



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of July 2021

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-21		Jul-20		Change
High Rise	1,478		1,989		-25.7%
Low Rise	662		1,692		-60.9%
Total	2,140		3,681		-41.9%
Year to Date Sales	Jan.- Jul. 2021		Jan.- Jul. 2020		Y/Y Change
High Rise	17,164		10,254		67.4%
Low Rise	9,343		7,933		17.8%
Total	26,507		18,187		45.7%
Year to Date Supply	Jan.- Jul. 2021		Jan.- Jul. 2020		Y/Y Change
High Rise	13,700		8,298		65.1%
Low Rise	8,568		6,890		24.4%
Total	22,268		15,188		46.6%
Year to Date Completions	Jan.- Jul. 2021		Jan.- Jul. 2020		Y/Y Change
High Rise	10,401		12,573		-17.3%
Remaining Inventory	Jul-21	Jun-21	Jul-20	M/M Change	Y/Y Change
High Rise	9,483	9,543	10,387	-0.6%	-8.7%
Low Rise	1,598	1,928	3,975	-17.1%	-59.8%
Total	11,081	11,471	14,362	-3.4%	-22.8%
Benchmark Price	Jul-21	Jun-21	Jul-20	M/M Change	Y/Y Change
High Rise	\$1,091,648	\$1,058,366	\$993,811	3.1%	9.8%
Low Rise	\$1,517,841	\$1,405,597	\$1,182,199	8.0%	28.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	5	335	318	129	
High Rise Units	1,280	86,584	86,441	28,503	
% Sold*	68%	89%	95%	84%	
Low Rise Projects	9	214			
Low Rise Units	139	19,294			
% Sold*	37%	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.

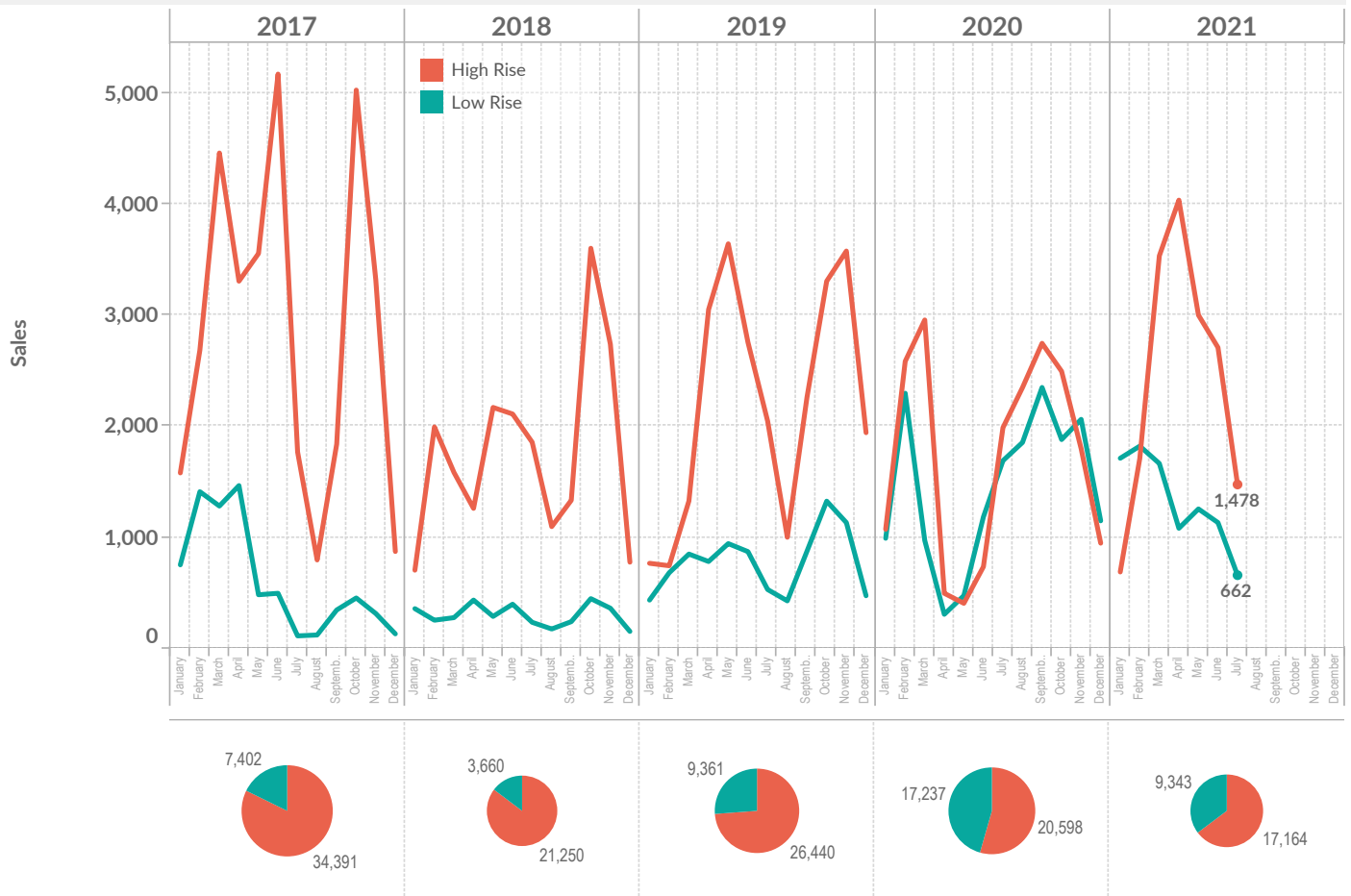
All Active includes all projects actively marketing a available remaining inventory regardless of their construction status.

