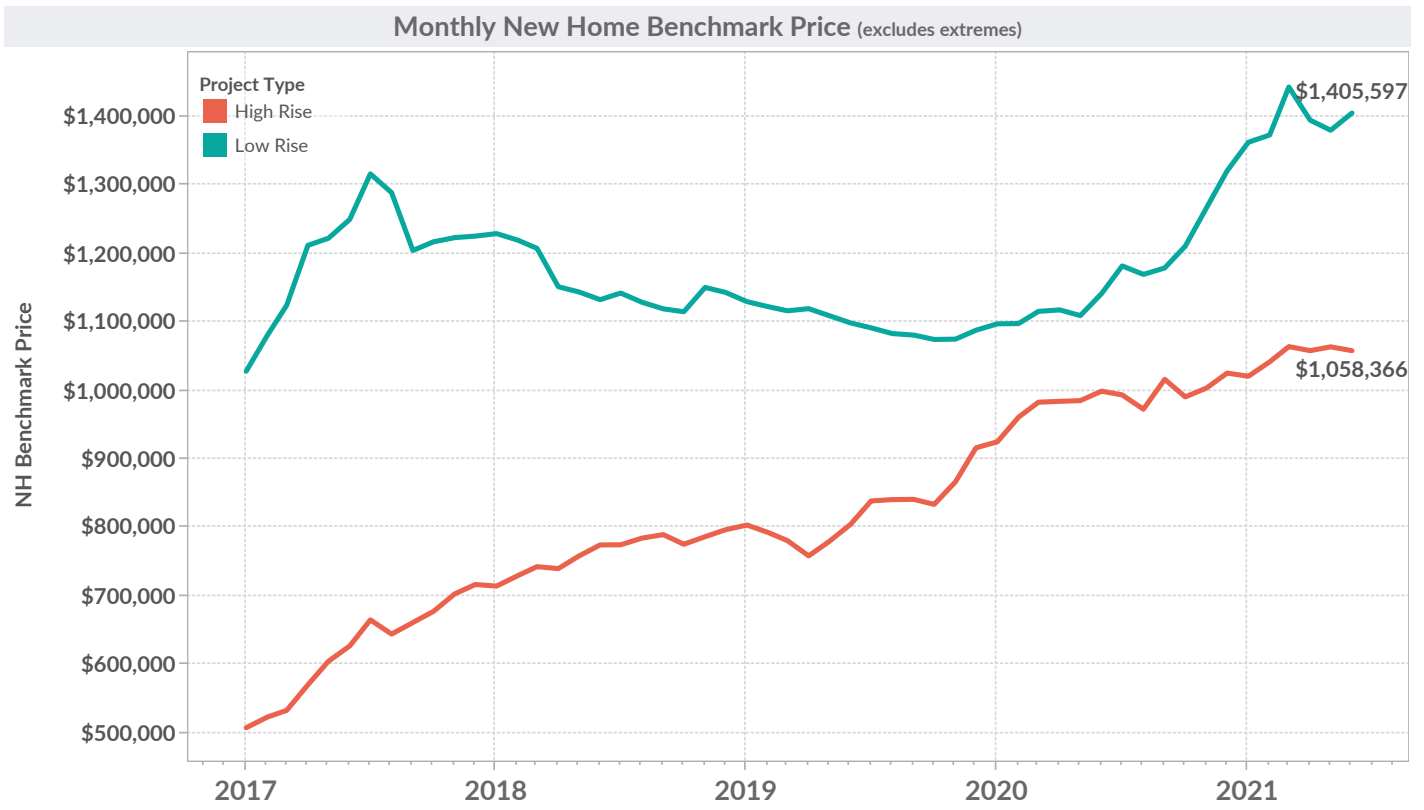
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

