



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of November 2021

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-21		Nov-20		Change
High Rise	4,274		1,800		137.4%
Low Rise	768		2,065		-62.8%
Total	5,042		3,865		30.5%
Year to Date Sales	Jan.-Nov. 2021		Jan.-Nov. 2020		Y/Y Change
High Rise	30,611		19,538		56.7%
Low Rise	13,157		16,087		-18.2%
Total	43,768		35,625		22.9%
Year to Date Supply	Jan.-Nov. 2021		Jan.-Nov. 2020		Y/Y Change
High Rise	28,554		19,739		44.7%
Low Rise	11,961		14,112		-15.2%
Total	40,515		33,851		19.7%
Year to Date Completions	Jan.-Nov. 2021		Jan.-Nov. 2020		Y/Y Change
High Rise	15,623		17,906		-12.7%
Remaining Inventory	Nov-21	Oct-21	Nov-20	M/M Change	Y/Y Change
High Rise	10,213	12,128	11,753	-15.8%	-13.1%
Low Rise	1,188	1,199	3,030	-0.9%	-60.8%
Total	11,401	13,327	14,783	-14.5%	-22.9%
Benchmark Price	Nov-21	Oct-21	Nov-20	M/M Change	Y/Y Change
High Rise	\$1,082,713	\$1,052,208	\$1,003,801	2.9%	7.9%
Low Rise	\$1,679,941	\$1,656,043	\$1,267,248	1.4%	32.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	353	310	157	
High Rise Units	2,432	92,006	84,020	38,896	
% Sold*	57%	89%	93%	81%	
Low Rise Projects	9	176			
Low Rise Units	285	15,838			
% Sold*	38%	92%			

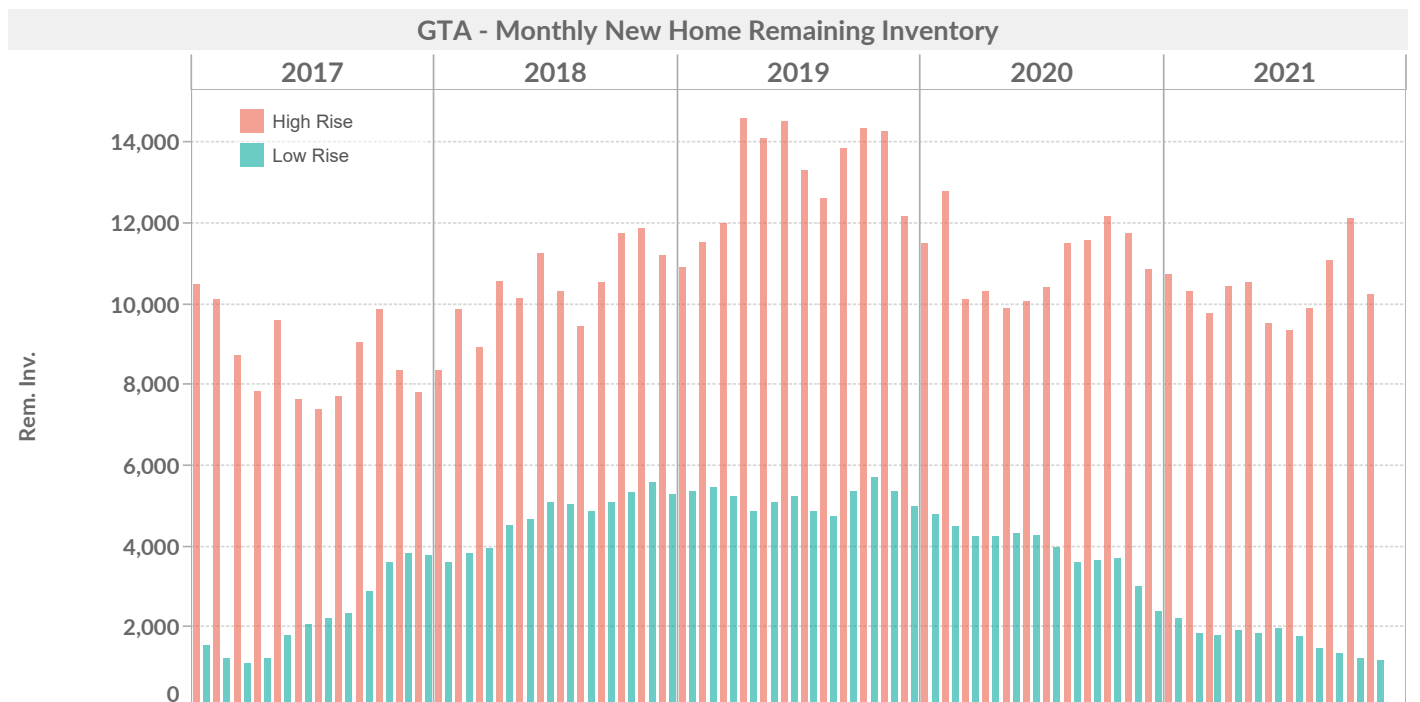
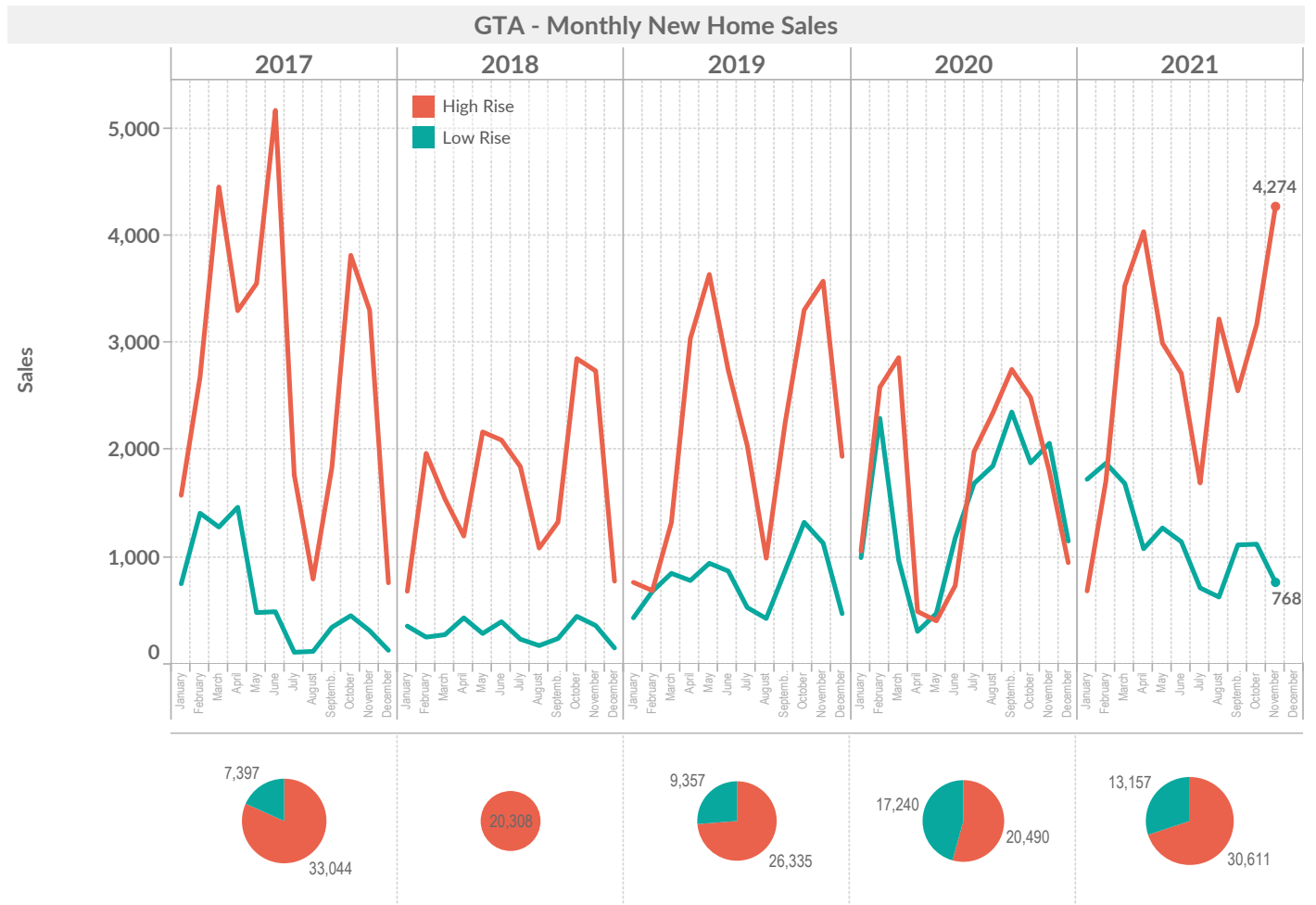
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

