



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of September 2021

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Sep-21		Sep-20		Change
High Rise	2,488		2,754		-9.7%
Low Rise	1,073		2,349		-54.3%
Total	3,561		5,103		-30.2%
Year to Date Sales	Jan.-Sep. 2021		Jan.-Sep. 2020		Y/Y Change
High Rise	23,077		15,347		50.4%
Low Rise	11,143		12,137		-8.2%
Total	34,220		27,484		24.5%
Year to Date Supply	Jan.-Sep. 2021		Jan.-Sep. 2020		Y/Y Change
High Rise	21,116		8,311		154.1%
Low Rise	10,092		8,346		20.9%
Total	31,208		16,657		87.4%
Year to Date Completions	Jan.-Sep. 2021		Jan.-Sep. 2020		Y/Y Change
High Rise	15,610		17,906		-12.8%
Remaining Inventory	Sep-21	Aug-21	Sep-20	M/M Change	Y/Y Change
High Rise	11,107	9,928	11,631	11.9%	-4.5%
Low Rise	1,322	1,427	3,617	-7.4%	-63.5%
Total	12,429	11,355	15,248	9.5%	-18.5%
Benchmark Price	Sep-21	Aug-21	Sep-20	M/M Change	Y/Y Change
High Rise	\$1,036,831	\$1,069,700	\$1,016,550	-3.1%	2.0%
Low Rise	\$1,573,764	\$1,521,968	\$1,179,249	3.4%	33.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	345	305	144	
High Rise Units	3,529	89,461	80,959	34,536	
% Sold*	43%	88%	95%	80%	
Low Rise Projects	7	197			
Low Rise Units	407	17,747			
% Sold*	96%	93%			

* 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.

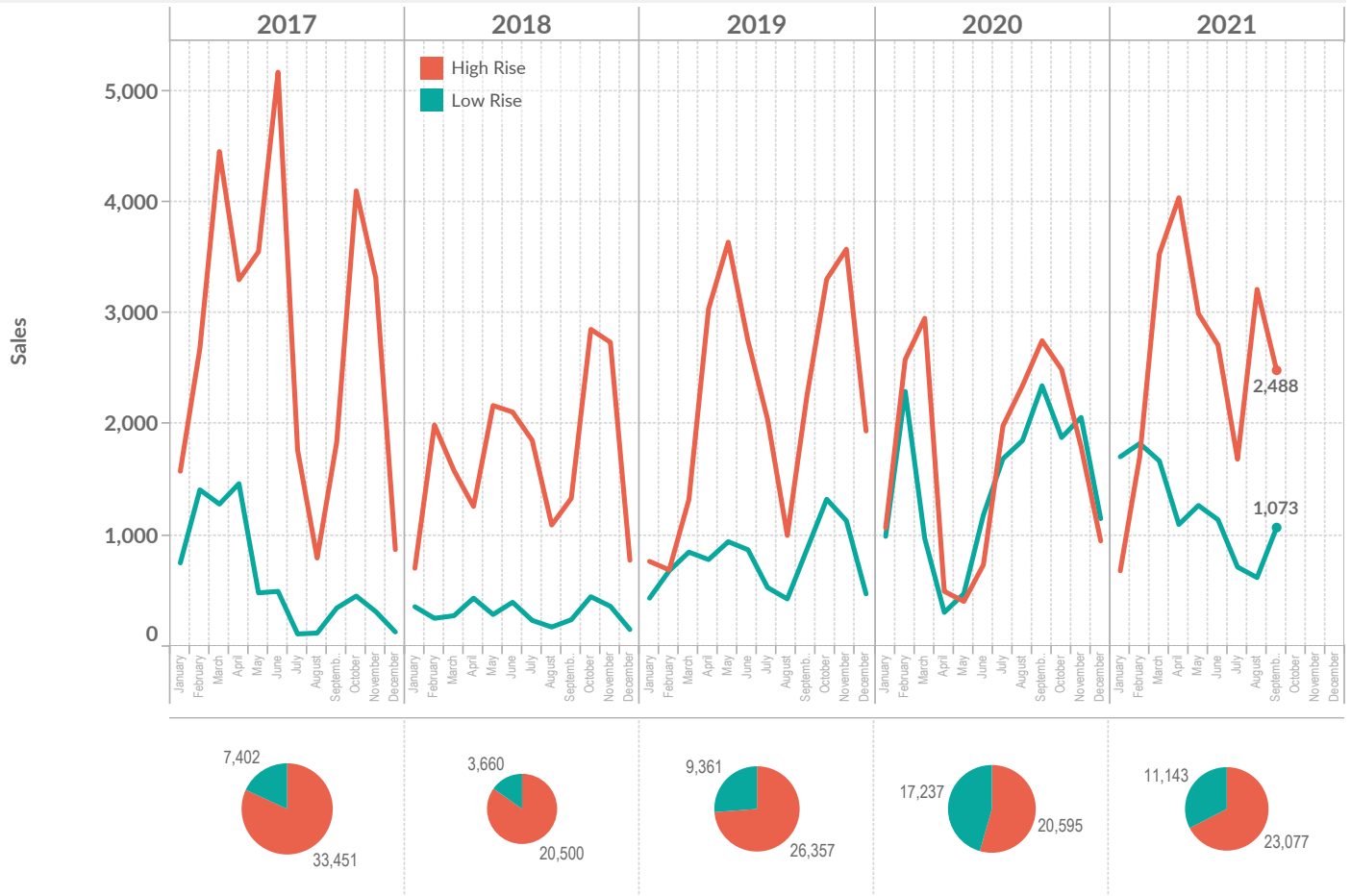
All Active includes all projects actively marketing a available remaining inventory regardless of their construction status.