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

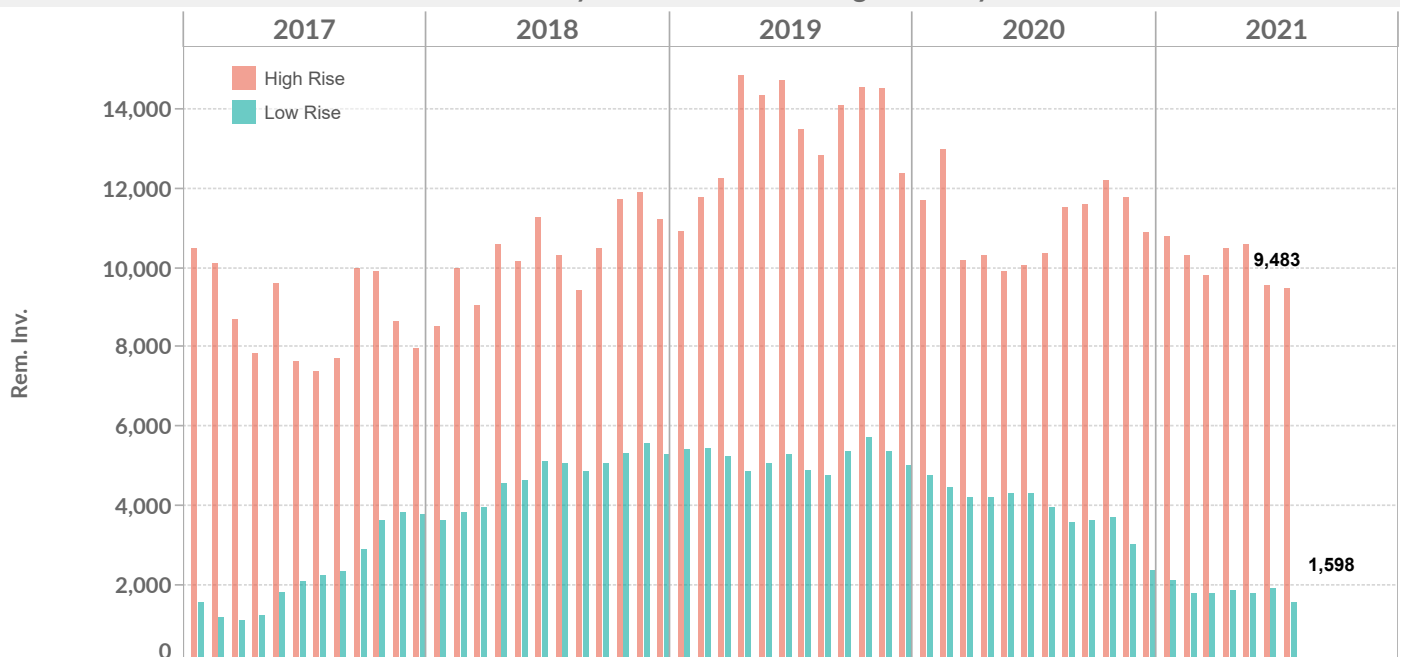
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