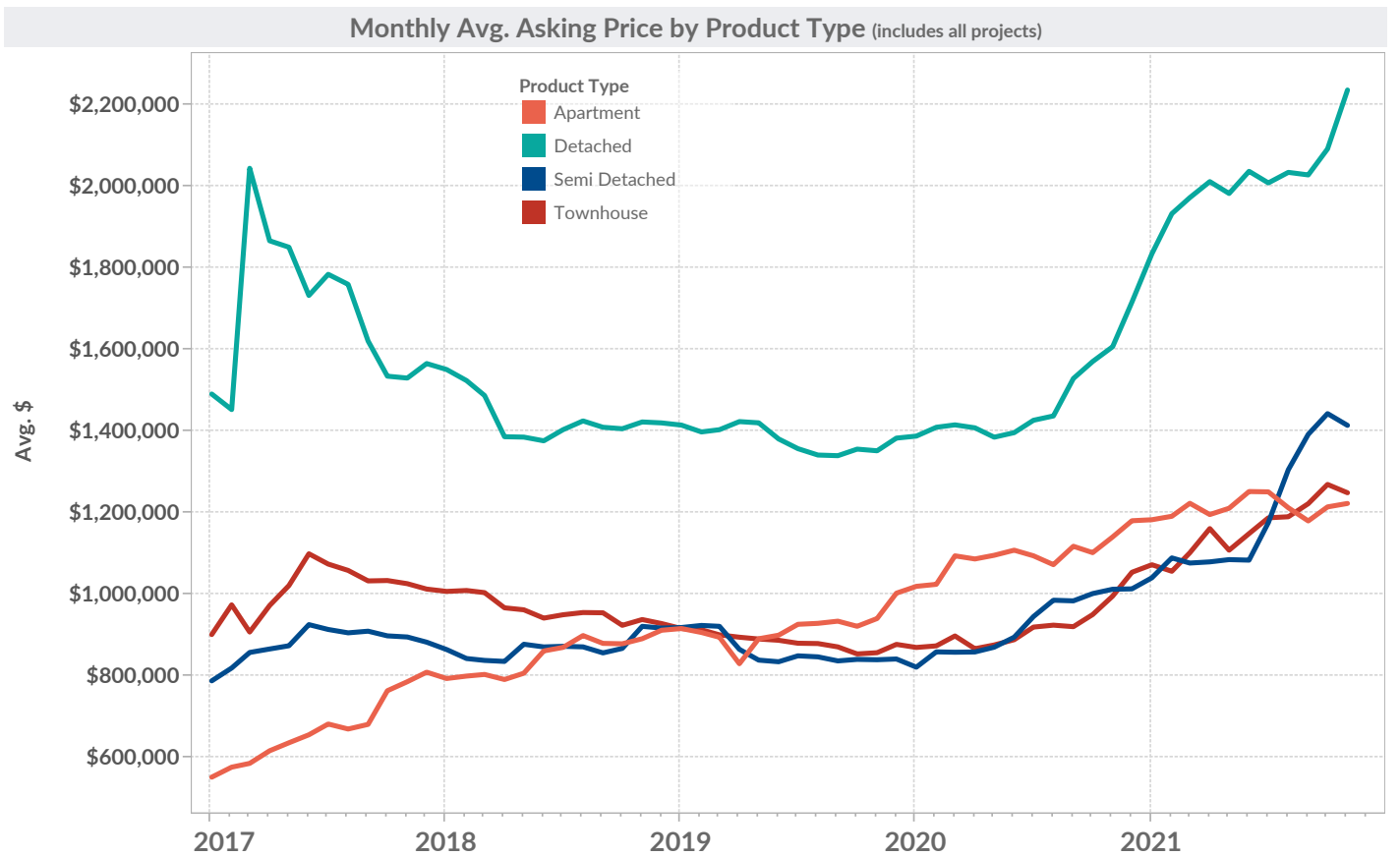
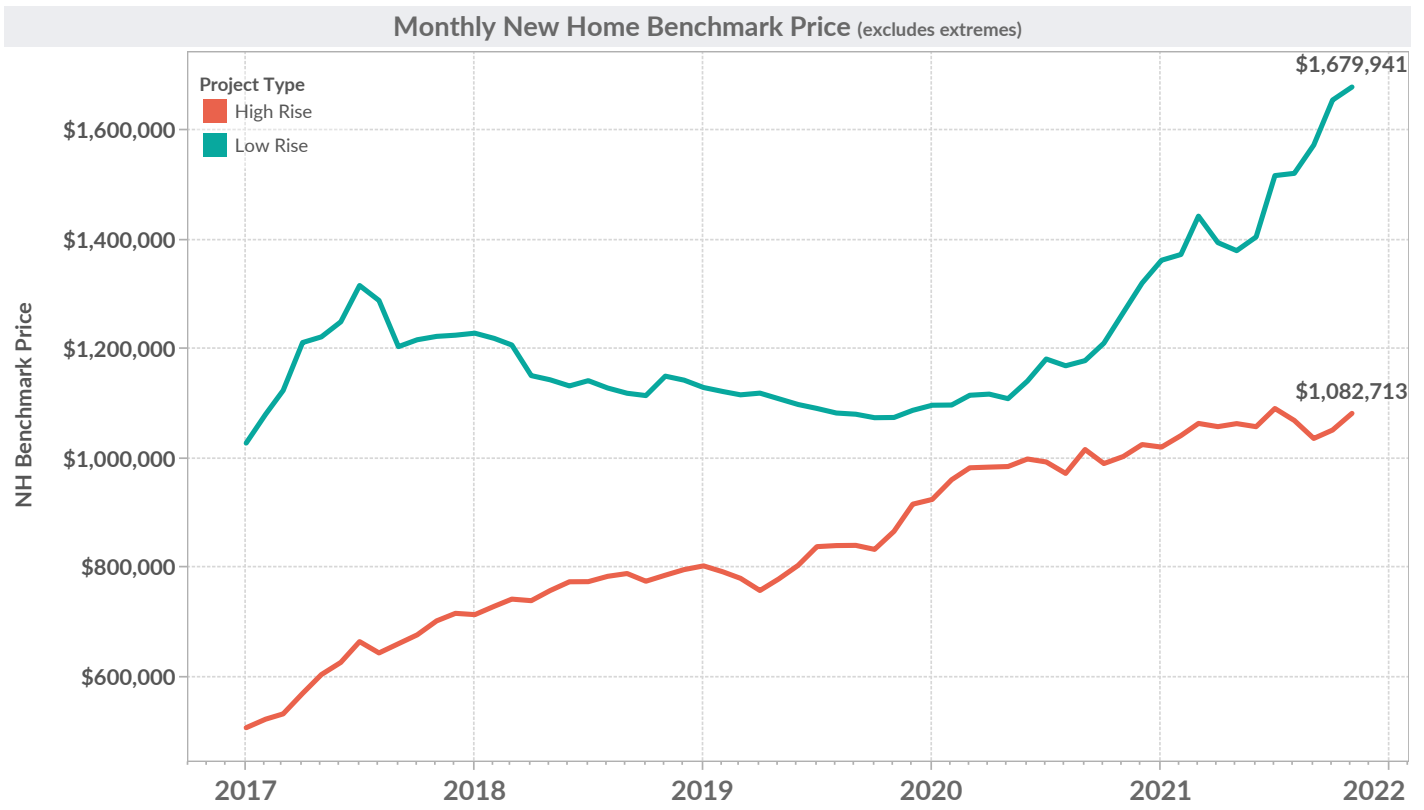
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