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

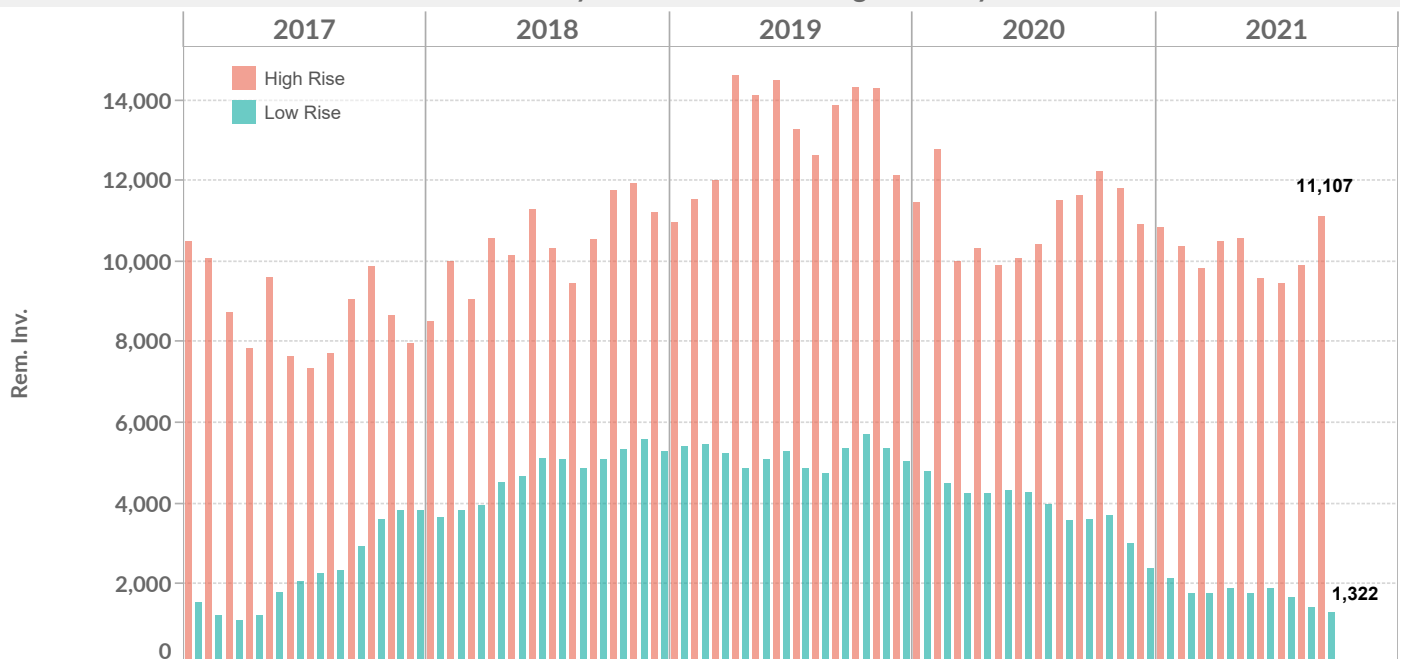
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

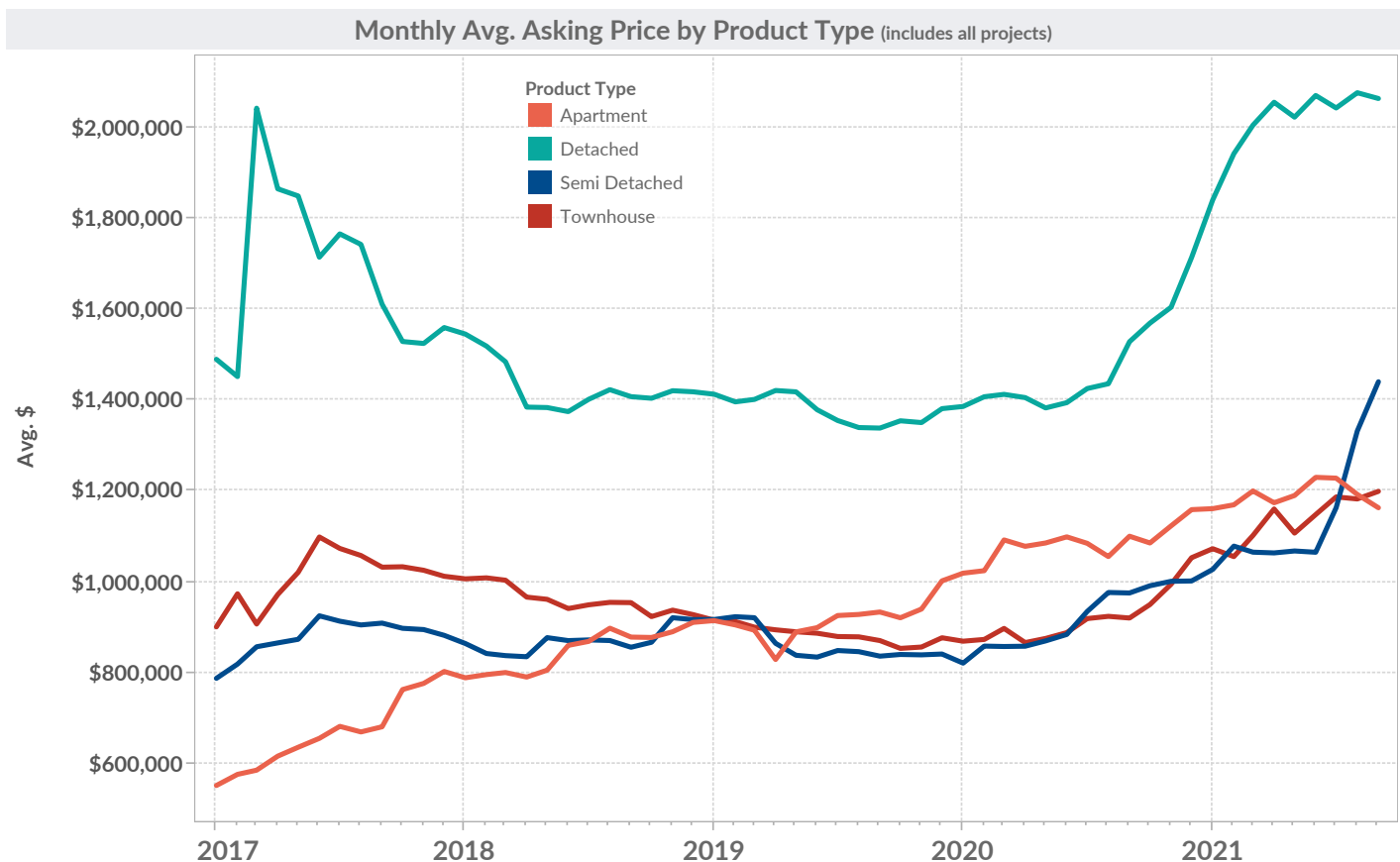
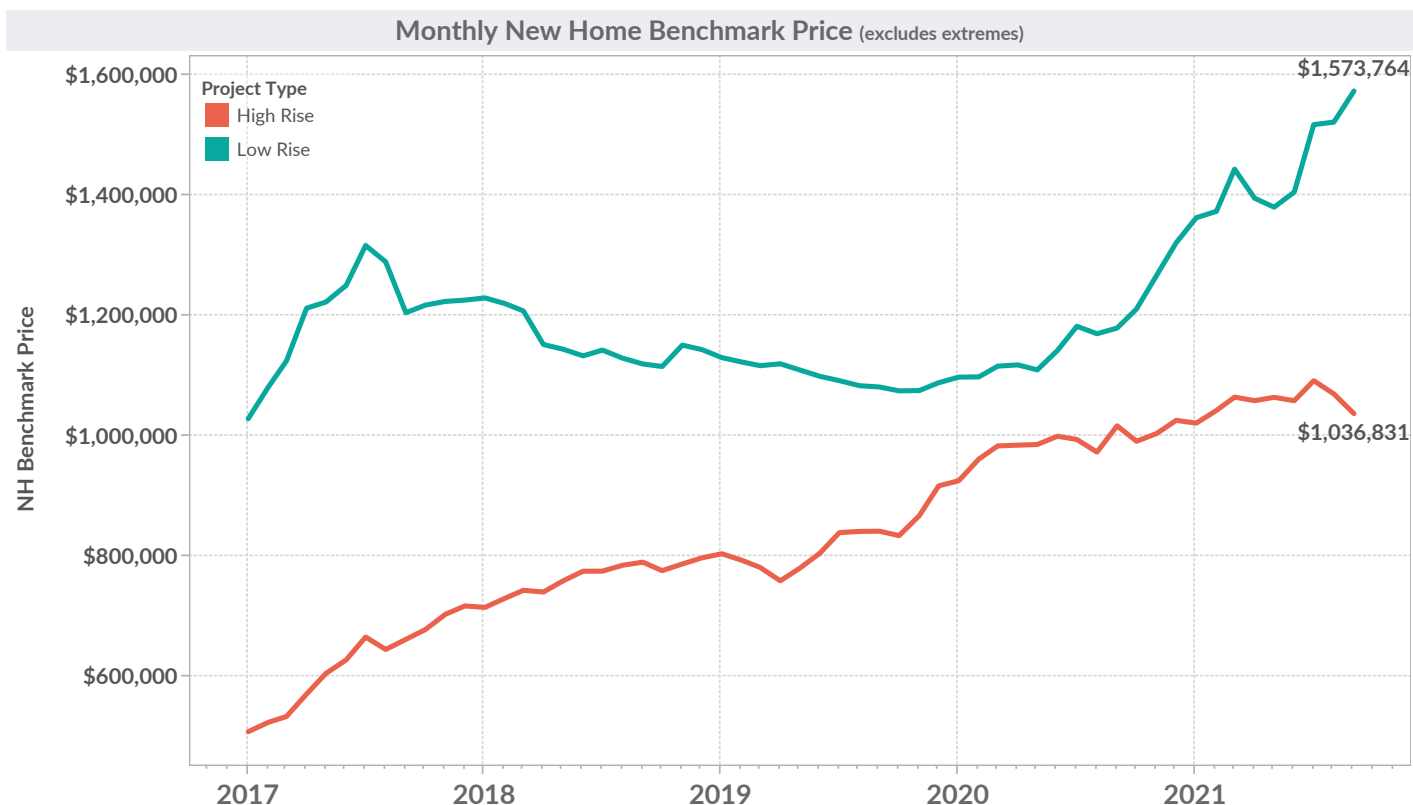
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

