



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of December 2021

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Dec-21		Dec-20		Change
High Rise	2,170		952		127.9%
Low Rise	569		1,153		-50.7%
Total	2,739		2,105		30.1%
Year to Date Sales	Jan.-Dec. 2021		Jan.-Dec. 2020		Y/Y Change
High Rise	32,919		20,488		60.7%
Low Rise	13,732		17,235		-20.3%
Total	46,651		37,723		23.7%
Year to Date Supply	Jan.-Dec. 2021		Jan.-Dec. 2020		Y/Y Change
High Rise	29,095		19,979		45.6%
Low Rise	12,123		14,619		-17.1%
Total	41,218		34,598		19.1%
Year to Date Completions	Jan.-Dec. 2021		Jan.-Dec. 2020		Y/Y Change
High Rise	15,623		17,905		-12.7%
Remaining Inventory	Dec-21	Nov-21	Dec-20	M/M Change	Y/Y Change
High Rise	8,146	9,968	10,881	-18.3%	-25.1%
Low Rise	776	1,162	2,385	-33.2%	-67.5%
Total	8,922	11,130	13,266	-19.8%	-32.7%
Benchmark Price	Dec-21	Nov-21	Dec-20	M/M Change	Y/Y Change
High Rise	\$1,163,924	\$1,082,713	\$1,025,645	7.5%	13.5%
Low Rise	\$1,829,693	\$1,679,941	\$1,321,186	8.9%	38.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	344	309	151	