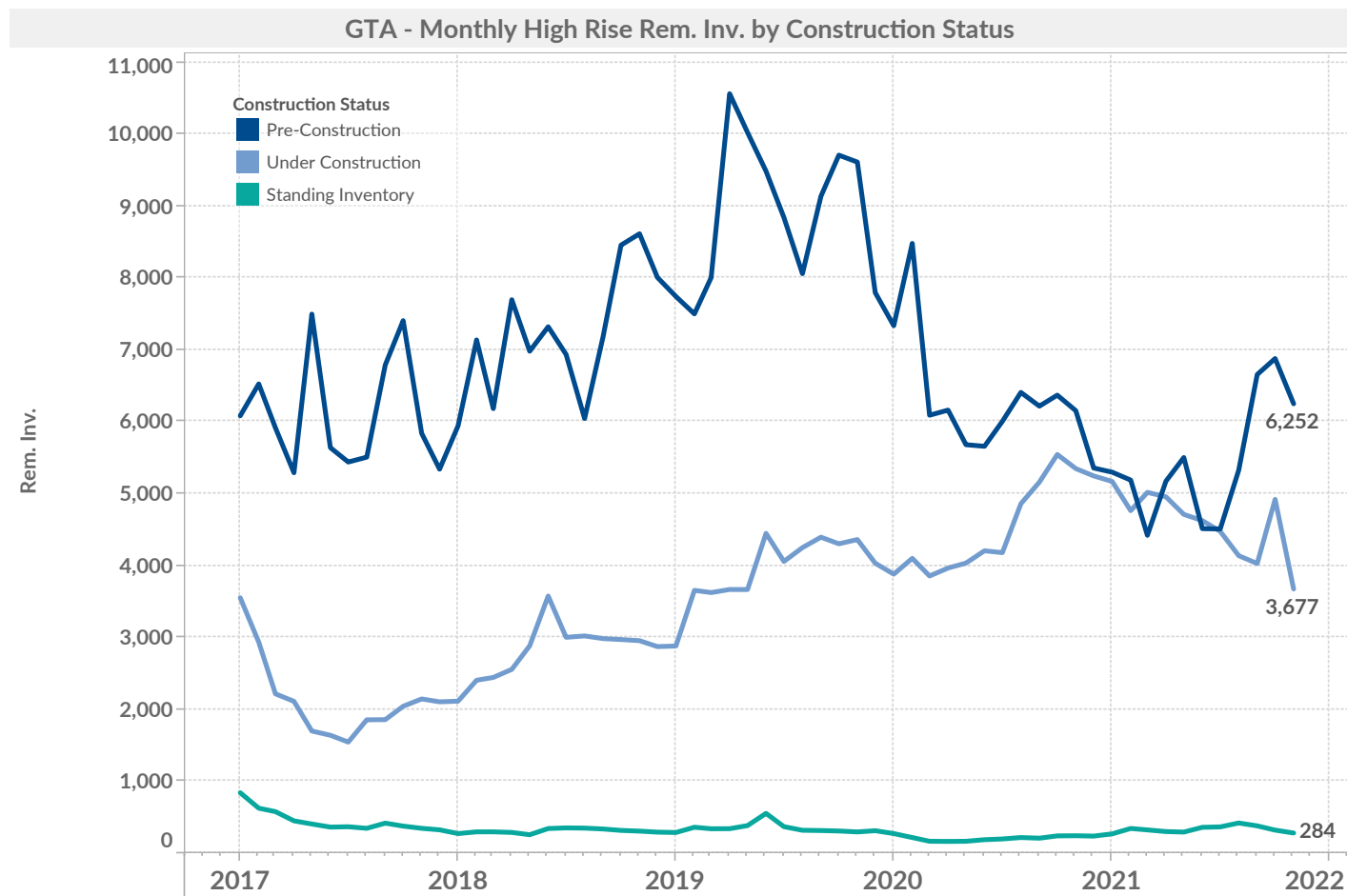
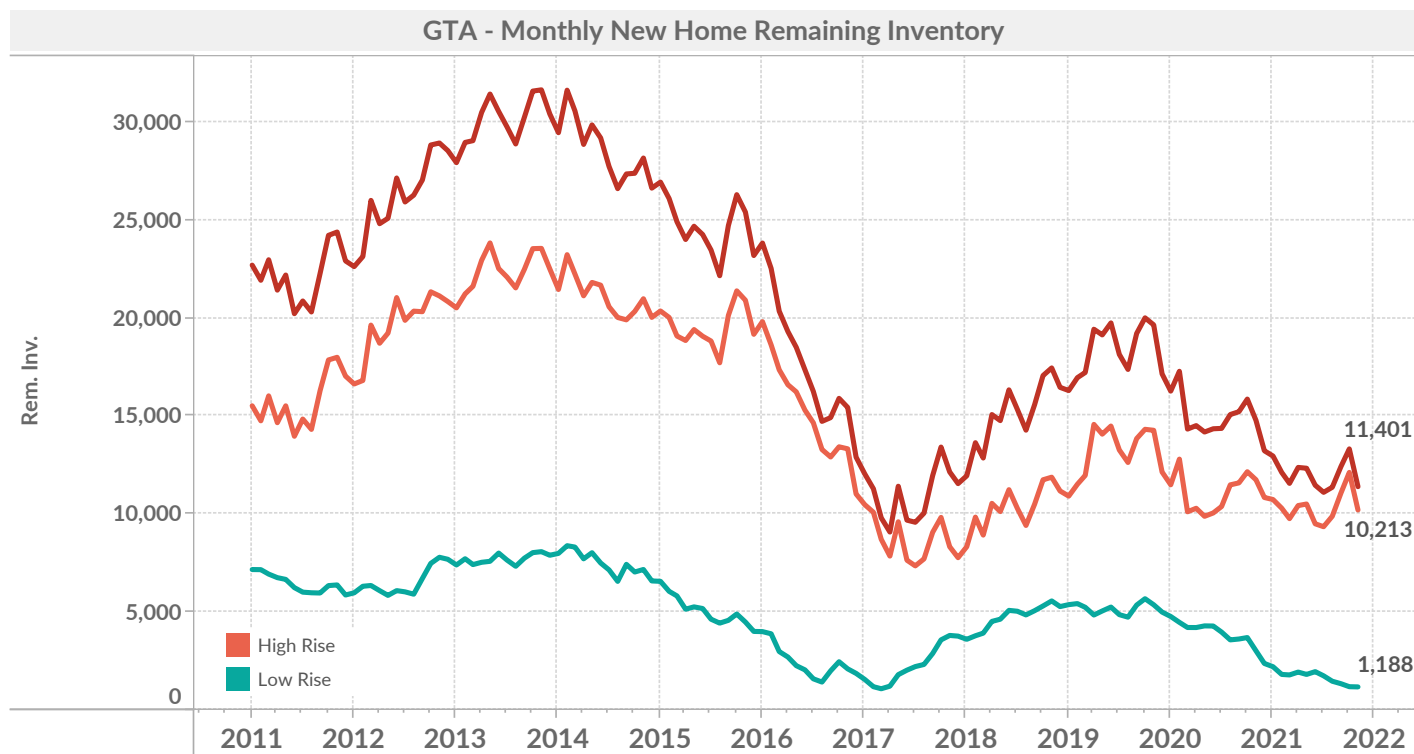
Sales & Remaining Inventory