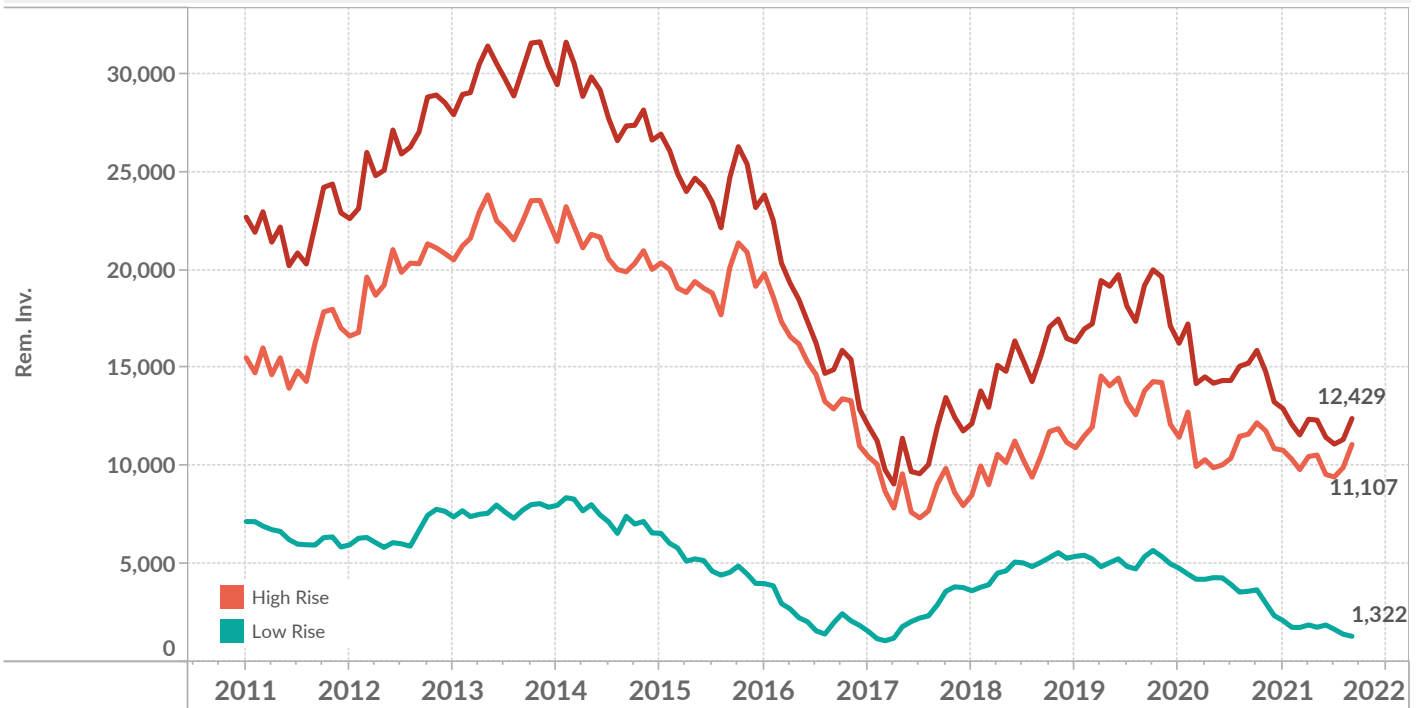


Pricing

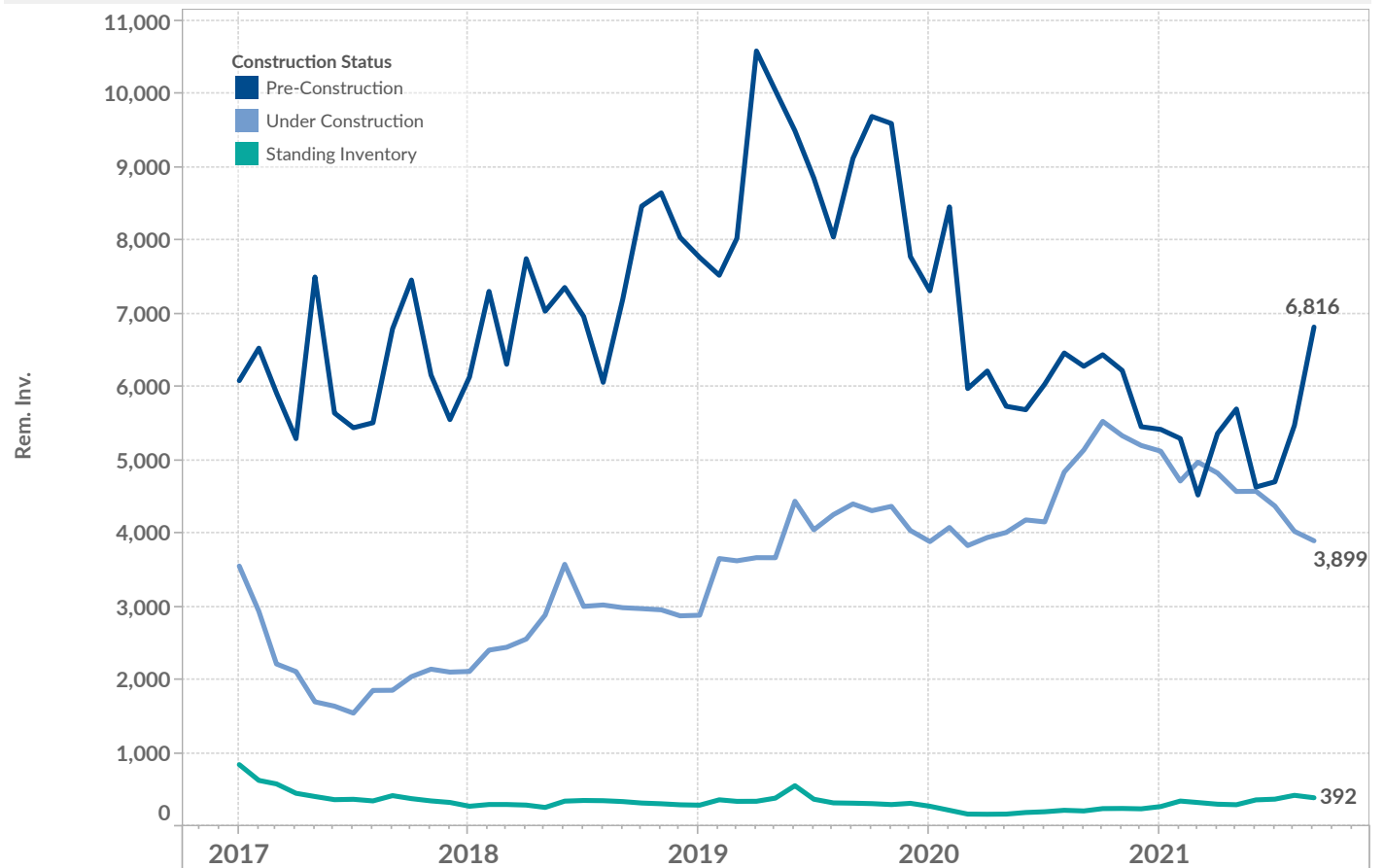


Remaining Inventory