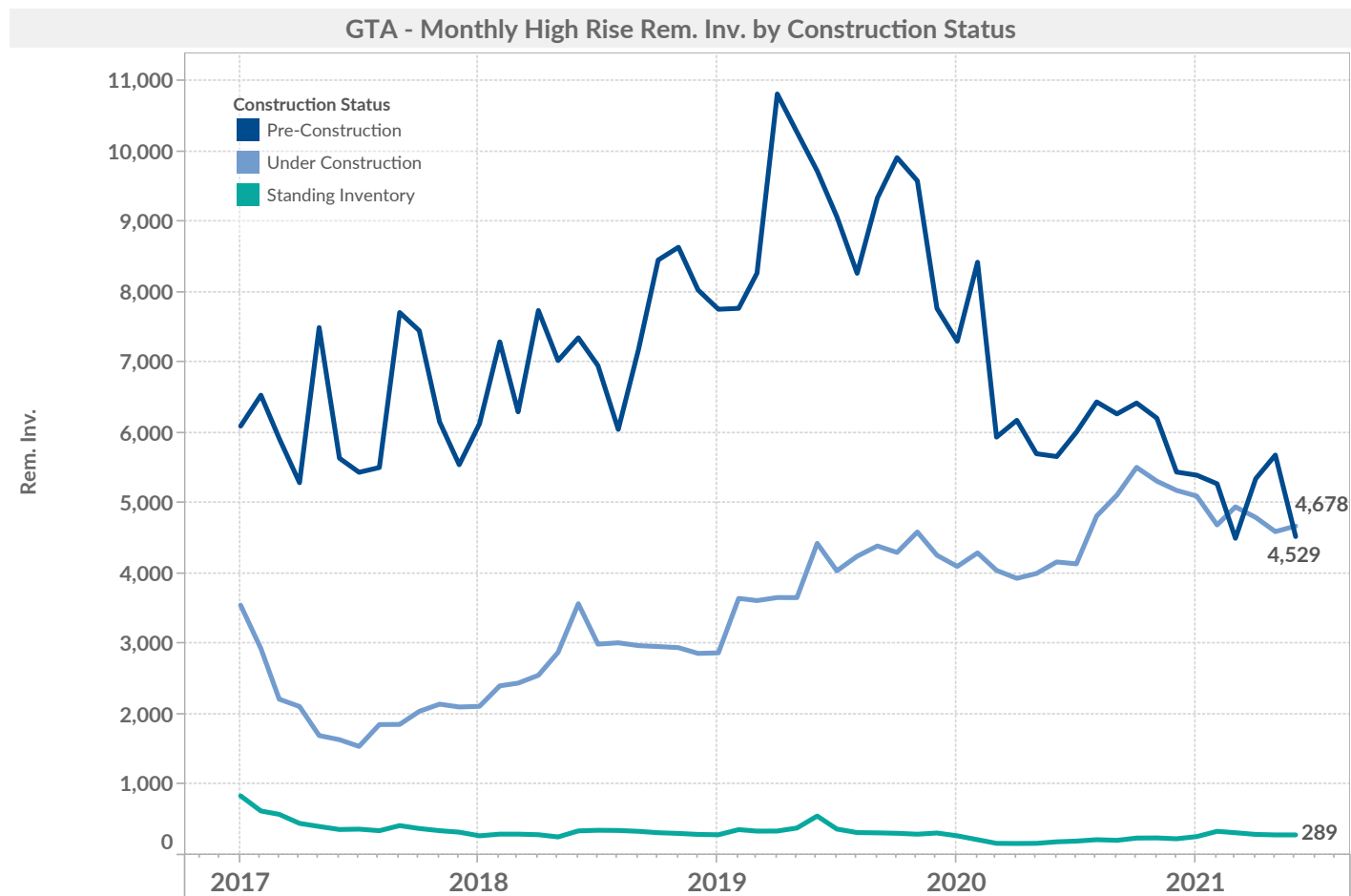
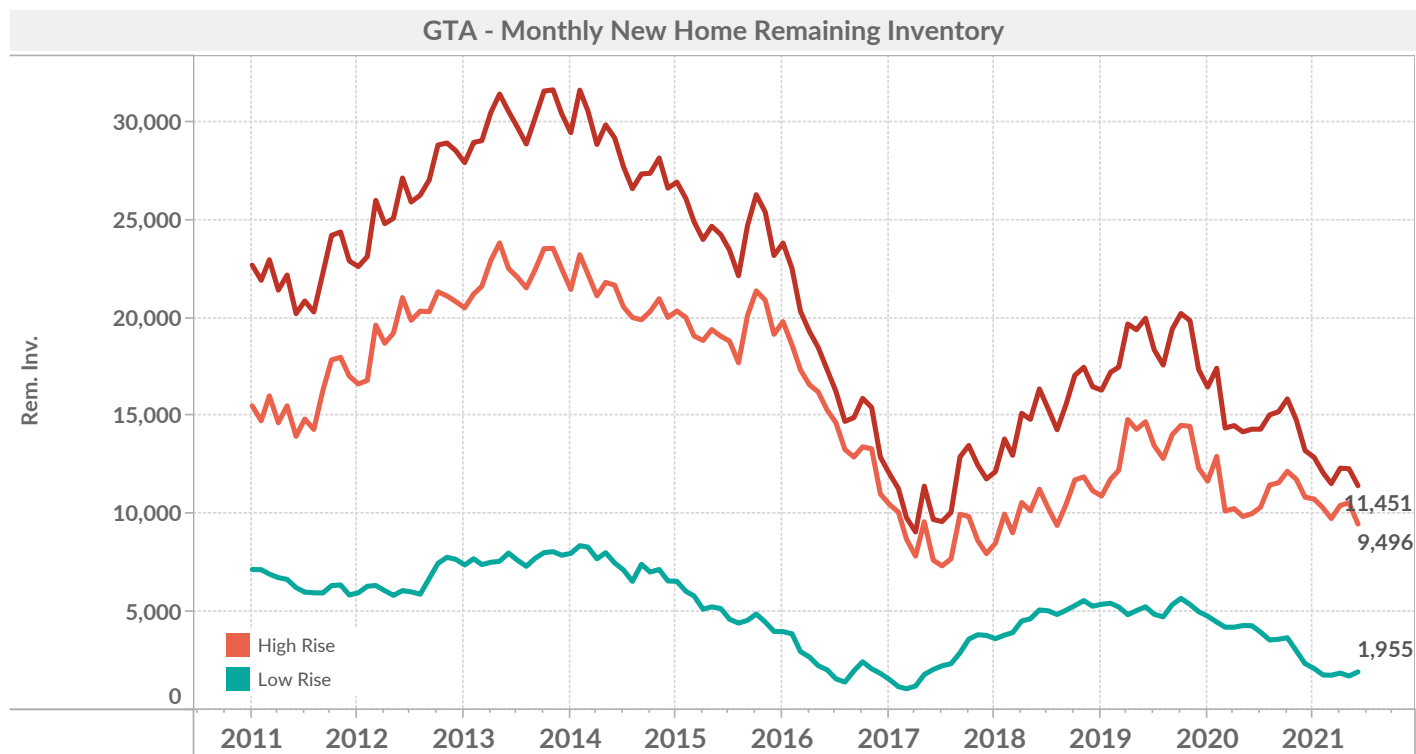
Sales & Remaining Inventory