High Rise Units	604	89,743	83,473	37,975	
% Sold*	76%	91%	93%	85%	
Low Rise Projects	3	172			
Low Rise Units	91	15,123			
% Sold*	86%	95%			

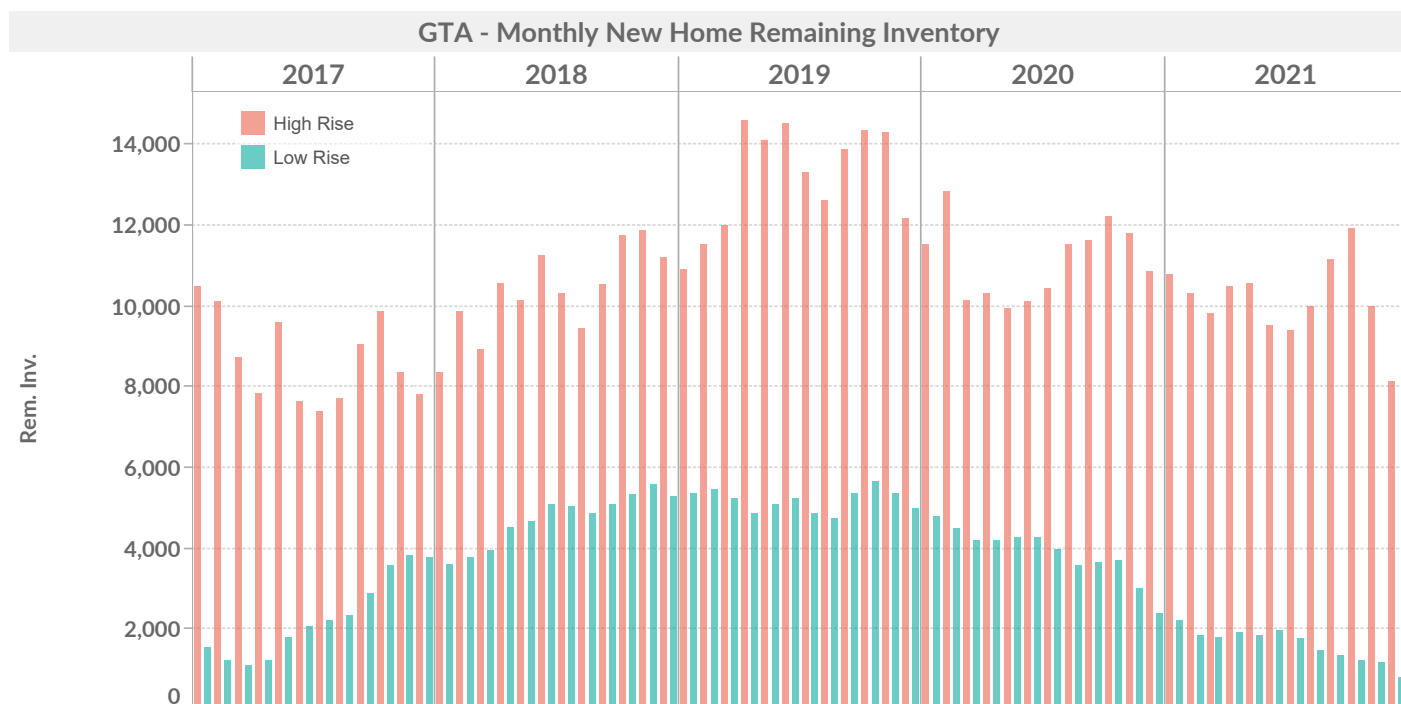
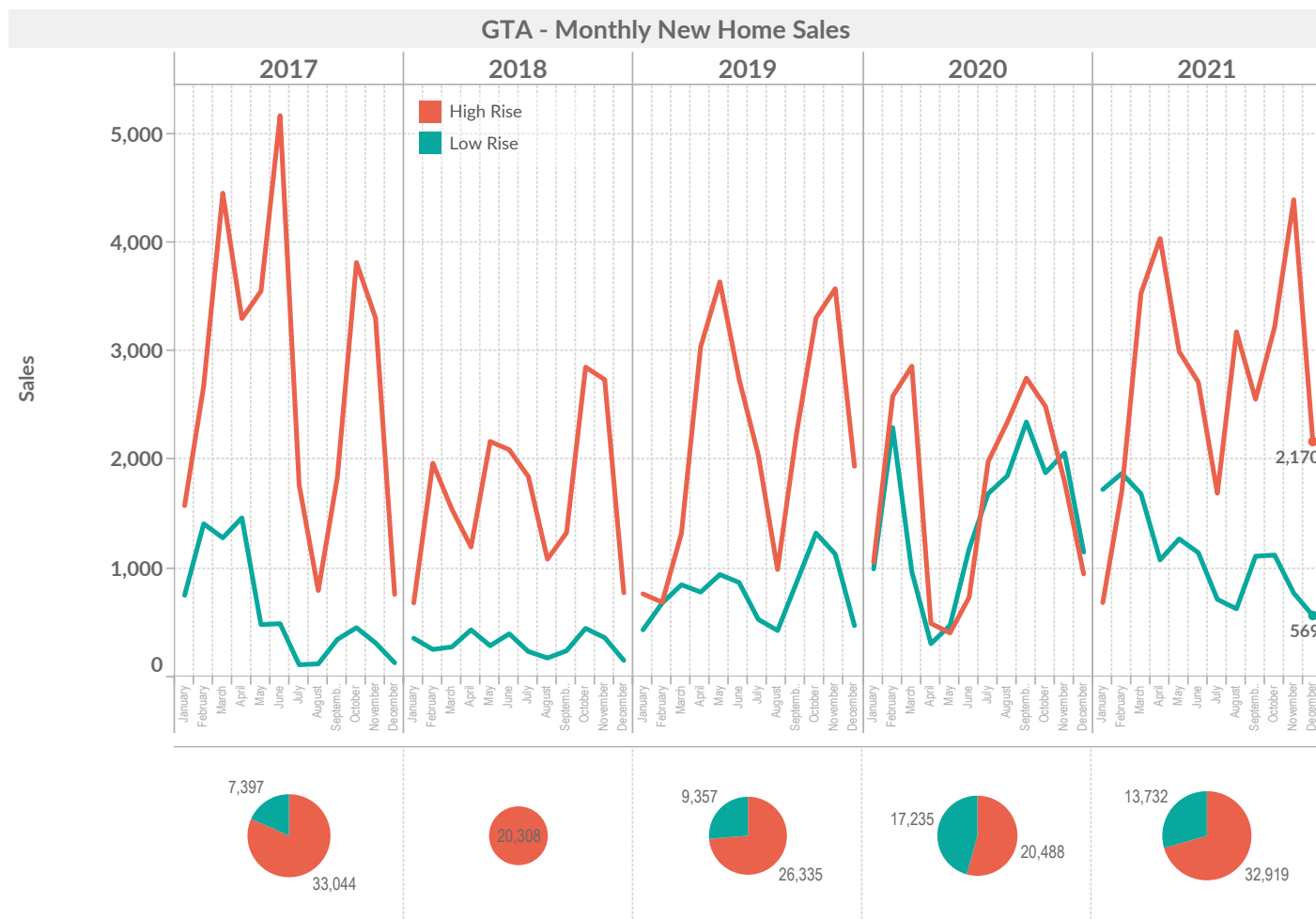
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