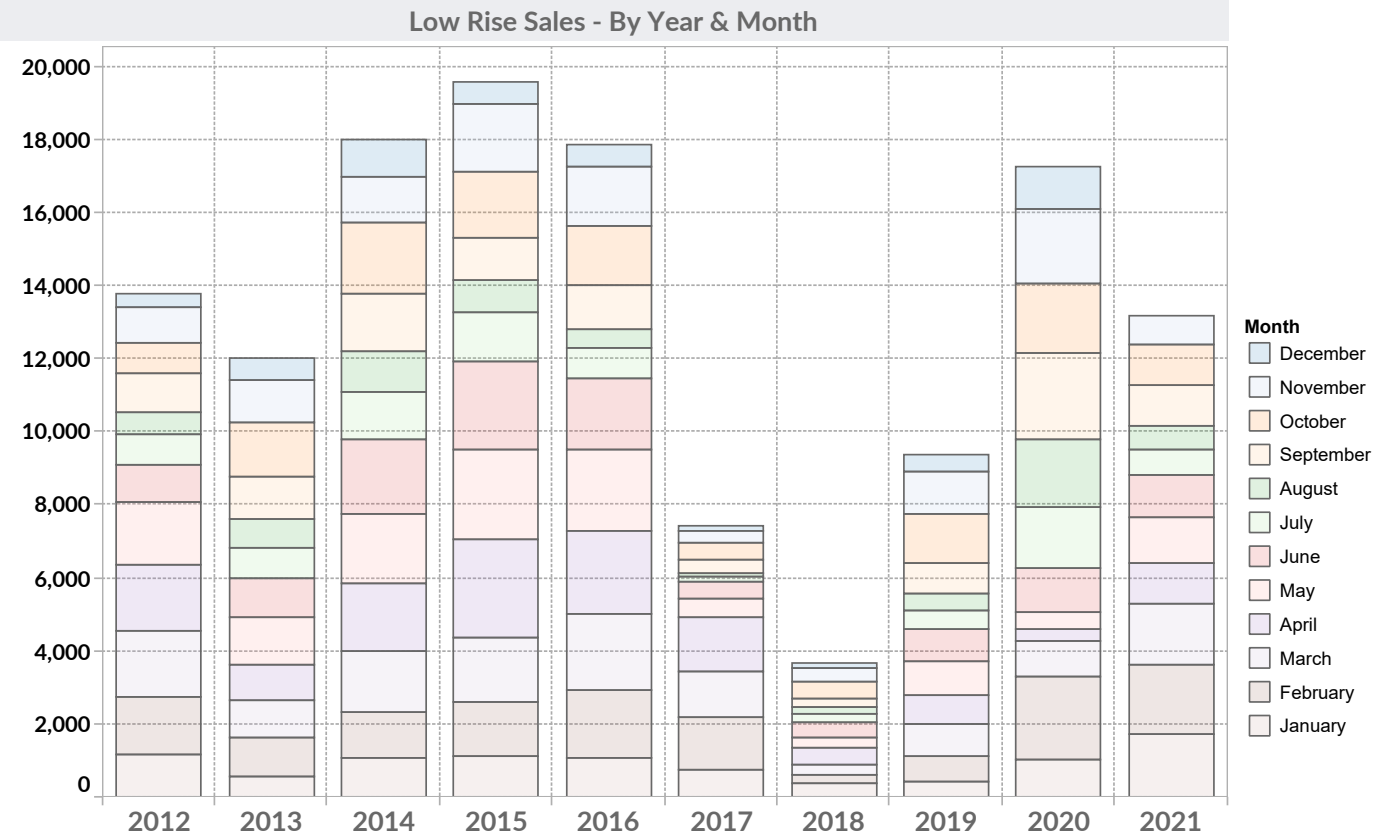
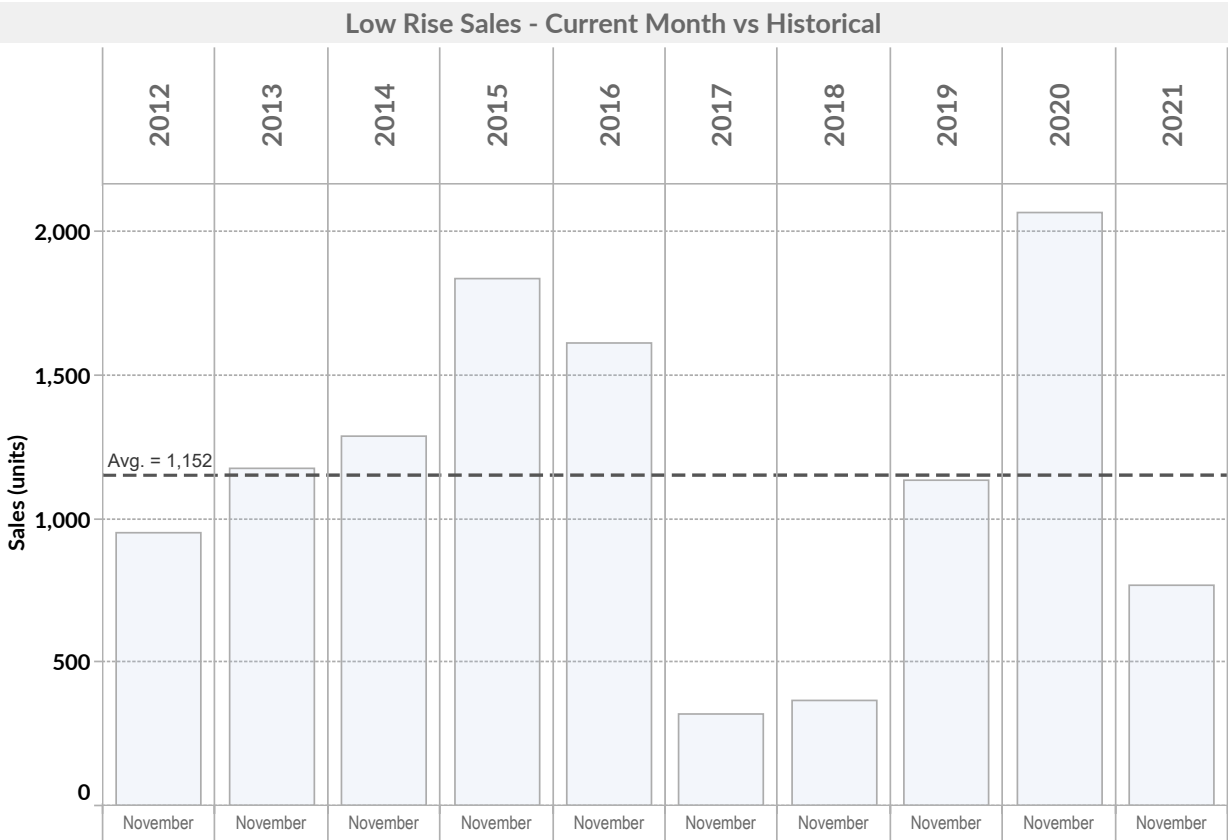
Pricing