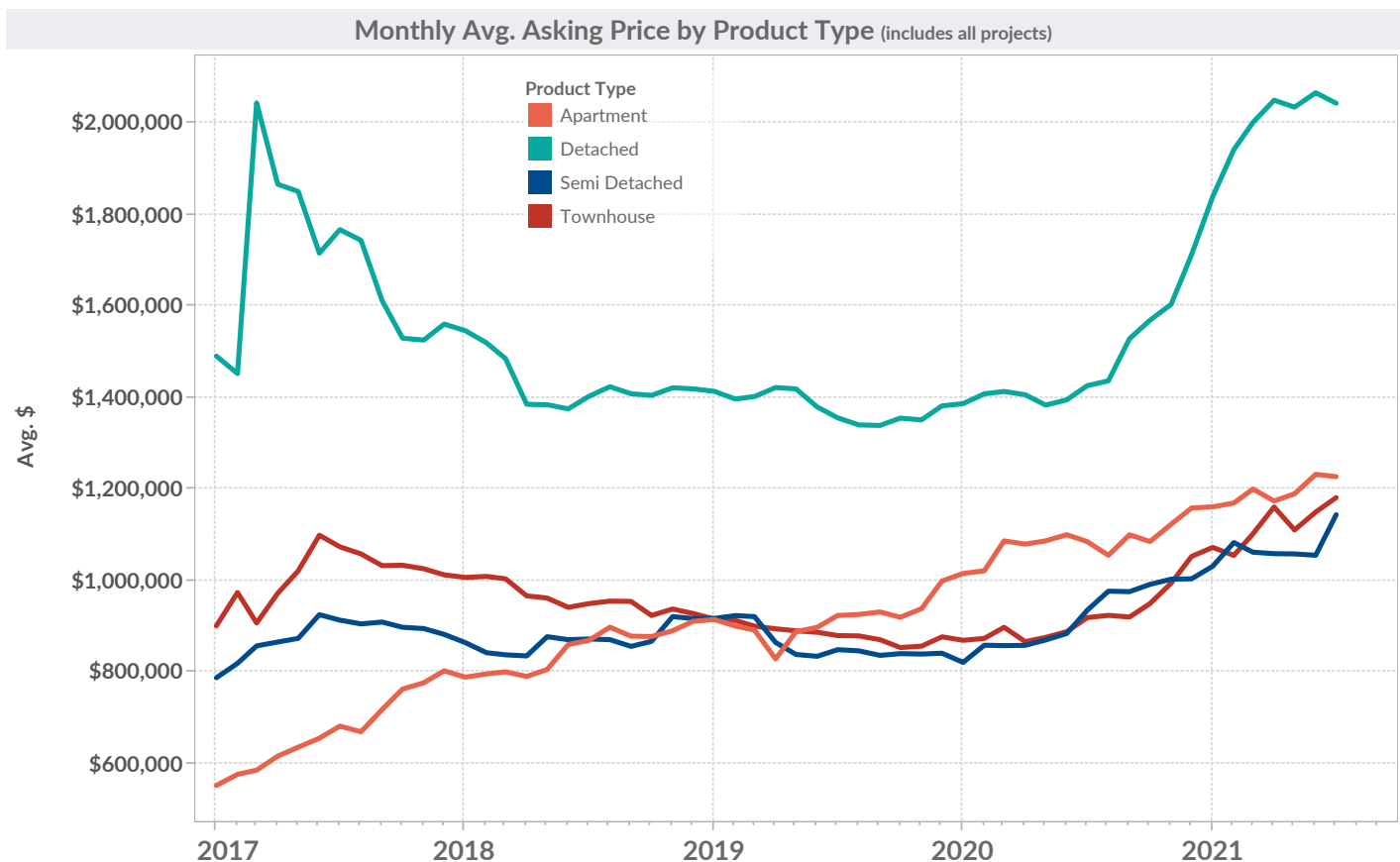
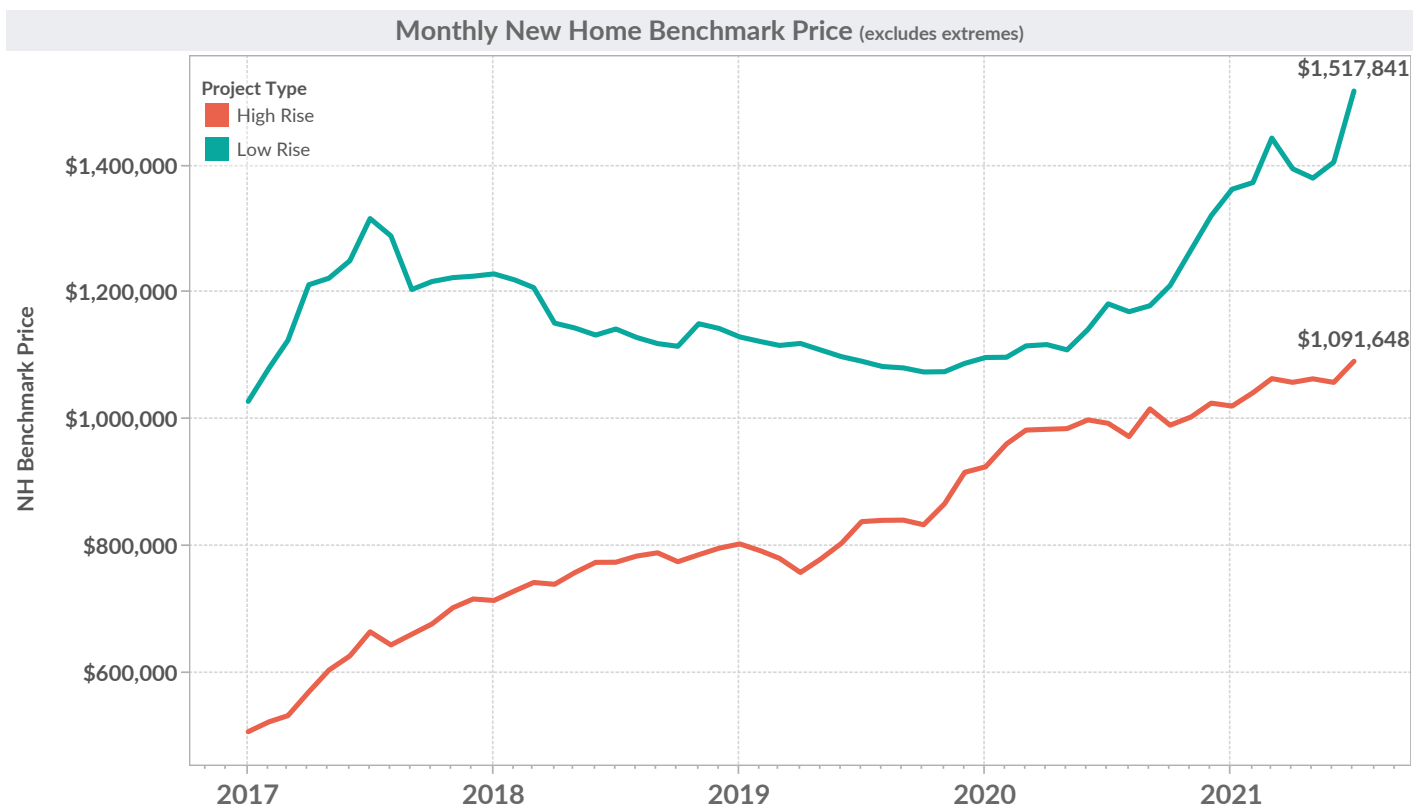
GTA - Monthly New Home Sales