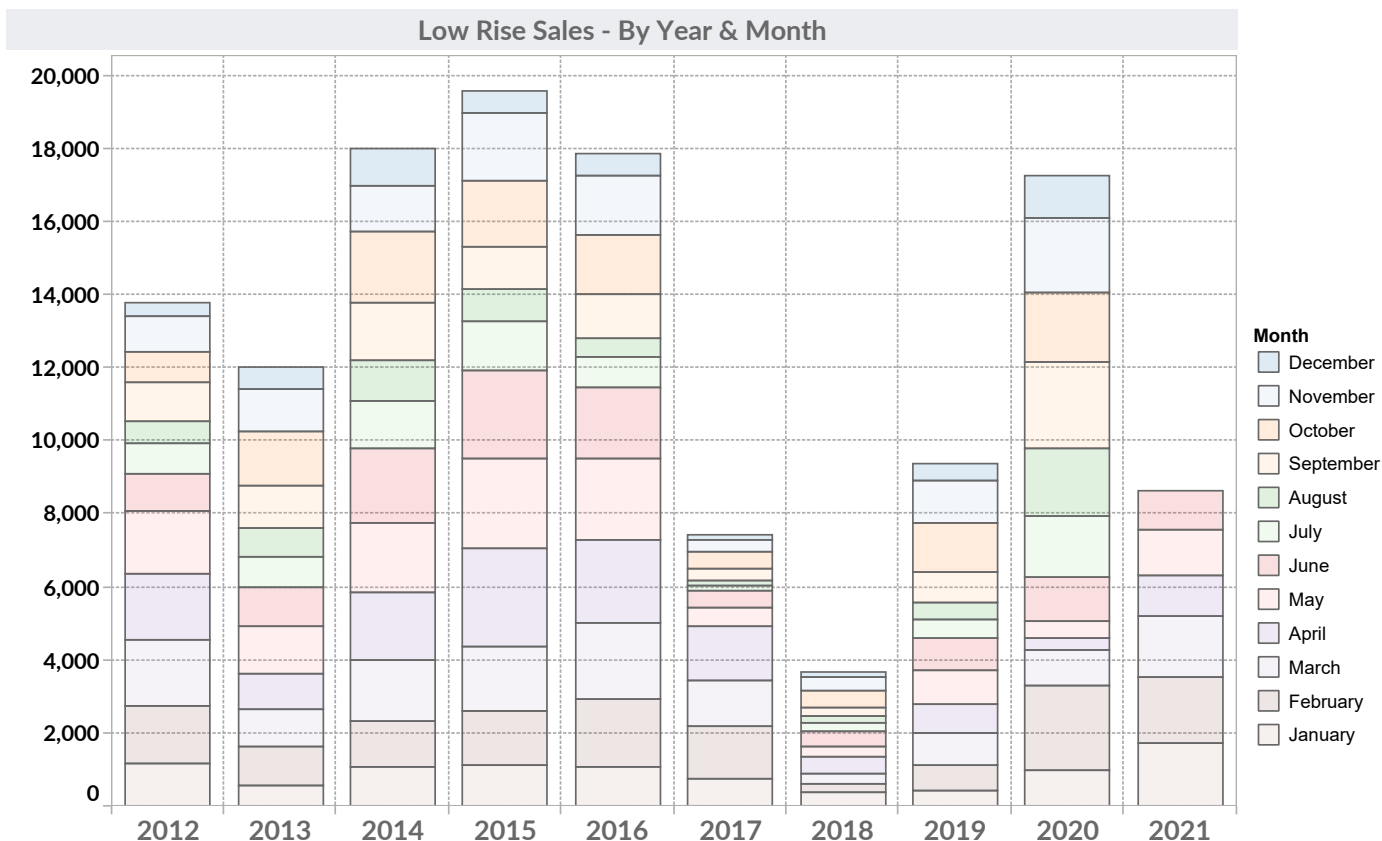
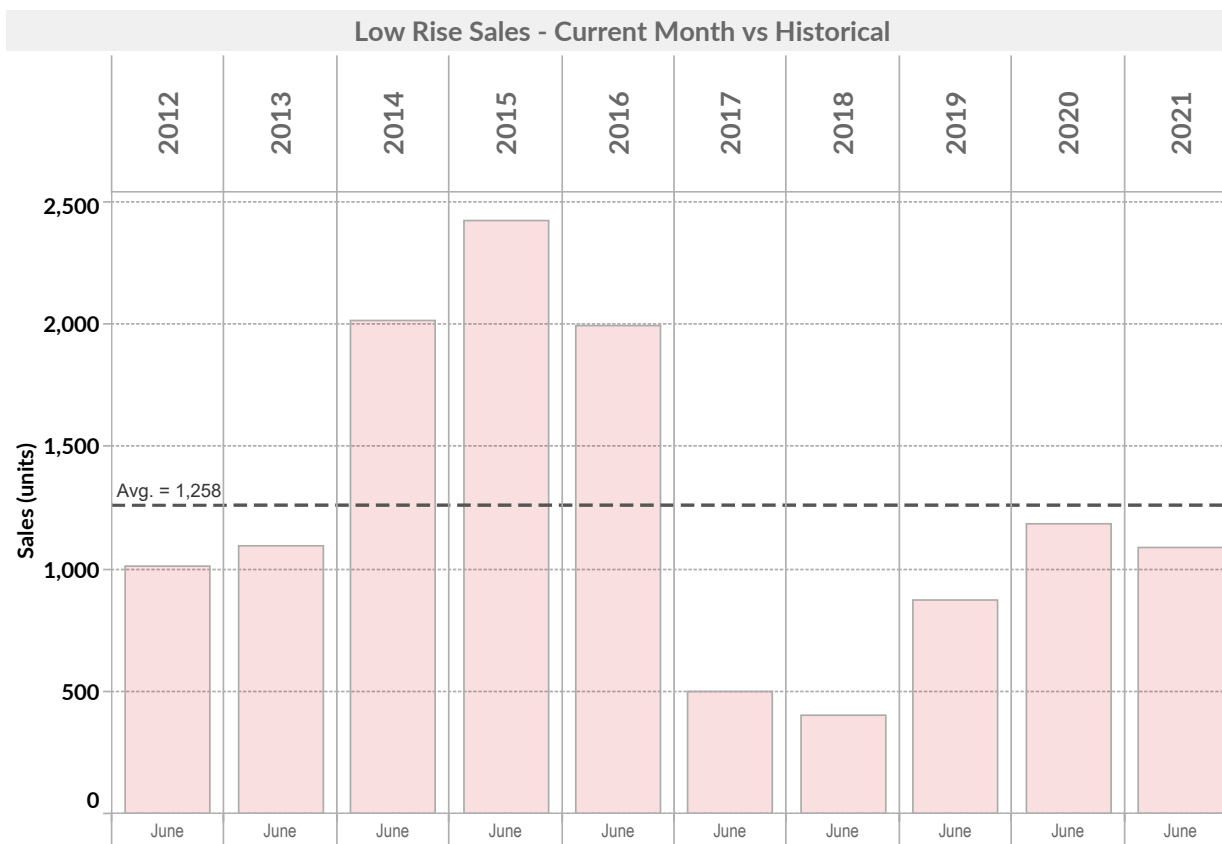
Pricing