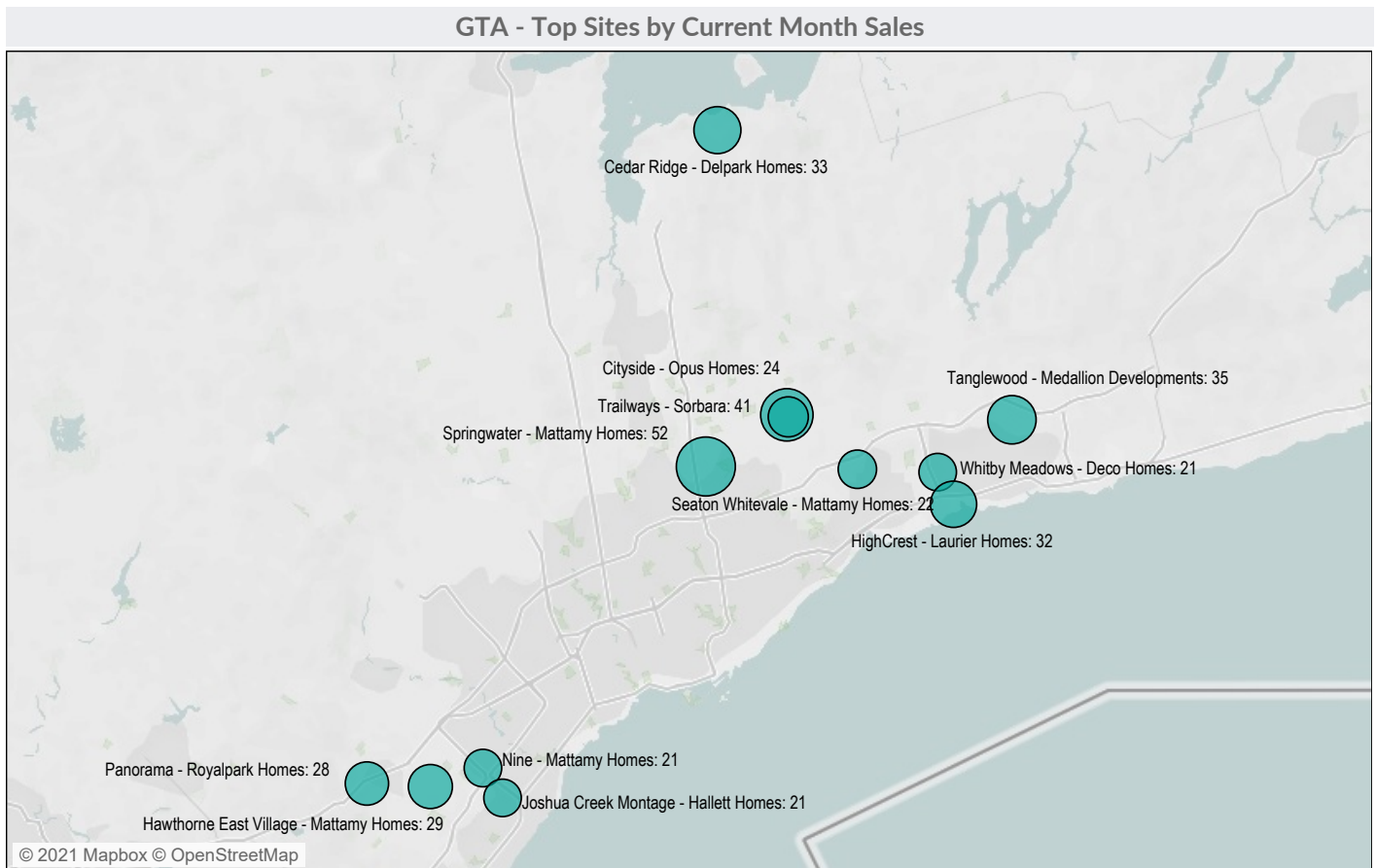
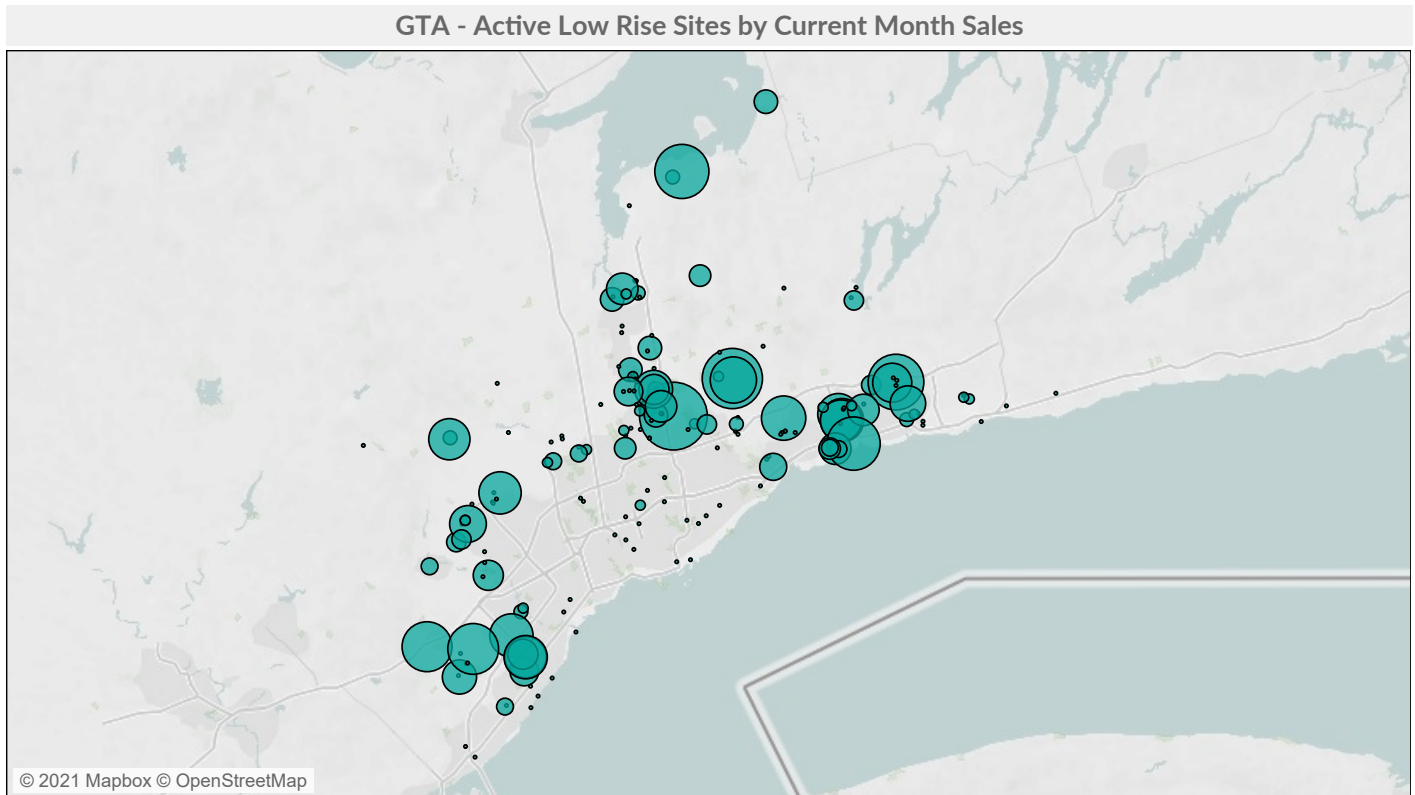
Remaining Inventory