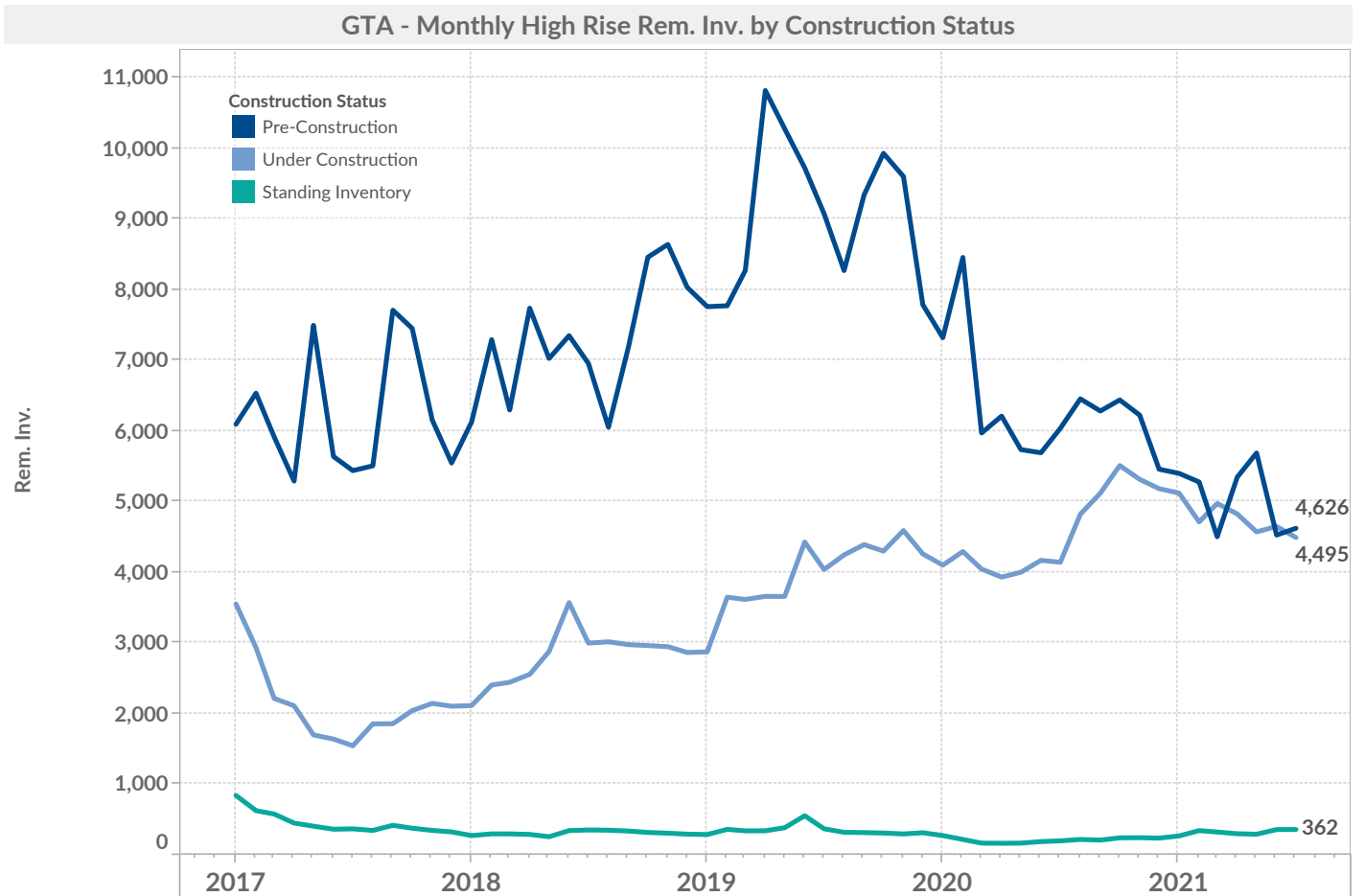
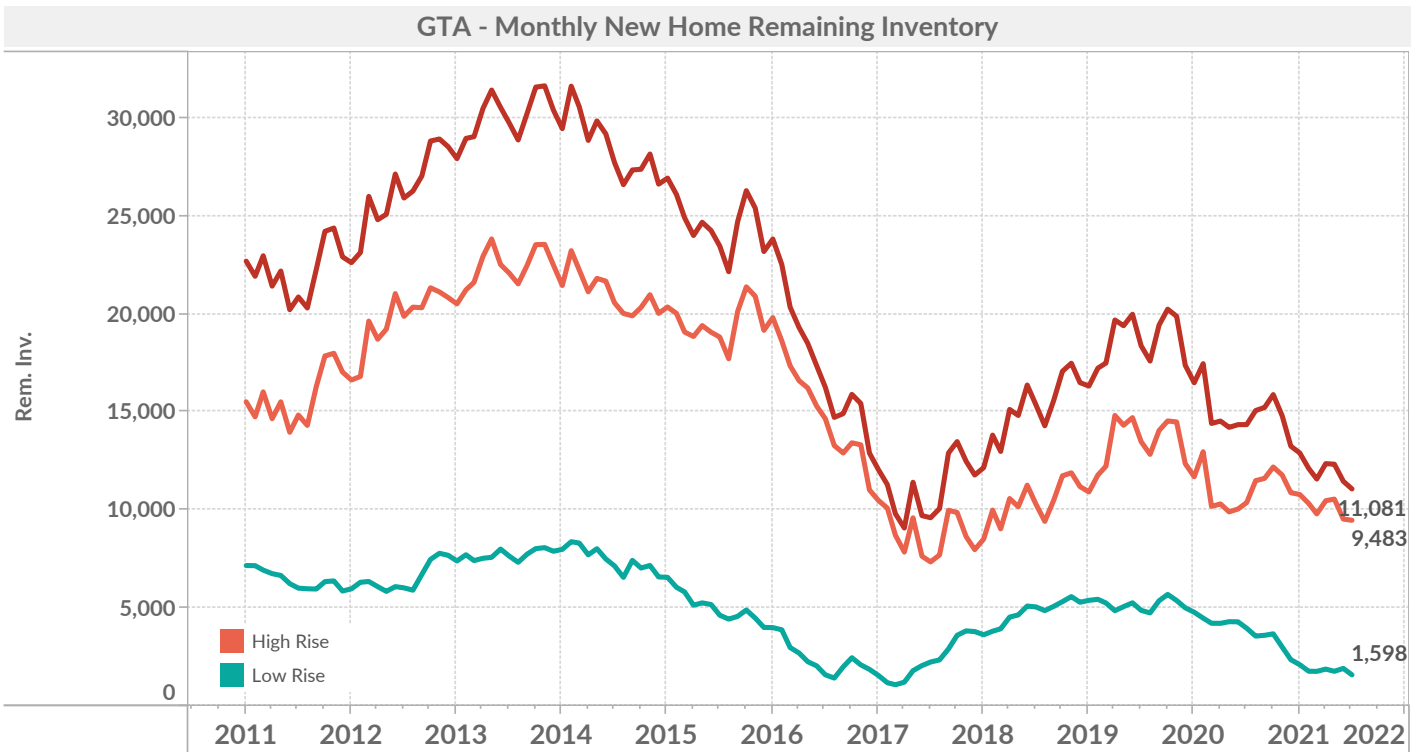
GTA - Monthly New Home Remaining Inventory