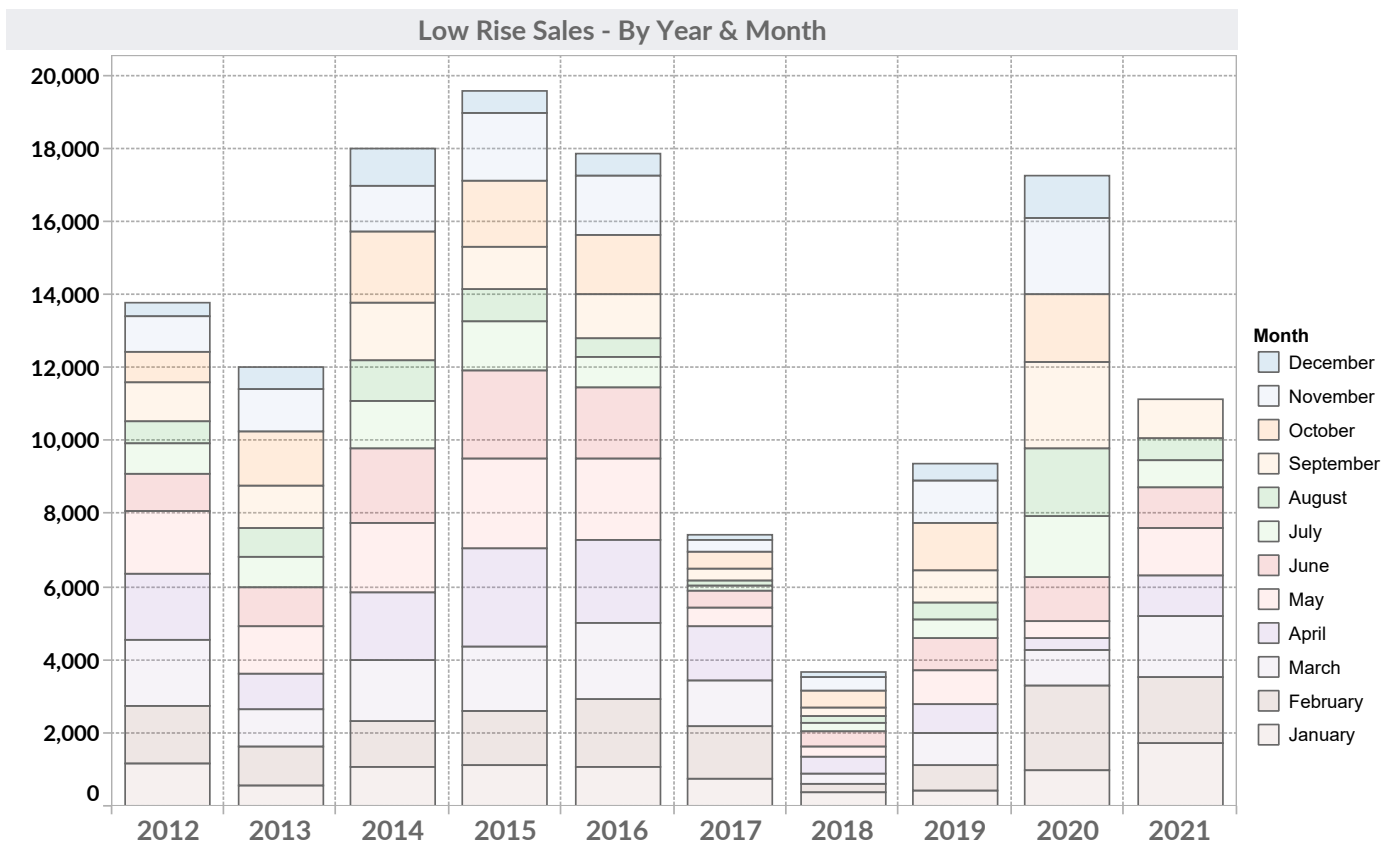
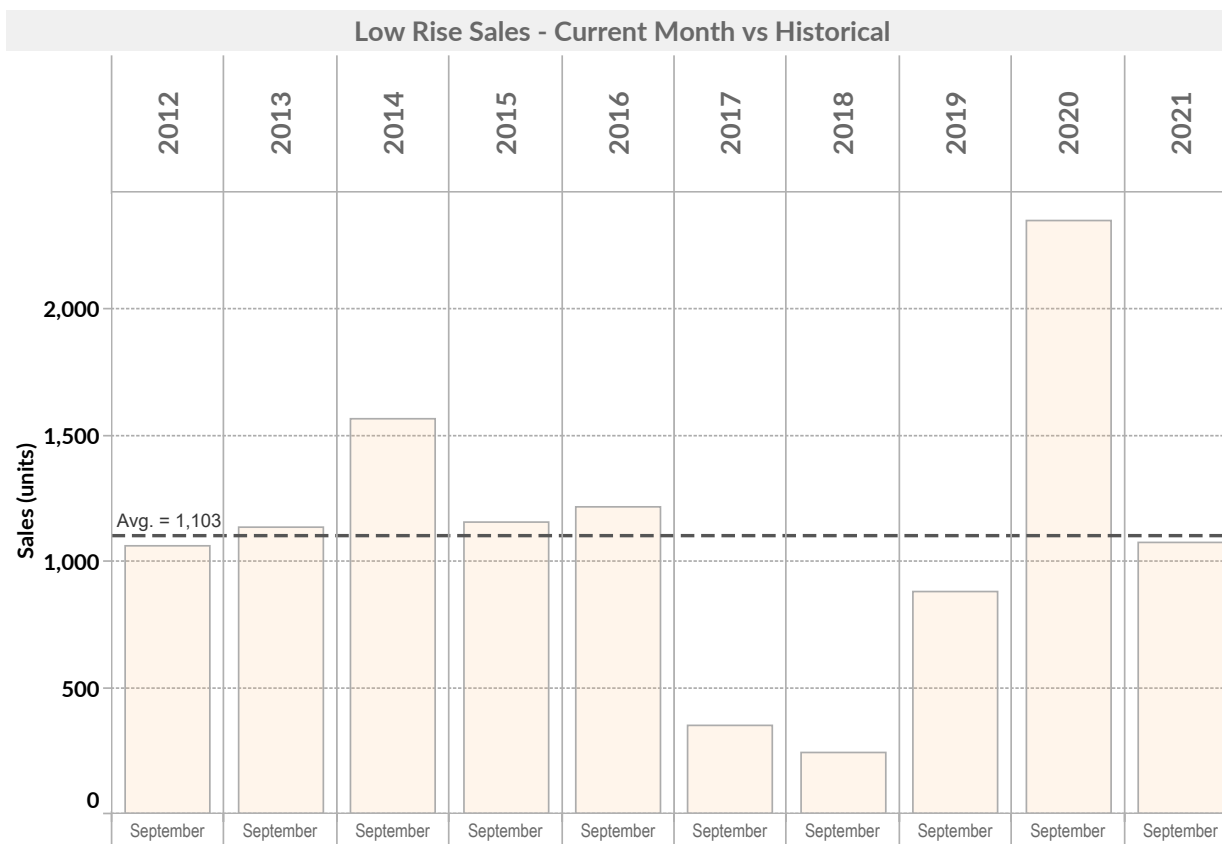
GTA - Monthly New Home Remaining Inventory