Historical Sales Comparison



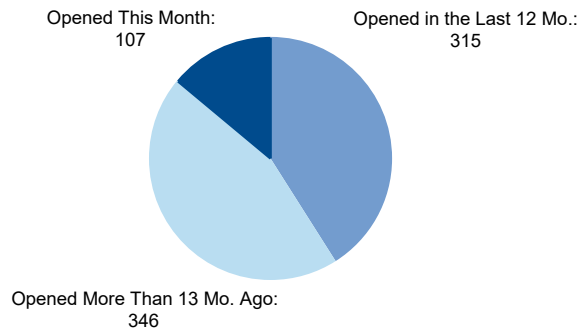
Current Sites



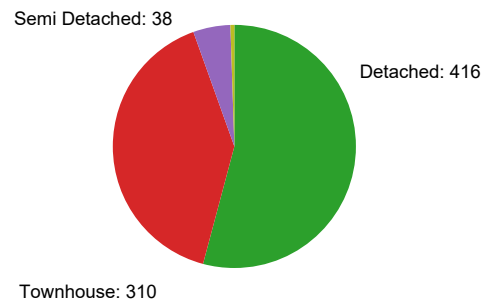
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

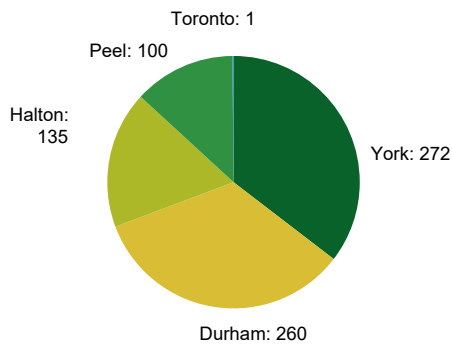
Sales by Opening Date



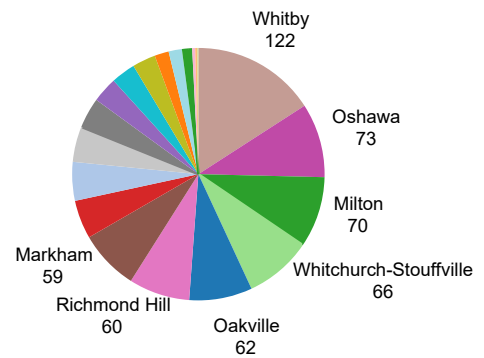
Sales by Product Type



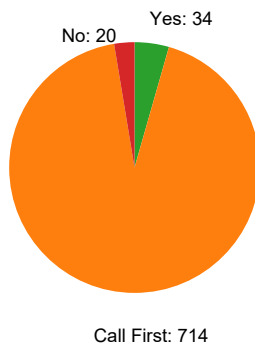
Sales by Region



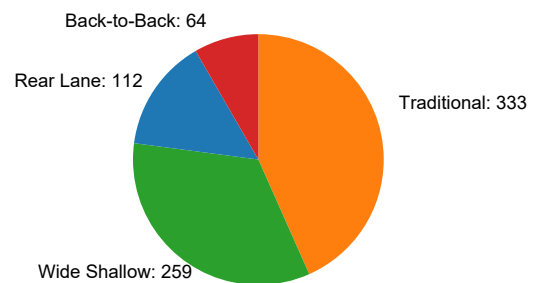
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