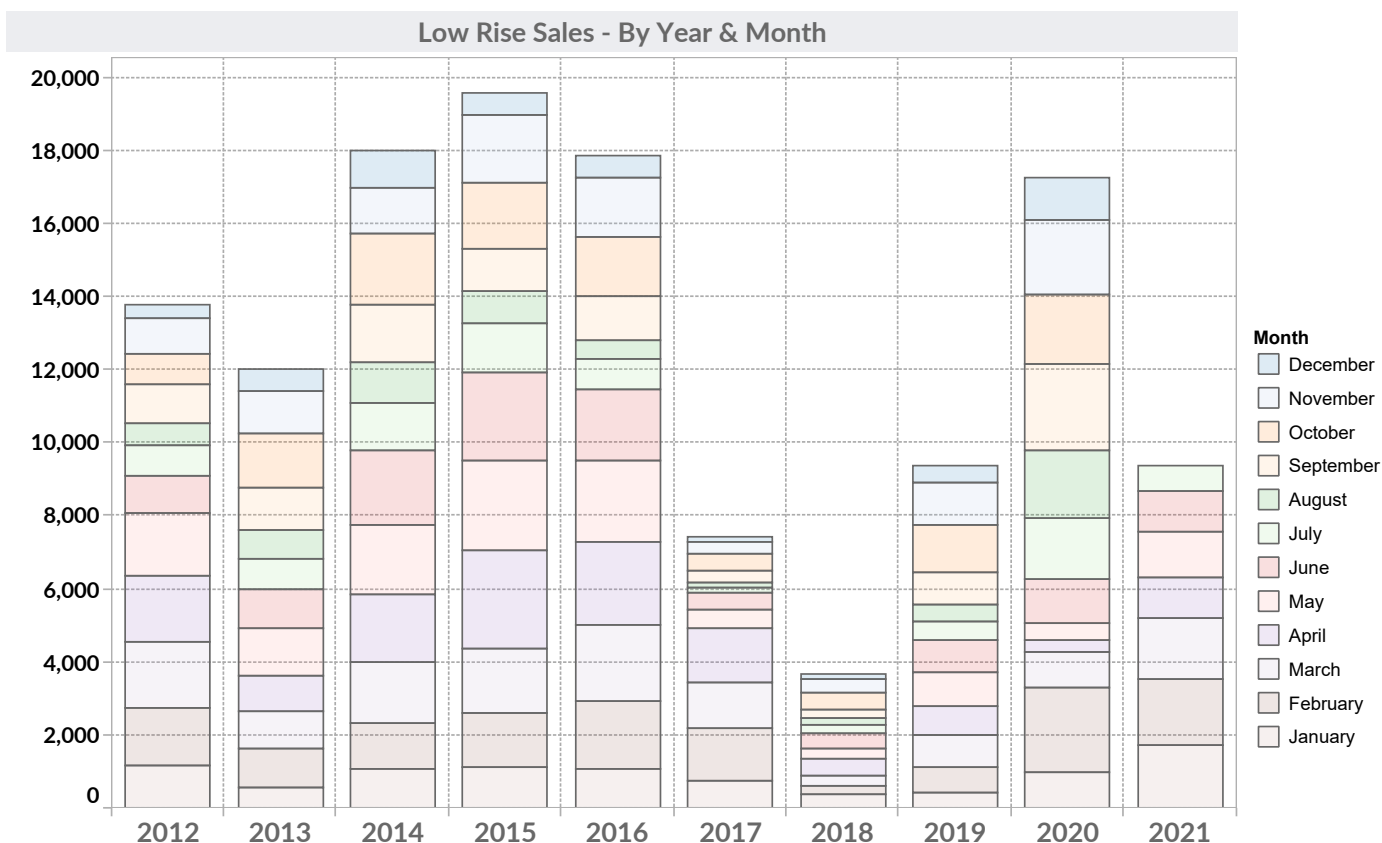
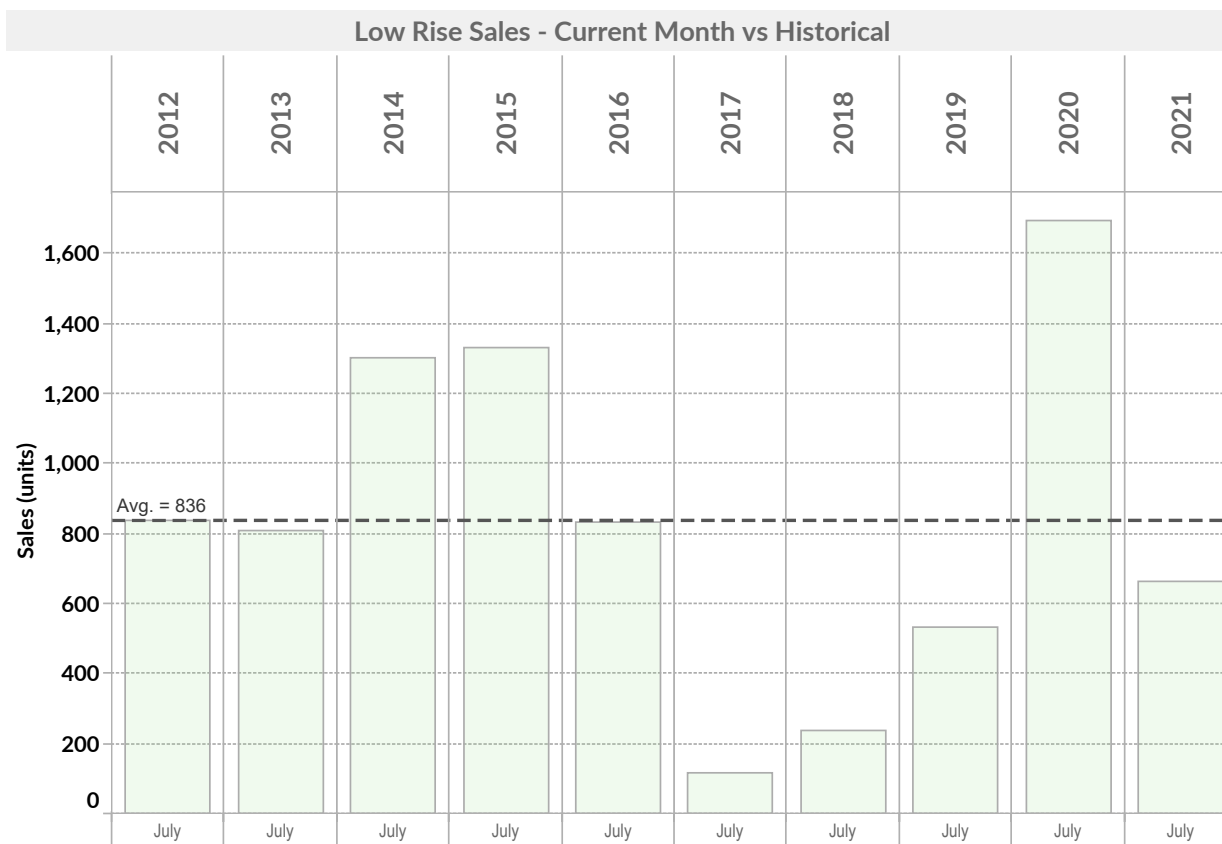
Pricing