GTA - Monthly High Rise Rem. Inv. by Construction Status

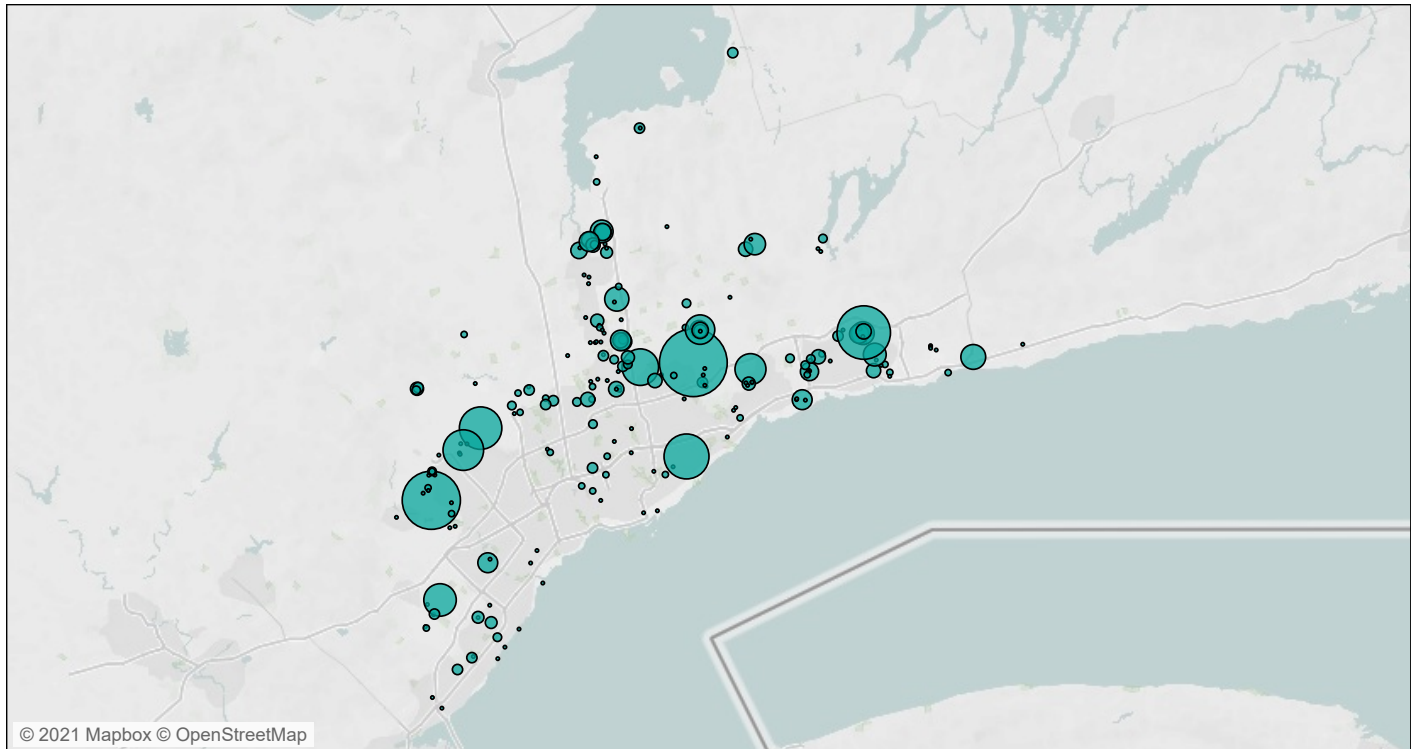


Historical Sales Comparison

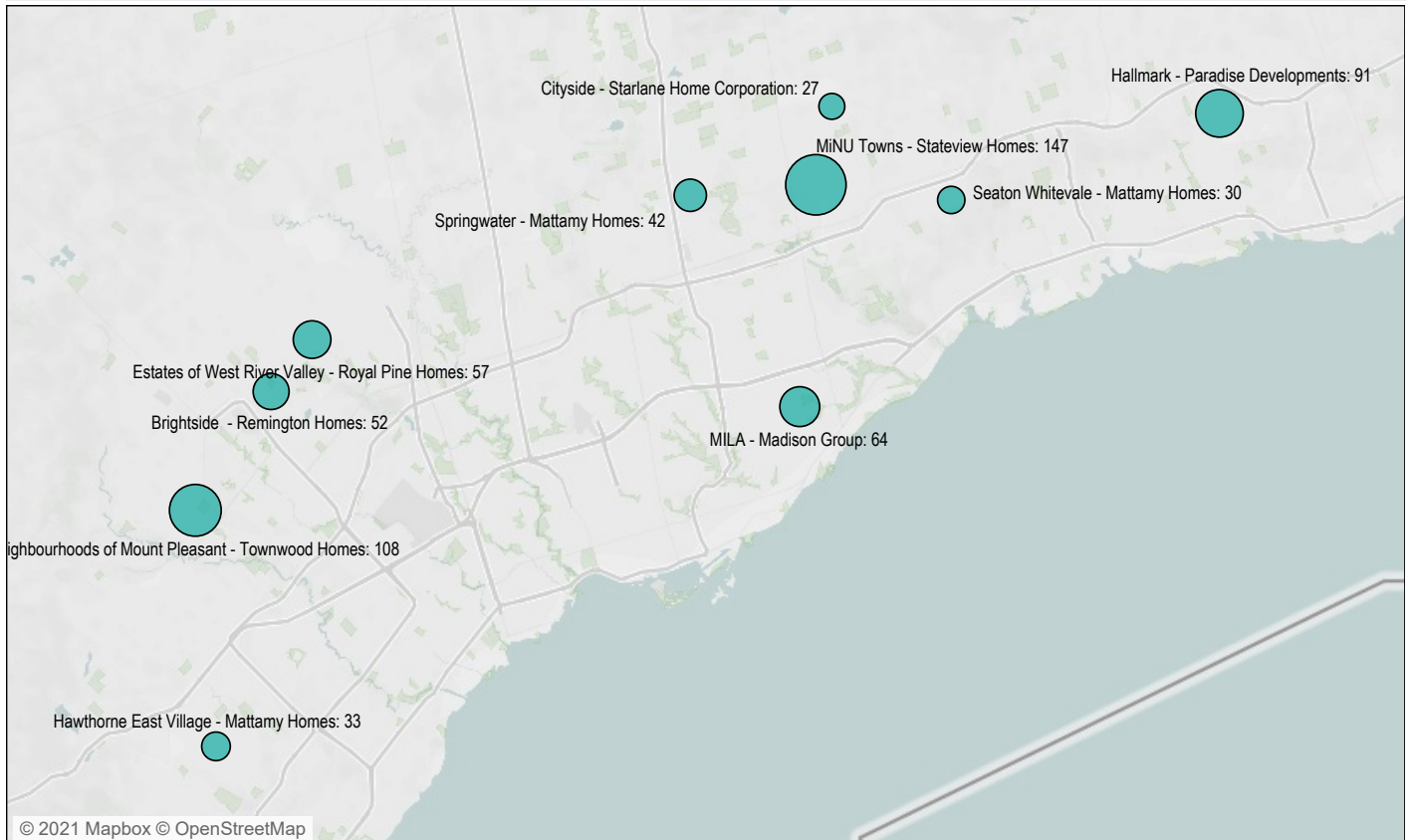


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



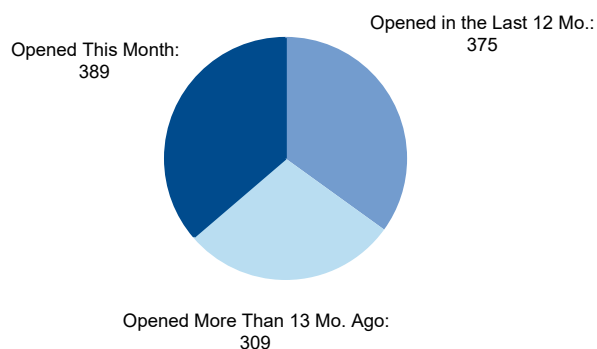
GTA - Top Sites by Current Month Sales



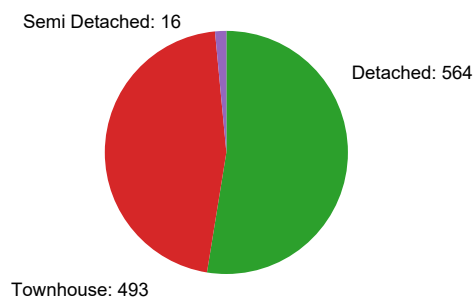