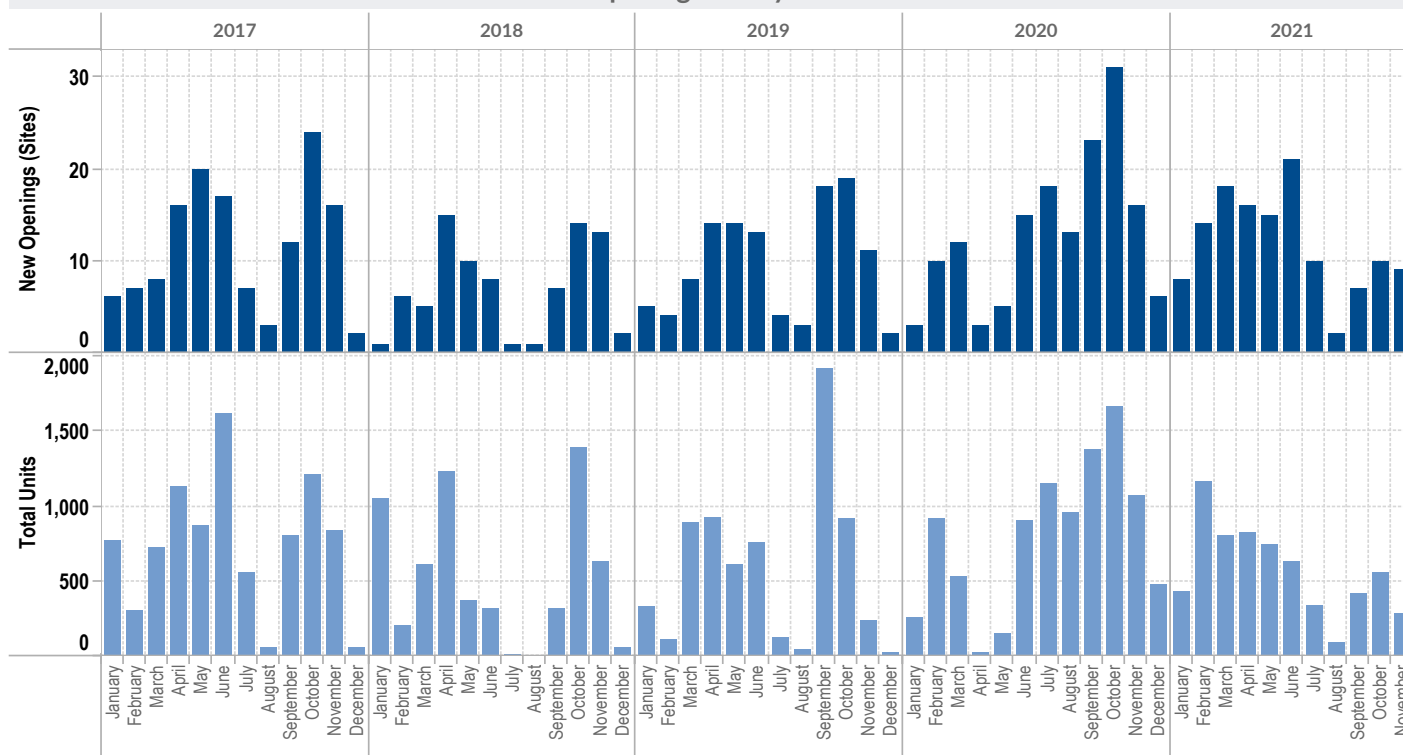
New Openings

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

Site Name	Tenure	Municipality	opening date *	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Panorama - Royalpark Homes	Freehold Common Element	Milton	2021-11-06	45	28	17	\$539
Lytton Park - Medallion Developments	Freehold	Whitby	2021-11-07	9	7	2	\$452
Osprey Mills - Ashley Oaks Homes Inc.	Freehold	Caledon	2021-11-15	48	0	48	\$753
Kleinburg Hills - CountryWide Homes	Freehold	Vaughan	2021-11-20	16	0	16	
Park District Towns - ICON Homes	Freehold Common Element	Pickering	2021-11-24	52	0	52	\$596
HighCrest - Laurier Homes	Freehold	Whitby	2021-11-26	32	32	0	
Joshua Creek Montage - Hallett Homes	Freehold	Oakville	2021-11-27	43	21	22	
Joshua Creek Montage - Valery Homes	Freehold	Oakville	2021-11-27	30	19	11	
Sincerely, Acorn - Acorn Developments	Freehold Common Element	Whitby	2021-11-27	10	0	10	\$436
Grand Total				285	107	178	\$652

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	111	195	193	144	123	33	36	118	140	124		1,263	9.6%		9.6%	
Paradise Developments	74	45	32	10	75	8	3	5	101	219	9		581	4.4%		14.0%	
Fieldgate Homes	41	50	10	5	34	146	89	55	18	14	3		465	3.5%		17.5%	
Sorbara	54	61	51	16	23	50	47	25	21	58	58		464	3.5%		21.1%	
Remington Homes	71	34	67	70	13	21	38	19	52	9	0		394	3.0%		24.1%	
Great Gulf	41	39	36	31	28	40	27	13	11	35	48		349	2.7%		26.7%	
Laurier Homes and Yorkwood Homes		207	40	71	7	4	0	0	0	0	15		344	2.6%		29.3%	
CountryWide Homes	75	71	40	10	5	30	3	12	31	17	43		337	2.6%		31.9%	
Marlin Spring	41	79	72	34	10	8	16	17	12	5	16		310	2.4%		34.3%	
Treasure Hill	27	70	97	17	17	14	14	7	5	11	9		288	2.2%		36.4%	
Regal Crest Homes	48	26	48	14	8	51	16	16	10	9	11		257	2.0%		38.4%	
Primont Homes	25	7	43	9	16	5	55	12	5	60	13		250	1.9%		40.3%	
Fernbrook Homes	24	47	63	32	32	15	23	6	5	0	2		249	1.9%		42.2%	
Aspen Ridge Homes	10	24	74	13	31	21	8	9	23	20	10		243	1.8%		44.0%	
Stafford Homes	112	38	61	1	10	6	3	5	3	3	0		242	1.8%		45.9%	
Conservatory Group	22	15	21	18	34	16	11	25	29	22	20		233	1.8%		47.6%	
Stateview Homes	4	79							147	1	1		232	1.8%		49.4%	
Minto Developments and Metropia	2	0	0	112	0	0	0	0	0	91	1		206	1.6%		51.0%	
Lebovic Homes	39	31	48	19	26	16	10	4	5	5	0		203	1.5%		52.5%	
Brookfield Residential	6	11	3	3	28	15	37	38	23	15	17		196	1.5%		54.0%	
Coughlan Homes	24	44	49	18	36	9	3	3					186	1.4%		55.4%	
National Homes	75	0	0	0	0	96	0	9	1	0	0		181	1.4%		56.8%	
	1,729	1,879	1,690	1,081	1,275	1,147	716	631	1,117	1,124	768		13,157				