Remaining Inventory



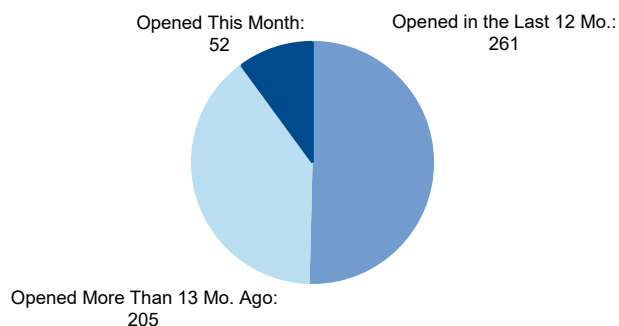
Historical Sales Comparison



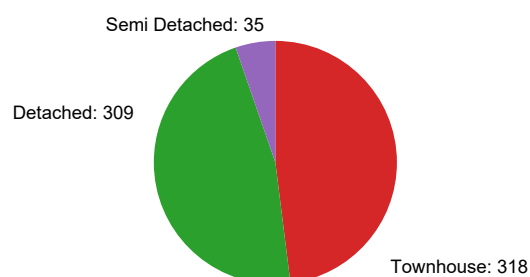
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

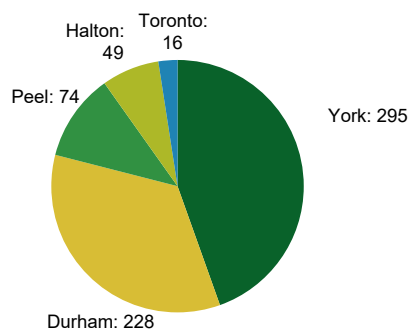
Sales by Opening Date



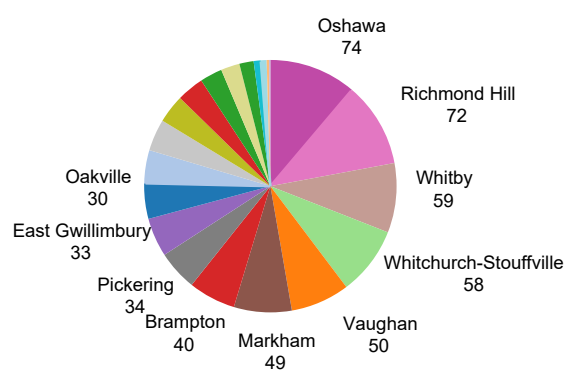
Sales by Product Type



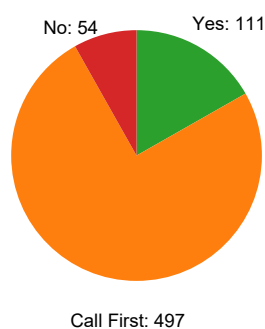
Sales by Region



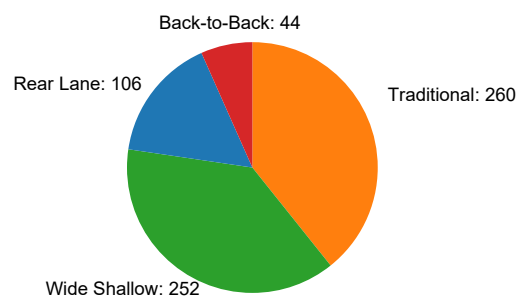
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