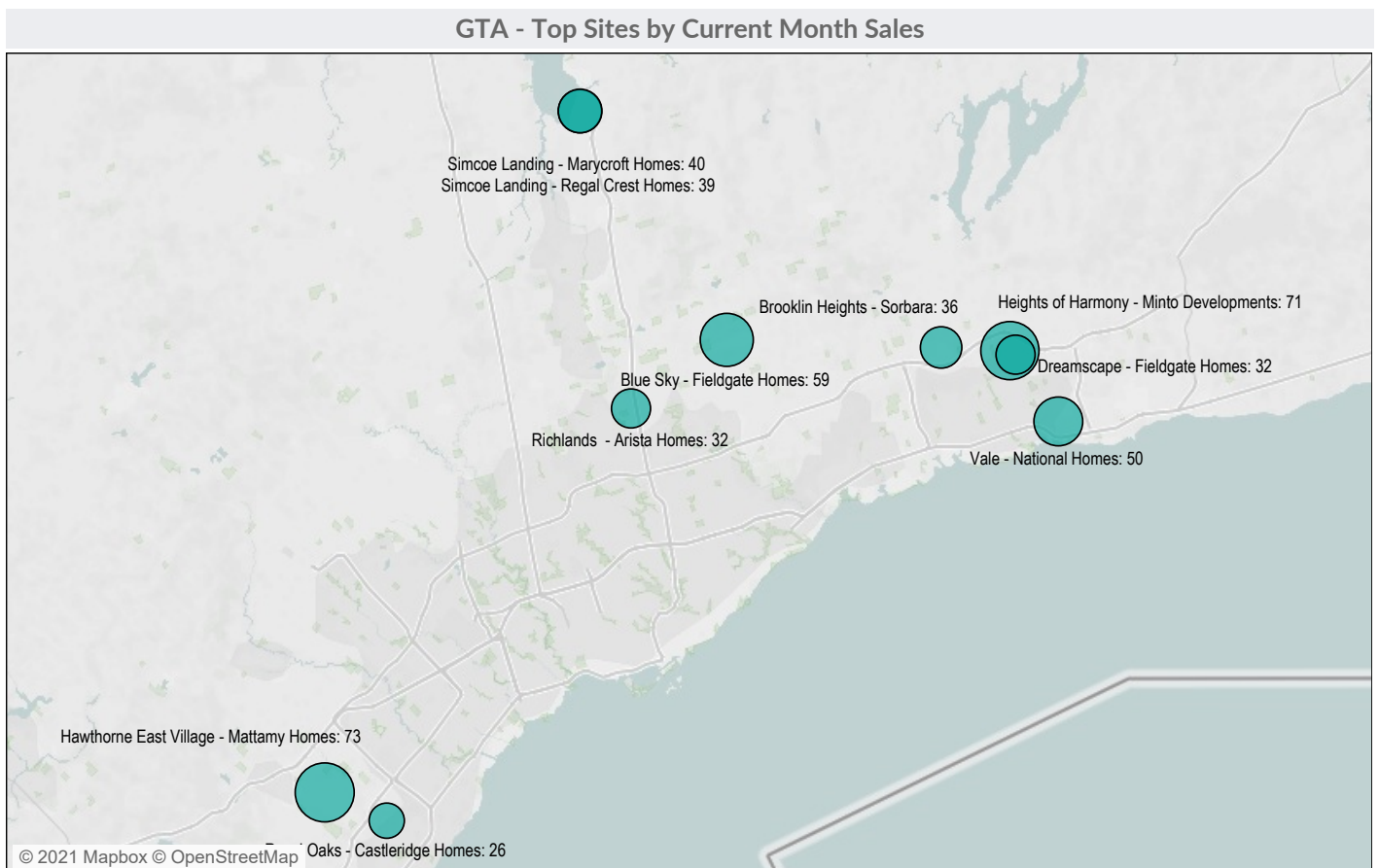
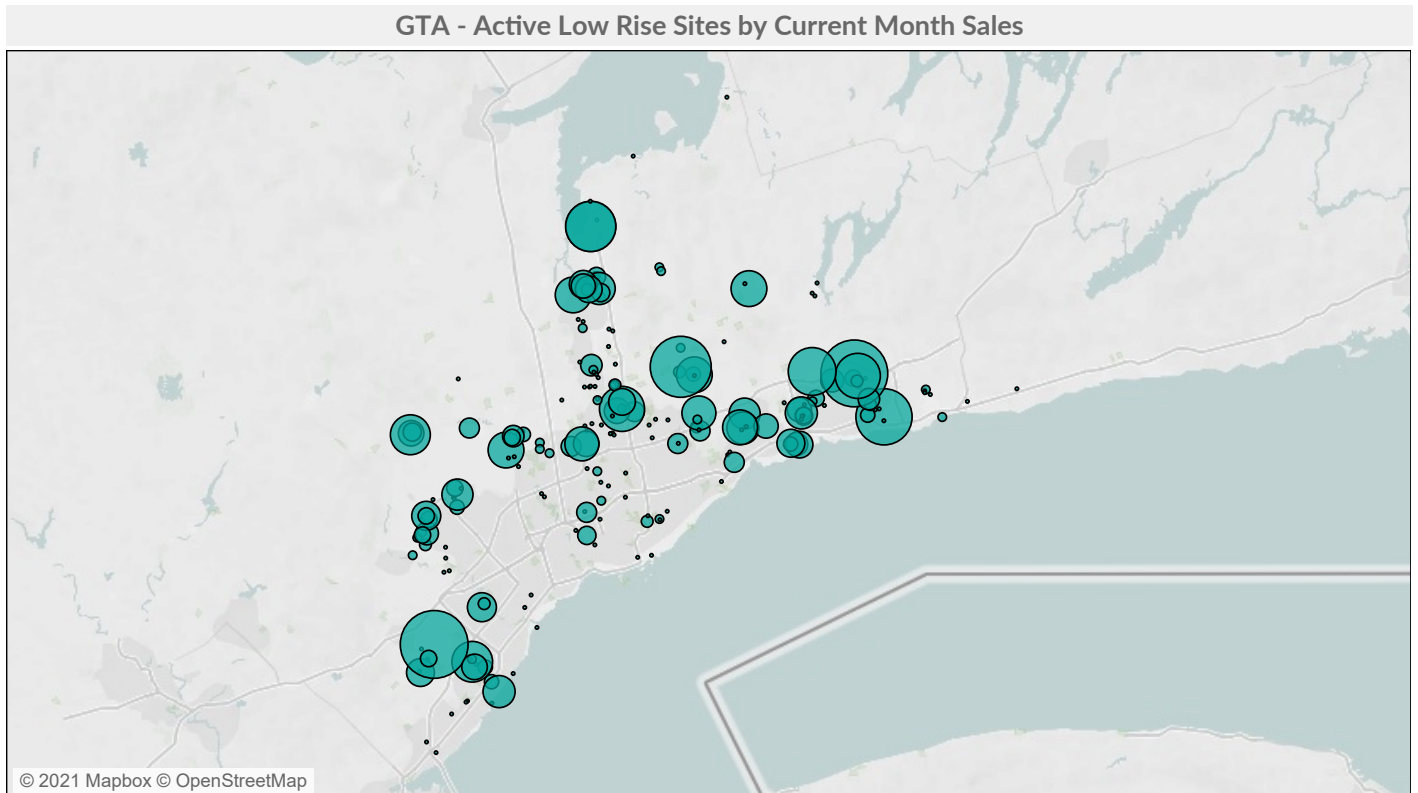
Remaining Inventory