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

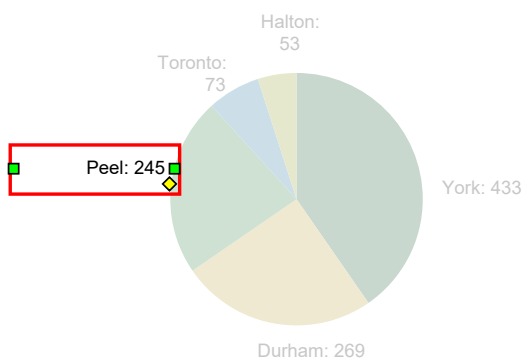
Sales by Opening Date



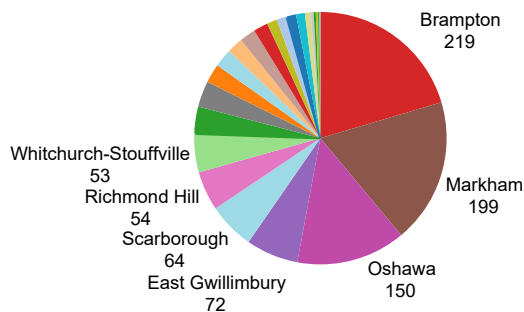
Sales by Product Type



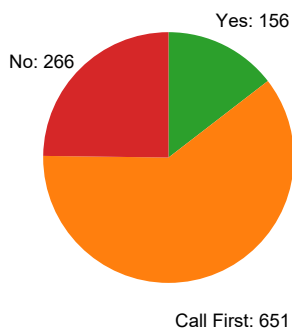
Sales by Region



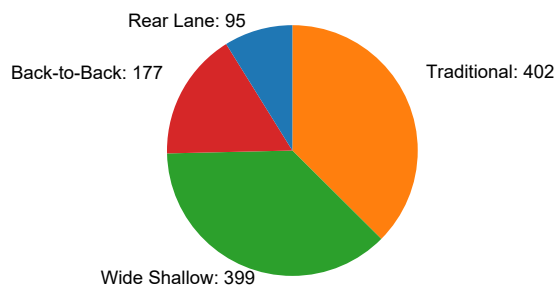
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