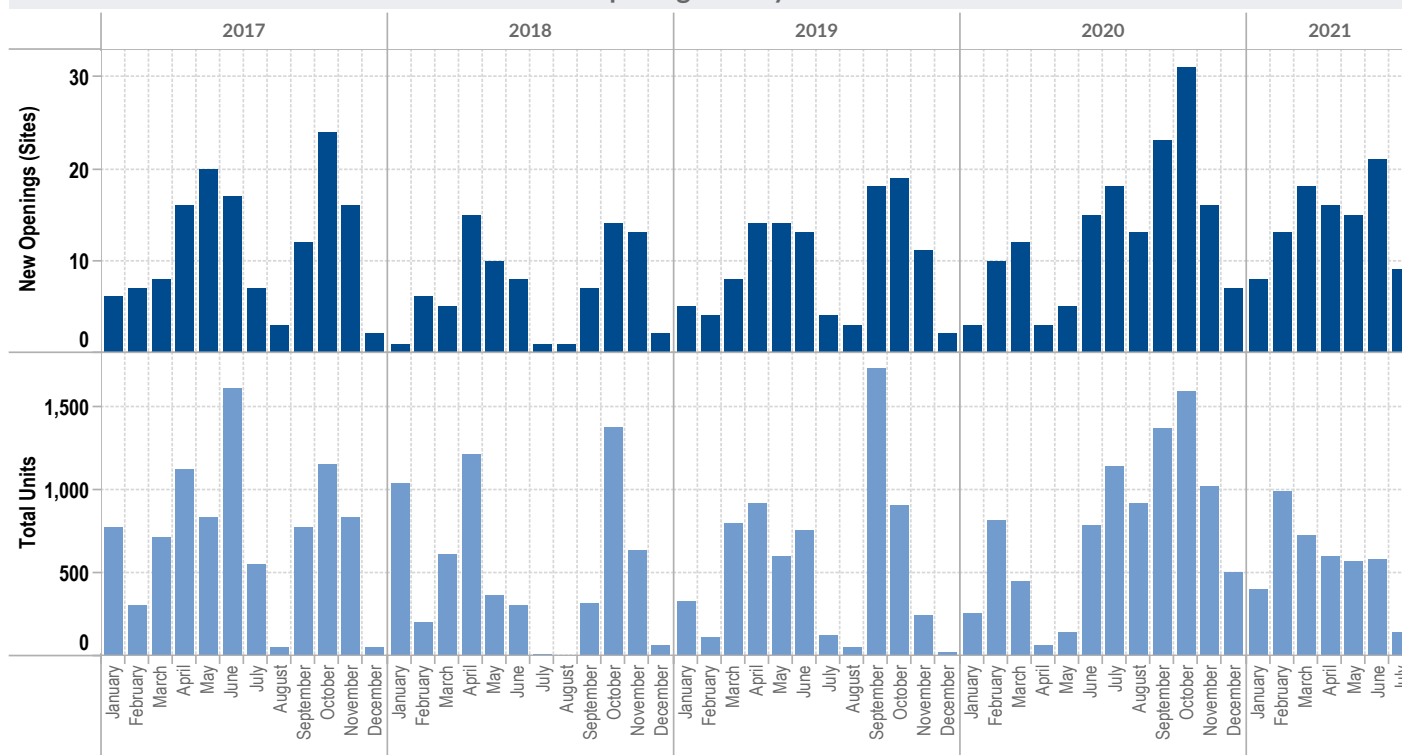
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Winding Trail - Brookfield Residential	Freehold	Uxbridge	2021-07-01	39	13	26	\$443
Castles of Caledon - InDesign Homes	Freehold	Caledon	2021-07-16	4	4	0	
Harmony Creek - Conservatory Group	Freehold	Oshawa	2021-07-21	10	1	9	\$378
Tanglewood - Medallion Developments	Freehold	Oshawa	2021-07-22	34	7	27	\$460
Trilogy - Ballymore Homes	Freehold	Georgina	2021-07-22	11	11	0	
Trilogy - Briarwood Homes	Freehold	Georgina	2021-07-22	11	6	5	\$367
Homeward Hills - Sorbara	Freehold	Oshawa	2021-07-24	3	3	0	
* Kensington District - Lynbury Homes	Freehold	Vaughan	2021-07-29	20	7	13	\$555
Garden View Towns - Amico	Condominium	Halton Hills	2021-07-31	7	0	7	\$583
Grand Total				139	52	87	\$458

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	34						837	9.0%		9.0%	
Fieldgate Homes	41	50	10	5	34	146	85						371	4.0%		12.9%	
Laurier Homes and Yorkwood Homes		207	40	71	7	4	0						329	3.5%		16.5%	
Remington Homes	71	34	67	70	13	21	38						314	3.4%		19.8%	
Sorbara	54	61	51	16	23	50	47						302	3.2%		23.0%	
Marlin Spring	42	76	71	33	13	15	42						292	3.1%		26.2%	
Treasure Hill	27	70	97	17	17	14	14						256	2.7%		28.9%	
Paradise Developments	74	45	31	10	75	9	3						247	2.6%		31.6%	
Fernbrook Homes	24	48	64	33	33	15	24						241	2.6%		34.1%	
Great Gulf	43	38	31	31	28	40	28						239	2.6%		36.7%	
Stafford Homes	112	38	61	1	13	6	3						234	2.5%		39.2%	
CountryWide Homes	73	68	40	10	5	30	3						229	2.5%		41.6%	
Regal Crest Homes	48	26	48	14	8	51	8						203	2.2%		43.8%	
Lebovic Homes	39	31	48	19	26	16	10						189	2.0%		45.8%	
Coughlan Homes	24	44	49	18	36	9	3						183	2.0%		47.8%	
Aspen Ridge Homes	10	24	74	13	29	18	9						177	1.9%		49.7%	
National Homes	75	0	0	0	0	96	1						172	1.8%		51.5%	
Zancor Homes	19	36	55	12	7	13	9						151	1.6%		53.2%	
Tribute Communities	55	11	10	33	15	24	2						150	1.6%		54.8%	
Rosehaven Homes					147								147	1.6%		56.3%	
Andrin Homes	55	35	18	5	19	9	4						145	1.6%		57.9%	
Conservatory Group	22	15	21	19	34	17	11						139	1.5%		59.4%	
	1,714	1,823	1,667	1,084	1,258	1,135	662						9,343				