Historical Sales Comparison



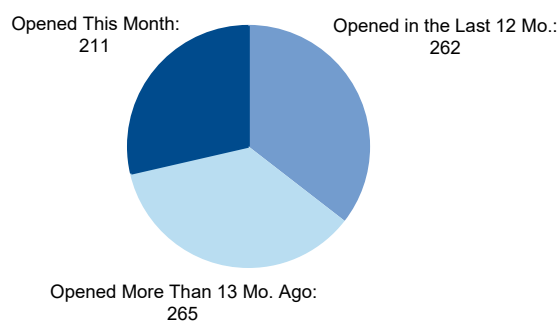
Current Sites



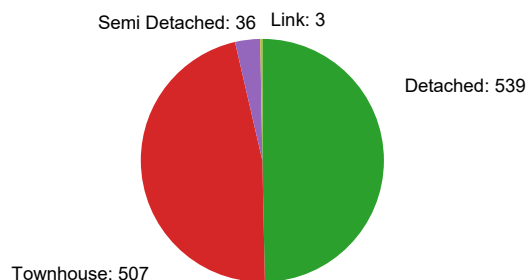
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

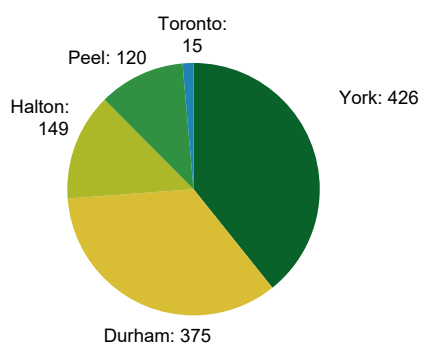
Sales by Opening Date



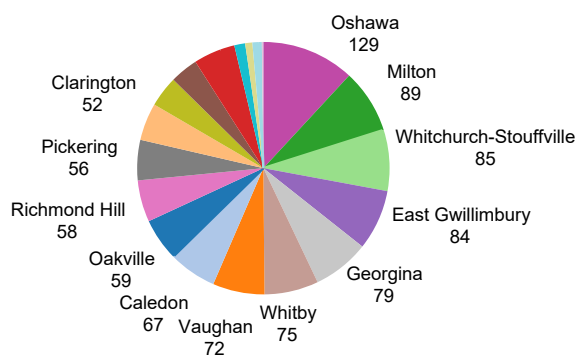
Sales by Product Type



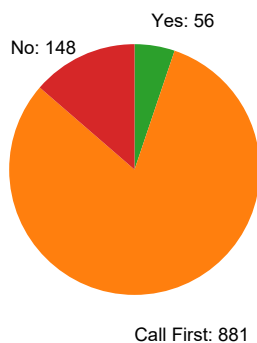
Sales by Region



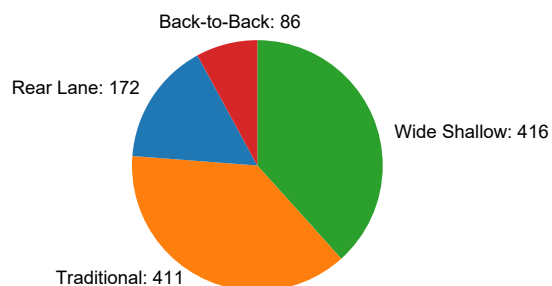
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



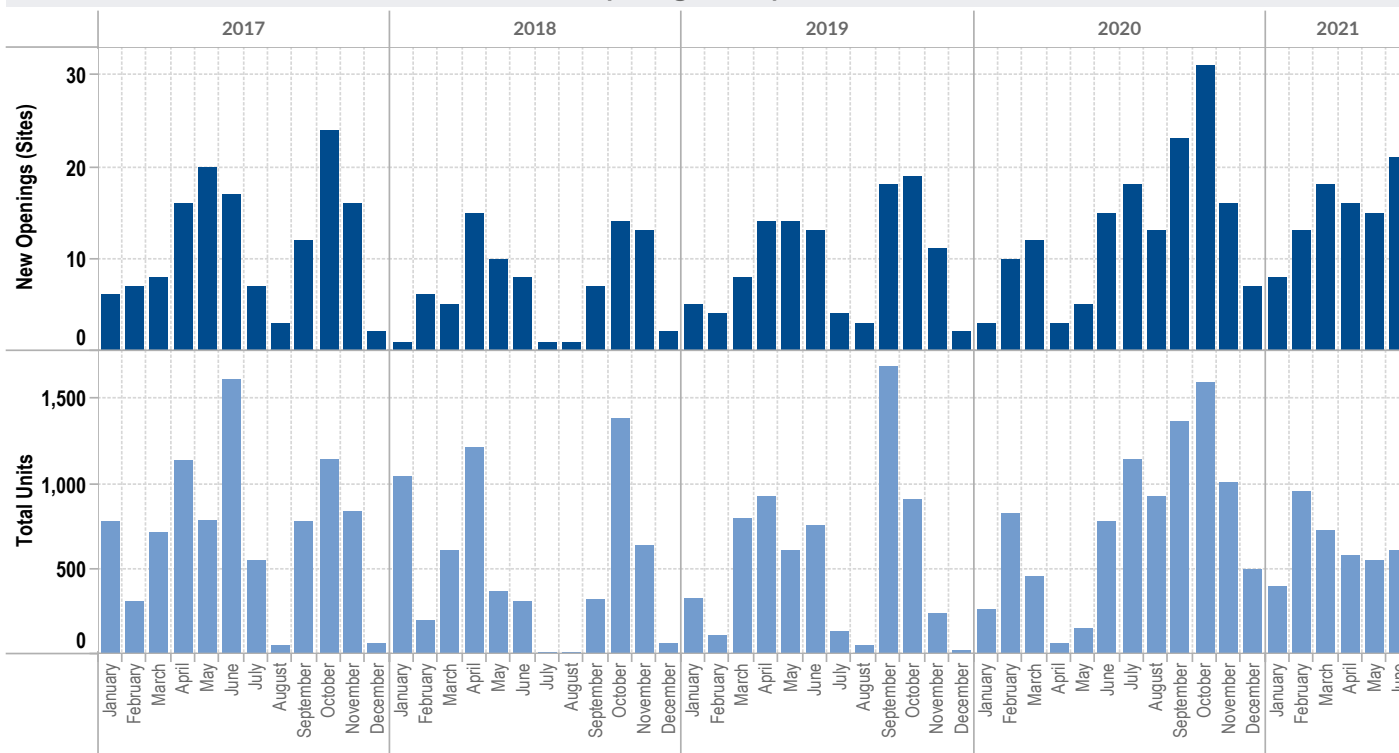
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Dufferin Vista - Uniq Communities	Freehold	Vaughan	2021-06-02	30	18	12	\$580
Oakridge Meadows - Regal Crest Homes	Freehold	Richmond Hill	2021-06-03	2	0	2	\$535
Asprey Towns - Geranium	Freehold Common Elem..	Pickering	2021-06-05	22	6	16	\$449
Lytton Park - Medallion Developments	Freehold	Whitby	2021-06-05	4	0	4	\$510
Richlands - Arista Homes	Freehold	Richmond Hill	2021-06-05	65	32	33	\$611
Simcoe Landing - Marycroft Homes	Freehold	Georgina	2021-06-05	50	40	10	\$535
Simcoe Landing - Regal Crest Homes	Freehold	Georgina	2021-06-05	41	39	2	\$428