Top Builders - Last 12 Months

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

Builder	2020	2021											Total	Market Share		Cum. Mkt. Share	
	December	January	February	March	April	May	June	July	August	September	October	November		%		%	
Mattamy Homes	28	46	111	195	193	144	123	33	36	118	140	124	1,291	9.0%		9.0%	
Paradise Developments	12	74	45	32	10	75	8	3	5	101	219	9	593	4.1%		13.2%	
Fieldgate Homes	43	41	50	10	5	34	146	89	55	18	14	3	508	3.5%		16.7%	
Sorbara	14	54	61	51	16	23	50	47	25	21	58	58	478	3.3%		20.1%	
Remington Homes	18	71	34	67	70	13	21	38	19	52	9	0	412	2.9%		22.9%	
Great Gulf	28	41	39	36	31	28	40	27	13	11	35	48	377	2.6%		25.6%	
CountryWide Homes	35	75	71	40	10	5	30	3	12	31	17	43	372	2.6%		28.2%	
Marlin Spring	45	41	79	72	34	10	8	16	17	12	5	16	355	2.5%		30.6%	
Laurier Homes and Yorkwood Homes			207	40	71	7	4	0	0	0	0	15	344	2.4%		33.1%	
Primont Homes	60	25	7	43	9	16	5	55	12	5	60	13	310	2.2%		35.2%	
Treasure Hill	16	27	70	97	17	17	14	14	7	5	11	9	304	2.1%		37.3%	
Regal Crest Homes	30	48	26	48	14	8	51	16	16	10	9	11	287	2.0%		39.4%	
National Homes	100	75	0	0	0	0	96	0	9	1	0	0	281	2.0%		41.3%	
Aspen Ridge Homes	34	10	24	74	13	31	21	8	9	23	20	10	277	1.9%		43.2%	
Fernbrook Homes	13	24	47	63	32	32	15	23	6	5	0	2	262	1.8%		45.1%	
Conservatory Group	25	22	15	21	18	34	16	11	25	29	22	20	258	1.8%		46.9%	
Stafford Homes	11	112	38	61	1	10	6	3	5	3	3	0	253	1.8%		48.7%	
Stateview Homes	6	4	79							147	1	1	238	1.7%		50.3%	
Tribute Communities	53	55	11	10	33	15	24	2	9	3	0	4	219	1.5%		51.8%	
Andrin Homes	42	55	35	18	5	19	9	4	15	14	0	0	216	1.5%		53.4%	
Minto Developments and Metropia	3	2	0	0	112	0	0	0	0	0	91	1	209	1.5%		54.8%	
Arista Homes	35	27	4	6	22	8	36	22	2	3	20	19	204	1.4%		56.2%	
	1,153	1,729	1,879	1,690	1,081	1,275	1,147	716	631	1,117	1,124	768	14,310				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 November
Springwater - Mattamy Homes	Markham	Detached	30'	17
			38'	16
		Townhouse	22'	9
			23'	10
		Total		52
Trailways - Sorbara	Whitchurch-Stouffville	Detached	32'	0
			36'	1
			40'	1
		Townhouse	18'	31
			19'	8
		Total		41
Tanglewood - Medallion Developments	Oshawa	Detached	30'	9
			36'	16
			40'	6
		Townhouse	22'	4
		Total		35
Cedar Ridge - Delpark Homes	Georgina	Detached	30'	10
			40'	23
		Total		33
HighCrest - Laurier Homes	Whitby	Detached	39'	12
		Semi Detached	27'	20
		Total		32
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	12
			34'	0
			36'	7
		Townhouse	21'	10
			23'	0
		Total		29
Panorama - Royalpark Homes	Milton	Detached	27'	18
			34'	10
		Total		28
Cityside - Opus Homes	Whitchurch-Stouffville	Detached	36'	12
			40'	12
		Total		24
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	8
			36'	12
		Townhouse	23'	2
		Total		22
Joshua Creek Montage - Hallett Homes	Oakville	Detached	36'	2
			38'	1
			42'	2
		Townhouse	21'	16
		Total		21

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	November-2020					November-2021				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	3		0	11	14	2			21	23
	Brock	5			0	5	6				6
	Clarington	47	0	0	58	105	1			1	2
	Oshawa	50			163	213	43	0		30	73
	Pickering	3		0	9	12	20		0	10	30
	Scugog	16	1		3	20	4			0	4
	Uxbridge	0		8	4	12	0			0	0
	Whitby	108	4	10	239	361	36	4	35	47	122
	Total	232	5	18	487	742	112	4	35	109	260
Halton	Burlington				14	14			0	0	0
	Halton Hills	16			64	80				3	3
	Milton	40		7	39	86	60			10	70
	Oakville	110			32	142	16			46	62
	Total	166		7	149	322	76		0	59	135
Peel	Brampton	111	0	8	59	178	30		0	8	38
	Caledon	51			18	69	36			2	38
	Mississauga	1		0	1	2	0		0	24	24
	Total	163	0	8	78	249	66		0	34	100
Toronto	East York										
	Etobicoke				0	0					
	North York	1			29	30	0		0	1	1
	Old Toronto			0	3	3			0	0	0
	Scarborough	0		0	0	0	0		0	0	0
	York									0	0
	Total	1		0	32	33	0		0	1	1
York	Aurora	43			0	43	7			6	13
	East Gwillimbury	69		10	12	91	23		1	1	25
	Georgina	71				71	35				35
	King	17			4	21	0				0
	Markham	67	4	7	190	268	36			23	59
	Newmarket	14	0	10	8	32	0	0			0
	Richmond Hill	31	0	3	75	109	30	0	2	28	60
	Vaughan	35	2	0	35	72	5			9	14
	Whitchurch-Stouffville	5			7	12	26			40	66
	Total	352	6	30	331	719	162	0	3	107	272
Grand Total		914	11	63	1,077	2,065	416	4	38	310	768

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	Quadraplex	Semi Detached	Townhouse	Total	
Durham	Ajax	44		1	575	620	5	0		0	16	21	
	Brock	65			9	74	4				0	4	
	Clarington	189	4	2	260	455	7	0		0	14	21	
	Oshawa	503	44		589	1,136	26	0		0	56	82	
	Pickering	335		86	385	806	0	0	0	0	52	52	
	Scugog	164	36		64	264	7	0		0	4	11	
	Uxbridge	0		18	130	148	24	0		0	1	25	
	Whitby	332	16	132	560	1,040	0	1		1	84	86	
	Total	1,632	100	239	2,572	4,543	73	1	0	1	227	302	
Halton	Burlington			16	216	232	0	0		0	3	3	
	Halton Hills	28			40	68	0	0		0	11	11	
	Milton	368		58	218	644	59	0		0	8	67	
	Oakville	372			300	672	51			0	45	96	
	Total	768		74	774	1,616	110	0		0	67	177	
Peel	Brampton	914	2	46	343	1,305	17	0		0	7	24	
	Caledon	526		56	289	871	70	0		0	3	73	
	Mississauga	26		9	288	323	2	0		2	13	17	
	Total	1,466	2	111	920	2,499	89	0		2	23	114	
Toronto	East York						0			0	0	0	
	Etobicoke				8	8	0			0	0	0	
	North York	12		1	186	199	19	0		4	57	80	
	Old Toronto			17	4	21	0	0		0	11	11	
	Scarborough	15		26	90	131	4	0		0	1	5	
	York				6	6	0			0	8	8	
	Total	27		44	294	365	23	0		4	77	104	
York	Aurora	145			36	181	15	0	0	0	0	15	
	East Gwillimbury	668		78	69	815	79			7	12	98	
	Georgina	308			11	319	4	0		0	0	4	
	King	23			5	28	5	0		0	0	5	
	Markham	511	8	8	795	1,322	27	0		0	3	30	
	Newmarket	27	16	14	27	84	3	1		0	0	4	
	Richmond Hill	384	0	18	845	1,247	110	0		11	122	243	
	Vaughan	388	7	18	313	726	54	0		0	19	73	
	Whitchurch-Stouffville	427			138	565	7			0	12	19	
	Total	2,881	31	136	2,239	5,287	304	1	0	18	168	491	
Grand Total		6,774	133	604	6,799	14,310	599	2	0	25	562	1,188	

Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.