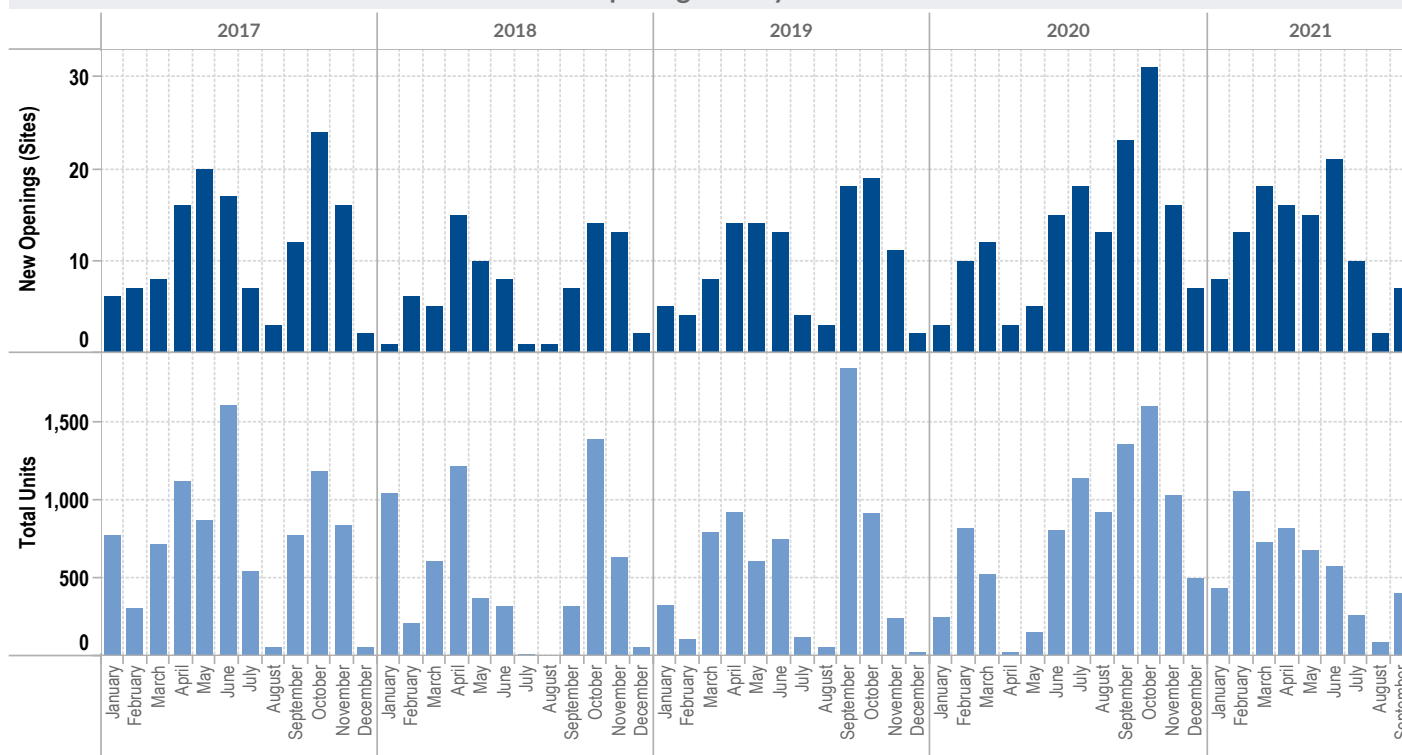
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
MINU Towns - Stateview Homes	Condominium	Markham	2021-09-07	147	147	0	
MILA - Madison Group	Freehold	Scarborough	2021-09-10	65	64	1	\$627
Estates of West River Valley - Royal Pine Homes	Freehold	Brampton	2021-09-11	57	57	0	
Hallmark - Paradise Developments	Freehold	Oshawa	2021-09-18	91	91	0	
Leslie Towns on the Park - SKALE	Freehold Common Element	Aurora	2021-09-18	29	18	11	\$564
Queensville - Lakeview Homes	Freehold	East Gwillimbury	2021-09-22	14	10	4	
Anchor Woods - CountryWide Homes	Freehold	East Gwillimbury	2021-09-25	4	2	2	\$457
Grand Total				407	389	18	\$539

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	144	123	34	36	105				990	8.9%		8.9%	
Fieldgate Homes	41	50	10	5	34	146	89	55	17				447	4.0%		12.9%	
Remington Homes	71	34	67	70	13	21	38	19	52				385	3.5%		16.4%	
Paradise Developments	74	45	32	10	75	9	3	5	101				354	3.2%		19.5%	
Sorbara	54	61	51	16	23	50	47	25	21				348	3.1%		22.7%	
Laurier Homes and Yorkwood Homes		207	40	71	7	4	0	0	0				329	3.0%		25.6%	
Marlin Spring	41	79	72	36	10	8	16	17	14				293	2.6%		28.2%	
CountryWide Homes	74	71	40	10	5	30	3	12	30				275	2.5%		30.7%	
Treasure Hill	27	70	97	17	17	14	14	7	5				268	2.4%		33.1%	
Great Gulf	41	39	36	31	28	40	27	13	11				266	2.4%		35.5%	
Fernbrook Homes	24	47	63	32	33	15	24	6	3				247	2.2%		37.7%	
Stafford Homes	112	38	61	1	10	6	3	5	3				239	2.1%		39.9%	
Regal Crest Homes	48	26	48	14	8	51	16	16	10				237	2.1%		42.0%	
Stateview Homes	4	79							147				230	2.1%		44.0%	
Aspen Ridge Homes	10	24	74	13	30	17	8	8	24				208	1.9%		45.9%	
Lebovic Homes	39	31	48	19	26	16	10	4	5				198	1.8%		47.7%	
Conservatory Group	22	15	21	19	34	17	11	25	27				191	1.7%		49.4%	
Coughlan Homes	24	44	49	18	36	9	3	3					186	1.7%		51.1%	
National Homes	75	0	0	0	0	96	0	9	1				181	1.6%		52.7%	
Primont Homes	25	7	43	9	16	5	55	11	5				176	1.6%		54.3%	
Andrin Homes	55	35	18	5	19	9	4	15	14				174	1.6%		55.8%	
Brookfield Residential	6	11	3	3	28	15	37	38	23				164	1.5%		57.3%	
	1,710	1,829	1,673	1,101	1,272	1,144	718	623	1,073				11,143				