Top Builders - Last 12 Months

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

Builder	2020					2021							Total	Market Share		Cum. Mkt. Share	
	August	September	October	November	December	January	February	March	April	May	June	July		%		%	
Mattamy Homes	209	117	84	132	28	46	119	191	192	132	123	34	1,407	7.5%		7.5%	
Treasure Hill	205	166	77	46	16	27	70	97	17	17	14	14	766	4.1%		11.7%	
Fieldgate Homes	68	33	55	32	43	41	50	10	5	34	146	85	602	3.2%		14.9%	
Remington Homes	91	41	42	45	18	71	34	67	70	13	21	38	551	3.0%		17.8%	
Great Gulf	86	52	74	44	28	43	38	31	31	28	40	28	523	2.8%		20.6%	
Paradise Developments	43	98	33	22	12	74	45	31	10	75	9	3	455	2.4%		23.1%	
Tribute Communities	87	58	61	43	53	55	11	10	33	15	24	2	452	2.4%		25.5%	
Marlin Spring	68	21	7	6	45	42	76	71	33	13	15	42	439	2.4%		27.9%	
Aspen Ridge Homes	43	36	47	90	34	10	24	74	13	29	18	9	427	2.3%		30.1%	
CountryWide Homes	24	40	40	52	35	73	68	40	10	5	30	3	420	2.3%		32.4%	
Andrin Homes	14	97	20	100	42	55	35	18	5	19	9	4	418	2.2%		34.6%	
Sorbara	4	7	10	63	14	54	61	51	16	23	50	47	400	2.1%		36.8%	
Regal Crest Homes	21	13	86	30	30	48	26	48	14	8	51	8	383	2.1%		38.8%	
Fernbrook Homes	8	11	74	33	13	24	48	64	33	33	15	24	380	2.0%		40.9%	
Primont Homes	28	35	54	66	59	25	7	43	9	19	5	10	360	1.9%		42.8%	
Arista Homes	14	57	48	70	35	27	4	6	22	8	36	22	349	1.9%		44.7%	
Stafford Homes	0	0	0	98	11	112	38	61	1	13	6	3	343	1.8%		46.5%	
Laurier Homes and Yorkwood Homes							207	40	71	7	4	0	329	1.8%		48.3%	
Lindvest	44	41	52	22	21	0	2	73	17	28	3	10	313	1.7%		50.0%	
Zancor Homes	0	0	60	59	22	19	36	55	12	7	13	9	292	1.6%		51.5%	
Stateview Homes	5	96	0	92	6	4	79						282	1.5%		53.0%	
National Homes					100	75	0	0	0	0	96	1	272	1.5%		54.5%	
	1,856	2,351	1,882	2,064	1,151	1,714	1,823	1,667	1,084	1,258	1,135	662	18,647				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 July
Brightside - Remington Homes	Brampton	Detached	32'	3
			38'	27
		Total		30
Whitby Meadows - Fieldgate Homes	Whitby	Detached	36'	5
			42'	5
		Semi Detached	25'	5
		Townhouse	21'	3
			22'	9
		Total		27
Ivylea - Marlin Spring	Richmond Hill	Townhouse	20'	24
				24
Cityside - Fieldgate Homes	Whitchurch-Stouffville	Detached	36'	12
			40'	11
		Townhouse	20'	0
				23
Homeward Hills - Sorbara	Oshawa	Detached	32'	2
			36'	8
			40'	3
		Townhouse	20'	9
				22
Richlands - Arista Homes	Richmond Hill	Detached	36'	1
			43'	0
		Townhouse	20'	7
			21'	14
				22
Dreamscape - Fieldgate Homes	Oshawa	Detached	30'	12
			36'	8
			42'	1
		Total		21
Cityside - Deco Homes	Whitchurch-Stouffville	Detached	36'	13
			40'	7
		Townhouse	20'	0
				20
Brooklin Heights - Sorbara	Whitby	Townhouse	18'	7
			20'	12
		Total		19
Lakewind - Brookfield Residential	Ajax	Townhouse	20'	19
			24'	0
		Total		19
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	0
			36'	15
		Townhouse	20'	4
			21'	0
			23'	0
				19

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	July-2020					July-2021				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	12		5	15	32	1			23	24
	Brock	5			5	10				0	0
	Clarington	78	5	1	27	111	0			2	2
	Oshawa	21		0	67	88	41	0		33	74
	Pickering	48		4	17	69	16		6	12	34
	Scugog	12	7		8	27	12			0	12
	Uxbridge	0			4	4	0			23	23
	Whitby	123	7	8	93	231	11	0	12	36	59
	Total	299	19	18	236	572	81	0	18	129	228
Halton	Burlington				5	5			0	0	0
	Halton Hills	24		10	5	39				0	0
	Milton	89		8	22	119	2		6	11	19
	Oakville	123			23	146	22			8	30
	Total	236		18	55	309	24		6	19	49
Peel	Brampton	32	0	23	47	102	36		0	4	40
	Caledon	147			3	150	14			14	28
	Mississauga	0		1	9	10	0		0	6	6
	Total	179	0	24	59	262	50		0	24	74
Toronto	East York										
	Etobicoke	0			6	6					
	North York	2			12	14	0		1	15	16
	Old Toronto			5	6	11			0	0	0
	Scarborough	0				0	0				0
	York									0	0
	Total	2		5	24	31	0		1	15	16
York	Aurora	17			3	20	5				5
	East Gwillimbury	44		11	9	64	23		7	3	33
	Georgina	31		2		33	27			0	27
	King	0			0	0	0				0
	Markham	36	0	47	70	153	9			40	49
	Newmarket	3	0		16	19	1	0		0	1
	Richmond Hill	15	0	3	85	103	14	0	0	58	72
	Vaughan	62	2	2	34	100	23		3	24	50
	Whitchurch-Stouffville	15			11	26	52			6	58
	Total	223	2	65	228	518	154	0	10	131	295
Grand Total		939	21	130	602	1,692	309	0	35	318	662

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	82		5	514	601	9			28	37
	Brock	43			27	70				0	0
	Clarington	392	13	5	394	804	13			36	49
	Oshawa	523	44	4	799	1,370	48	0		34	82
	Pickering	414		88	413	915	1		0	43	44
	Scugog	162	18		54	234	25			4	29
	Uxbridge	5		46	80	131	23			35	58
	Whitby	739	12	117	918	1,786	12	6	15	18	51
	Total	2,360	87	265	3,199	5,911	131	6	15	198	350
Halton	Burlington	2		15	276	293			1	6	7
	Halton Hills	160		25	104	289				7	7
	Milton	357		93	287	737	17		3	22	42
	Oakville	686			232	918	51			29	80
	Total	1,205		133	899	2,237	68		4	64	136
Peel	Brampton	1,121	2	78	668	1,869	16		0	26	42
	Caledon	804		60	411	1,275	41			20	61
	Mississauga	34		8	185	227	2		4	49	55
	Total	1,959	2	146	1,264	3,371	59		4	95	158
Toronto	East York										
	Etobicoke	1			19	20					
	North York	29		3	254	286	21		2	68	91
	Old Toronto			19	7	26			4	11	15
	Scarborough	10		20	16	46	2				2
	York				5	5				9	9
	Total	40		42	301	383	23		6	88	117
York	Aurora	226			15	241	27				27
	East Gwillimbury	786		94	138	1,018	90		7	17	114
	Georgina	523		6	8	537	11			3	14
	King	48			9	57	5				5
	Markham	528	20	46	1,158	1,752	88			20	108
	Newmarket	70	19	28	101	218	3	1		0	4
	Richmond Hill	322	2	70	985	1,379	166	0	6	220	392
	Vaughan	585	12	16	499	1,112	64		4	55	123
	Whitchurch-Stouffville	358			73	431	39			11	50
	Total	3,446	53	260	2,986	6,745	493	1	17	326	837
Grand Total		9,010	142	846	8,649	18,647	774	7	46	771	1,598

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