Blue Sky - Fieldgate Homes	Freehold	Whitchurch-Stouf..	2021-06-09	36	29	7	\$469
5North - Towns on the Preserve - Mattamy Homes	Condominium	Oakville	2021-06-11	10	10	0	
Royal Oaks - Castleridge Homes	Freehold	Oakville	2021-06-12	36	26	10	\$650
New Kleinburg - Fieldgate Homes	Freehold	Vaughan	2021-06-15	2	1	1	\$551
Montgomery Meadows - Venetian Development Group and Arya..	Freehold Common Elem..	Uxbridge	2021-06-16	36	20	16	\$466
Heritage Collection - Rodeo Fine Homes	Freehold	East Gwillimbury	2021-06-18	3	1	2	\$455
Daniels FirstHome Keelesdale 2 - Jackson Towns - Daniels Cor..	Condominium	York	2021-06-19	14	5	9	\$673
Heights of Harmony - Minto Developments	Freehold	Oshawa	2021-06-19	111	71	40	\$390
South Cornell - CountryWide Homes	Freehold	Markham	2021-06-19	20	2	18	\$630
South Cornell - Lindvest	Freehold	Markham	2021-06-19	39	0	39	\$630
Dreamscape - Fieldgate Homes	Freehold	Oshawa	2021-06-21	47	32	15	\$544
Angus Glen South Village - Kylemore Communities	Freehold	Markham	2021-06-23	19	0	19	\$784
Castles of Caledon - InDesign Homes	Freehold	Caledon	2021-06-25	15	5	10	\$541
Castles of Caledon - Mosaik Homes	Freehold	Caledon	2021-06-26	7	7	0	
Grand Total				609	344	265	\$570