Top Builders - Last 12 Months

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

Builder	2020			2021									Total	Market Share		Cum. Mkt. Share	
	October	November	December	January	February	March	April	May	June	July	August	September		%		%	
Mattamy Homes	84	132	28	46	119	191	192	144	123	34	36	105	1,234	7.6%		7.6%	
Fieldgate Homes	55	32	43	41	50	10	5	34	146	89	55	17	577	3.6%		11.1%	
Remington Homes	42	45	18	71	34	67	70	13	21	38	19	52	490	3.0%		14.2%	
Sorbara	10	63	14	54	61	51	16	23	50	47	25	21	435	2.7%		16.8%	
Paradise Developments	33	22	12	74	45	32	10	75	9	3	5	101	421	2.6%		19.4%	
Great Gulf	74	43	28	41	39	36	31	28	40	27	13	11	411	2.5%		22.0%	
Treasure Hill	77	46	16	27	70	97	17	17	14	14	7	5	407	2.5%		24.5%	
CountryWide Homes	40	52	35	74	71	40	10	5	30	3	12	30	402	2.5%		26.9%	
Regal Crest Homes	86	30	30	48	26	48	14	8	51	16	16	10	383	2.4%		29.3%	
Aspen Ridge Homes	47	90	34	10	24	74	13	30	17	8	8	24	379	2.3%		31.6%	
Fernbrook Homes	74	33	13	24	47	63	32	33	15	24	6	3	367	2.3%		33.9%	
Primont Homes	54	66	60	25	7	43	9	16	5	55	11	5	356	2.2%		36.1%	
Marlin Spring	7	6	45	41	79	72	36	10	8	16	17	14	351	2.2%		38.3%	
Stafford Homes	0	98	11	112	38	61	1	10	6	3	5	3	348	2.1%		40.4%	
Andrin Homes	20	100	42	55	35	18	5	19	9	4	15	14	336	2.1%		42.5%	
Laurier Homes and Yorkwood Homes					207	40	71	7	4	0	0	0	329	2.0%		44.5%	
Stateview Homes	0	92	6	4	79							147	328	2.0%		46.5%	
Tribute Communities	61	43	53	55	11	10	33	15	24	2	9	3	319	2.0%		48.5%	
Zancor Homes	60	59	22	19	36	55	12	7	13	9	8	2	302	1.9%		50.3%	
Arista Homes	48	70	35	27	4	6	22	8	36	22	2	2	282	1.7%		52.1%	
National Homes			100	75	0	0	0	0	96	0	9	1	281	1.7%		53.8%	
Conservatory Group	22	13	25	22	15	21	19	34	17	11	25	27	251	1.5%		55.3%	
	1,883	2,064	1,153	1,710	1,829	1,673	1,101	1,272	1,144	718	623	1,073	16,243				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 September
MINU Towns - Stateview Homes	Markham	Townhouse	20'	72
			24'	75
		Total		147
Neighbourhoods of Mount Pleasant - Townwood Homes	Brampton	Detached	30'	5
			38'	50
			41'	38
			45'	11
		Townhouse	20'	4
		Total		108
Hallmark - Paradise Developments	Oshawa	Detached	30'	6
			35'	4
			36'	43
			42'	6
		Townhouse	20'	32
		Total		91
MILA - Madison Group	Scarborough	Detached	30'	3
			42'	3
		Semi Detached	24'	6
		Townhouse	15'	52
		Total		64
Estates of West River Valley - Royal Pine Homes	Brampton	Detached	40'	42
			45'	15
		Total		57
Brightside - Remington Homes	Brampton	Detached	32'	10
			38'	30
			45'	12
		Total		52
Springwater - Mattamy Homes	Markham	Detached	30'	0
			38'	0
		Townhouse	22'	32
			23'	10
		Total		42
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	0
			34'	0
			36'	0
		Townhouse	21'	10
			23'	23
		Total		33
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	9
			36'	15
		Townhouse	20'	4
			21'	2
			23'	0
		Total		30

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	September-2020					September-2021				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	13		1	5	19	2			12	14
	Brock	7			14	21	3				3
	Clarington	67	1	0	21	89	19			3	22
	Oshawa	39		4	51	94	94	0		56	150
	Pickering	26		2	116	144	24		0	12	36
	Scugog	26	2		0	28	2			0	2
	Uxbridge	1		12	2	15	0			20	20
	Whitby	115	0	8	43	166	4	0	3	15	22
	Total	294	3	27	252	576	148	0	3	118	269
Halton	Burlington				3	3			1	2	3
	Halton Hills	35		5		40				0	0
	Milton	15		13	14	42	2			35	37
	Oakville	101			31	132	7			6	13
	Total	151		18	48	217	9		1	43	53
Peel	Brampton	306	0	8	191	505	215		0	4	219
	Caledon	53		4	102	159	13			1	14
	Mississauga	1		1	1	3	0		0	12	12
	Total	360	0	13	294	667	228		0	17	245
Toronto	East York										
	Etobicoke				5	5					
	North York	13			19	32	1		0	7	8
	Old Toronto			0	0	0			0	0	0
	Scarborough	0				0	6		6	52	64
	York									1	1
	Total	13		0	24	37	7		6	60	73
York	Aurora	21			0	21	7			18	25
	East Gwillimbury	63		3	29	95	65		4	3	72
	Georgina	54		2		56	4				4
	King	0			0	0	0				0
	Markham	43	4	12	268	327	7			192	199
	Newmarket	6	1	0	23	30	0	0		0	0
	Richmond Hill	26	0	24	94	144	22	0	0	32	54
	Vaughan	62	0	1	92	155	15		2	9	26
	Whitchurch-Stouffville	21			3	24	52			1	53
	Total	296	5	42	509	852	172	0	6	255	433
Grand Total		1,114	8	100	1,127	2,349	564	0	16	493	1,073

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	58		1	543	602	6			29	35
	Brock	74			11	85	12				12
	Clarington	283	8	4	359	654	18			16	34
	Oshawa	502	44		748	1,294	36	0		96	132
	Pickering	341		86	318	745	1		0	55	56
	Scugog	131	13		49	193	19			4	23
	Uxbridge	2		34	138	174	24			6	30
	Whitby	495	5	114	814	1,428	1	6	0	4	11
	Total	1,886	70	239	2,980	5,175	117	6	0	210	333
Halton	Burlington	2		16	271	289			0	3	3
	Halton Hills	60		2	101	163				7	7
	Milton	324		73	243	640	27			17	44
	Oakville	530			304	834	43			71	114
	Total	916		91	919	1,926	70		0	98	168
Peel	Brampton	993	2	58	431	1,484	13		0	17	30
	Caledon	678		56	312	1,046	22			8	30
	Mississauga	28		9	229	266	2		2	21	25
	Total	1,699	2	123	972	2,796	37		2	46	85
Toronto	East York										
	Etobicoke				8	8					
	North York	15		3	240	258	19		2	60	81
	Old Toronto			17	7	24			0	11	11
	Scarborough	16		26	68	110	2		0	1	3
	York				6	6				8	8
	Total	31		46	329	406	21		2	80	103
York	Aurora	197			29	226	23			11	34
	East Gwillimbury	739		85	100	924	129		3	4	136
	Georgina	371		3	11	385	3				3
	King	48			9	57	5				5
	Markham	438	15	28	1,051	1,532	22			11	33
	Newmarket	52	16	28	55	151	3	1		0	4
	Richmond Hill	316	1	40	880	1,237	140	0	6	156	302
	Vaughan	498	9	19	401	927	36		0	36	72
	Whitchurch-Stouffville	437			64	501	34			10	44
	Total	3,096	41	203	2,600	5,940	395	1	9	228	633
Grand Total		7,628	113	702	7,800	16,243	640	7	13	662	1,322

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