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	123							803	9.3%		9.3%	
Laurier Homes and Yorkwood Homes		207	40	71	7	4							329	3.8%		13.1%	
Fieldgate Homes	41	50	10	5	34	147							287	3.3%		16.4%	
Remington Homes	71	34	67	70	17	21							280	3.2%		19.7%	
Sorbara	54	61	51	16	23	50							255	3.0%		22.6%	
Marlin Spring	42	76	71	33	13	15							250	2.9%		25.5%	
Paradise Developments	74	45	31	11	75	9							245	2.8%		28.4%	
Treasure Hill	27	70	97	17	17	15							243	2.8%		31.2%	
Stafford Homes	112	38	61	1	13	6							231	2.7%		33.9%	
CountryWide Homes	73	68	40	10	5	30							226	2.6%		36.5%	
Great Gulf	43	38	31	31	28	41							212	2.5%		38.9%	
Regal Crest Homes	48	26	48	14	8	51							195	2.3%		41.2%	
Fernbrook Homes	24	48	64	33	20	4							193	2.2%		43.4%	
Coughlan Homes	24	44	49	18	39	9							183	2.1%		45.6%	
Lebovic Homes	39	31	48	19	26	16							179	2.1%		47.6%	
Aspen Ridge Homes	10	24	74	13	29	18							168	1.9%		49.6%	
Tribute Communities	55	11	10	33	15	24							148	1.7%		51.3%	
Rosehaven Homes					147								147	1.7%		53.0%	
Zancor Homes	19	36	55	12	7	13							142	1.6%		54.6%	
Andrin Homes	55	35	18	5	19	9							141	1.6%		56.3%	
Conservatory Group	22	15	21	19	34	17							128	1.5%		57.8%	
National Homes	75	0	0	0	0	50							125	1.4%		59.2%	
	1,703	1,820	1,679	1,085	1,259	1,085							8,631				

Top Builders - Last 12 Months

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

Builder	2020						2021						Total	Market Share %		Cum. Mkt. Share %	
	July	August	September	October	November	December	January	February	March	April	May	June					
Mattamy Homes	200	209	117	84	132	28	46	119	191	192	132	123	1,573	8.0%		8.0%	
Treasure Hill	23	205	166	77	46	16	27	70	97	17	17	15	776	4.0%		12.0%	
Remington Homes	47	91	41	42	45	18	71	34	67	70	17	21	564	2.9%		14.8%	
Fieldgate Homes	29	68	33	55	32	43	41	50	10	5	34	147	547	2.8%		17.6%	
Great Gulf	47	86	52	74	44	28	43	38	31	31	28	41	543	2.8%		20.4%	
Paradise Developments	50	43	98	33	22	12	74	45	31	11	75	9	503	2.6%		23.0%	
Tribute Communities	53	87	58	61	43	53	55	11	10	33	15	24	503	2.6%		25.5%	
Marlin Spring	96	68	21	7	6	45	42	76	71	33	13	15	493	2.5%		28.0%	
Aspen Ridge Homes	59	43	36	47	90	34	10	24	74	13	29	18	477	2.4%		30.5%	
Primont Homes	103	28	35	54	66	59	25	7	43	9	19	4	452	2.3%		32.8%	
CountryWide Homes	25	24	40	40	52	35	73	68	40	10	5	30	442	2.3%		35.0%	
Andrin Homes	12	14	97	20	100	42	55	35	18	5	19	9	426	2.2%		37.2%	
Regal Crest Homes	21	21	13	86	30	30	48	26	48	14	8	51	396	2.0%		39.2%	
Sorbara	11	4	7	10	63	14	54	61	51	16	23	50	364	1.9%		41.1%	
Fernbrook Homes	24	8	11	74	33	13	24	48	64	33	20	4	356	1.8%		42.9%	
Lindvest	38	44	41	52	22	21	0	2	73	17	28	3	341	1.7%		44.6%	
Stafford Homes	0	0	0	0	98	11	112	38	61	1	13	6	340	1.7%		46.3%	
Arista Homes	4	14	57	48	70	35	27	4	6	22	8	38	333	1.7%		48.0%	
Laurier Homes and Yorkwood Homes								207	40	71	7	4	329	1.7%		49.7%	
Stateview Homes	5	5	96	0	92	6	4	79					287	1.5%		51.2%	
Zancor Homes	0	0	0	60	59	22	19	36	55	12	7	13	283	1.4%		52.6%	
Rosehaven Homes	4	1	82	20							147		254	1.3%		53.9%	
	1,693	1,856	2,351	1,882	2,064	1,151	1,703	1,820	1,679	1,085	1,259	1,085	19,628				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 June
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	25
			34'	3
			36'	13
		Townhouse	21'	14
			23'	18
		Total		73
Heights of Harmony - Minto Developments	Oshawa	Detached	36'	33
			43'	14
		Townhouse	20'	24
			Total	71
Blue Sky - Fieldgate Homes	Whitchurch-Stouffville	Detached	36'	27
			40'	19
			47'	10
			60'	3
		Total		59
Vale - National Homes	Clarington	Townhouse	16'	24
			17'	12
			19'	14
		Total		50
Simcoe Landing - Marycroft Homes	Georgina	Detached	36'	1
			40'	5
			45'	34
		Total		40
Simcoe Landing - Regal Crest Homes	Georgina	Detached	36'	4
			40'	9
			45'	26
		Total		39
Brooklin Heights - Sorbara	Whitby	Townhouse	18'	16
			20'	20
		Total		36
Dreamscape - Fieldgate Homes	Oshawa	Detached	30'	8
			36'	23
			42'	1
		Total		32
Richlands - Arista Homes	Richmond Hill	Detached	36'	0
			43'	0
		Townhouse	20'	20
			21'	12
		Total		32
Royal Oaks - Castleridge Homes	Oakville	Detached	36'	3
			38'	20
			41'	1
			47'	2
		Total		26

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	June-2020					June-2021				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	7		0	8	15	2			41	43
	Brock	4			4	8				0	0
	Clarington	42	1	0	13	56	2			50	52
	Oshawa	13		0	41	54	87	2		40	129
	Pickering	20		0	14	34	7		11	38	56
	Scugog	5	0		2	7	0			0	0
	Uxbridge	0			3	3	0			20	20
	Whitby	63	11	7	40	121	4	0	7	64	75
	Total	154	12	7	125	298	102	2	18	253	375
Halton	Burlington				5	5			0	0	0
	Halton Hills	7		6	4	17	1				1
	Milton	73		0	104	177	43		6	40	89
	Oakville	50			29	79	27			32	59
	Total	130		6	142	278	71		6	72	149
Peel	Brampton	59	1	26	45	131	21		0	17	38
	Caledon	9			1	10	53			14	67
	Mississauga	0		0	2	2	0		2	13	15
	Total	68	1	26	48	143	74		2	44	120
Toronto	East York										
	Etobicoke	0			0	0					
	North York	2			4	6	0		0	10	10
	Old Toronto				0	0			0	0	0
	Scarborough	0				0	0				0
	York									5	5
	Total	2			4	6	0		0	15	15
York	Aurora	6			2	8	8				8
	East Gwillimbury	59		8	20	87	60		6	18	84
	Georgina	38		2	5	45	79			0	79
	King	0			0	0	0				0
	Markham	45	0	2	60	107	10			29	39
	Newmarket	5	1		2	8	0	1		0	1
	Richmond Hill	13	0	8	10	31	1	0	0	57	58
	Vaughan	60	2	0	85	147	53		4	15	72
	Whitchurch-Stouffville	4			24	28	81			4	85
	Total	230	3	20	208	461	292	1	10	123	426
Grand Total		584	16	59	527	1,186	539	3	36	507	1,085

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		10	509	612	10			34	44
	Brock	48			32	80				0	0
	Clarington	471	18	6	373	868	12			64	76
	Oshawa	503	44	4	834	1,385	22	0		84	106
	Pickering	446		86	417	949	2		6	52	60
	Scugog	162	25		62	249	4			4	8
	Uxbridge	5		46	61	112	23			19	42
	Whitby	852	19	113	974	1,958	10	4	23	43	80
	Total	2,580	106	265	3,262	6,213	83	4	29	300	416
Halton	Burlington	2		15	281	298			1	6	7
	Halton Hills	184		35	109	328	0				0
	Milton	444		95	297	836	19		9	28	56
	Oakville	773			245	1,018	87			39	126
	Total	1,403		145	932	2,480	106		10	73	189
Peel	Brampton	1,121	2	101	712	1,936	32		0	34	66
	Caledon	937		60	400	1,397	48			34	82
	Mississauga	34		9	184	227	2		0	56	58
	Total	2,092	2	170	1,296	3,560	82		0	124	206
Toronto	East York										
	Etobicoke	1			25	26					
	North York	31		2	251	284	21		3	83	107
	Old Toronto			24	13	37			4	11	15
	Scarborough	10		20	16	46	2				2
	York				5	5				9	9
	Total	42		46	310	398	23		7	103	133
York	Aurora	238			18	256	27				27
	East Gwillimbury	809		98	144	1,051	113		14	20	147
	Georgina	529		8	8	545	12			3	15
	King	48			9	57	5				5
	Markham	555	20	93	1,190	1,858	98			52	150
	Newmarket	72	19	28	117	236	4	1		0	5
	Richmond Hill	323	2	73	1,014	1,412	178	0	6	276	460
	Vaughan	624	14	15	509	1,162	75		7	59	141
	Whitchurch-Stouffville	322			78	400	44			17	61
	Total	3,520	55	315	3,087	6,977	556	1	27	427	1,011
Grand Total		9,637	163	941	8,887	19,628	850	5	73	1,027	1,955

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