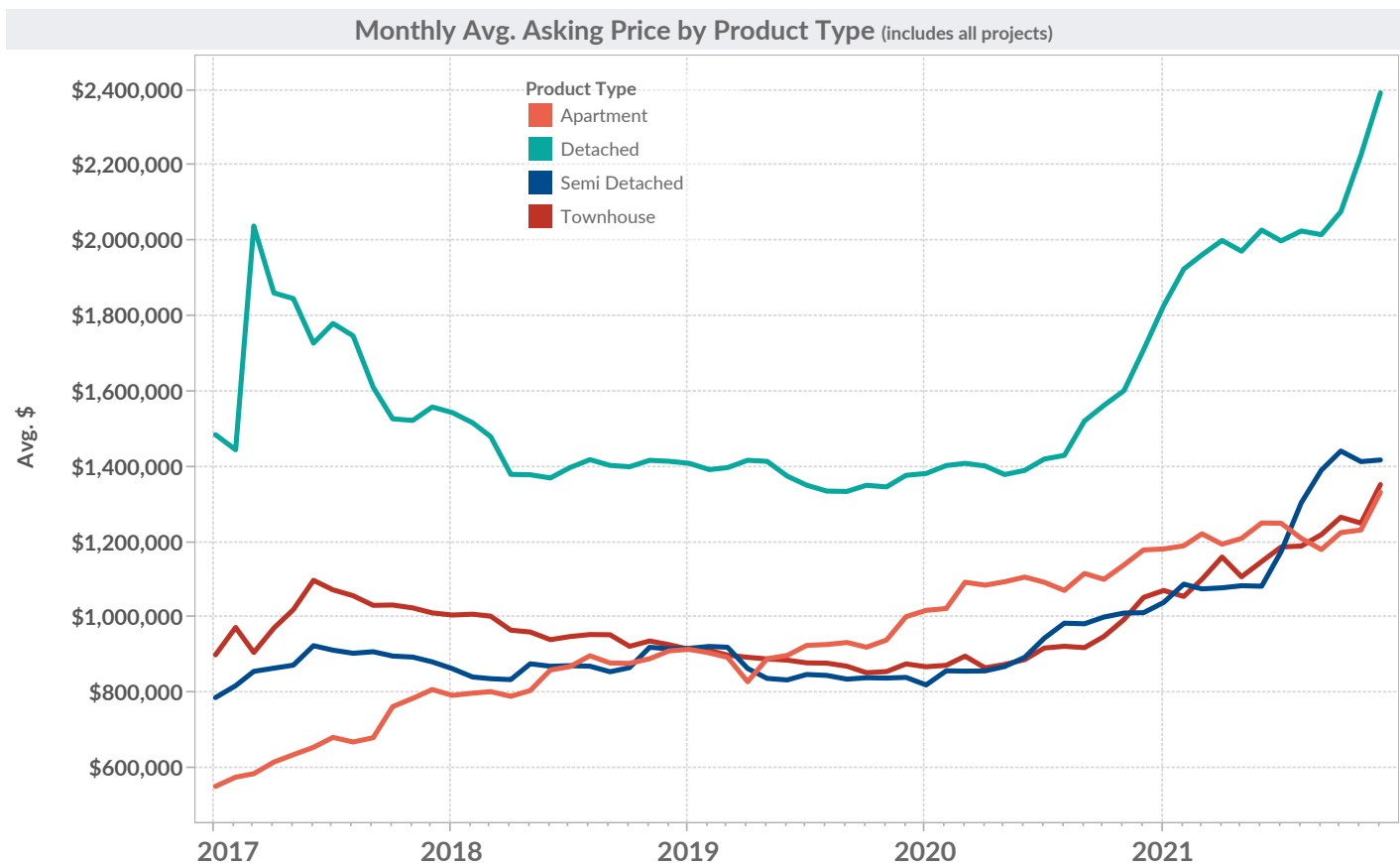
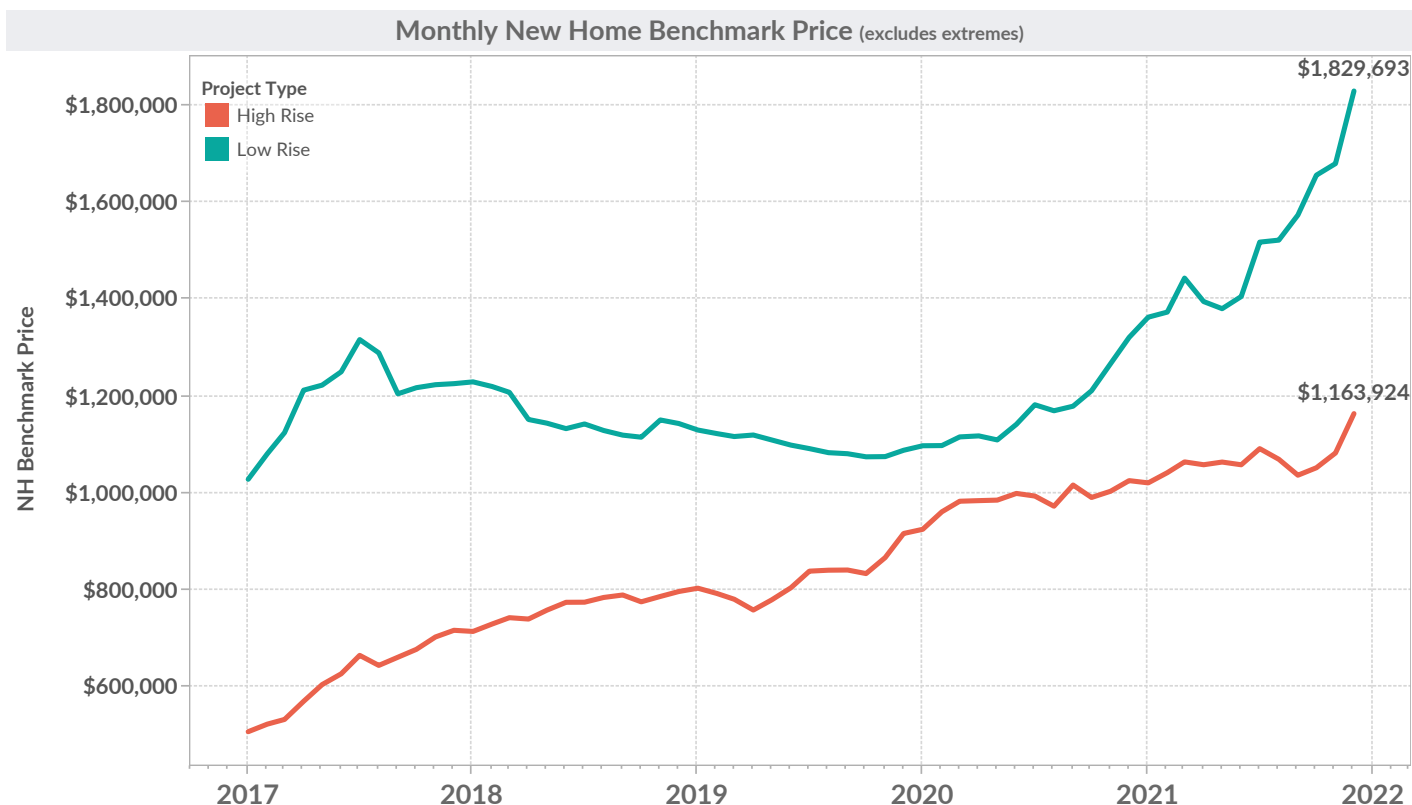
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

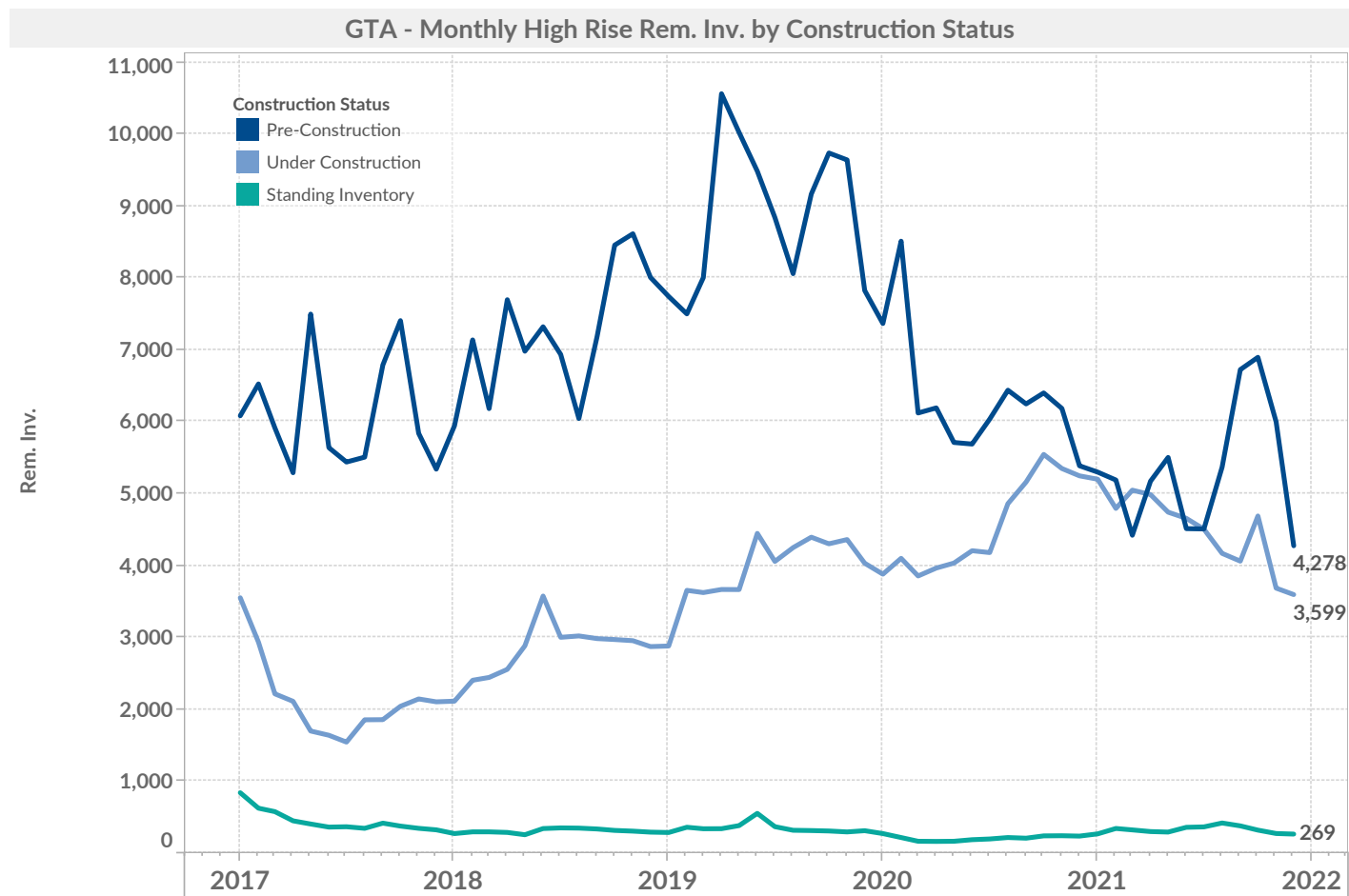
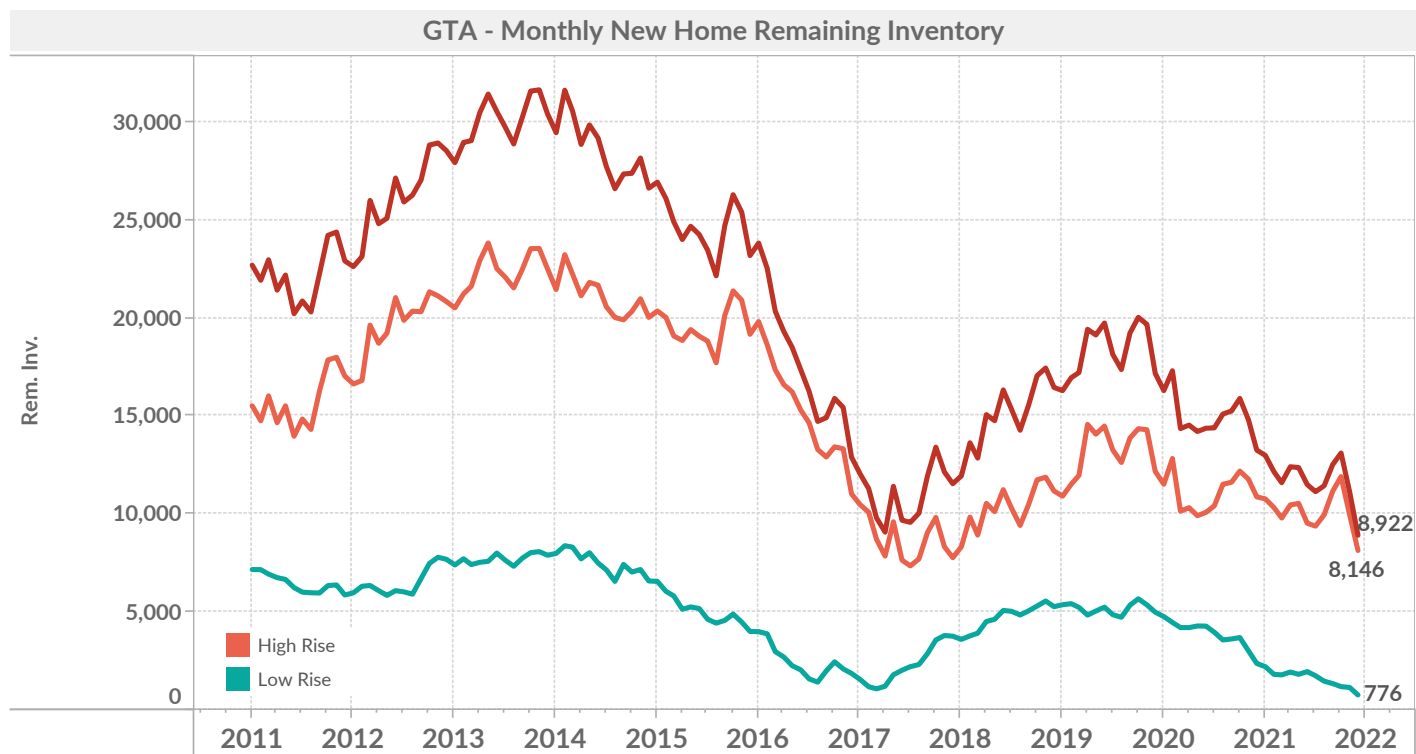
Sales & Remaining Inventory



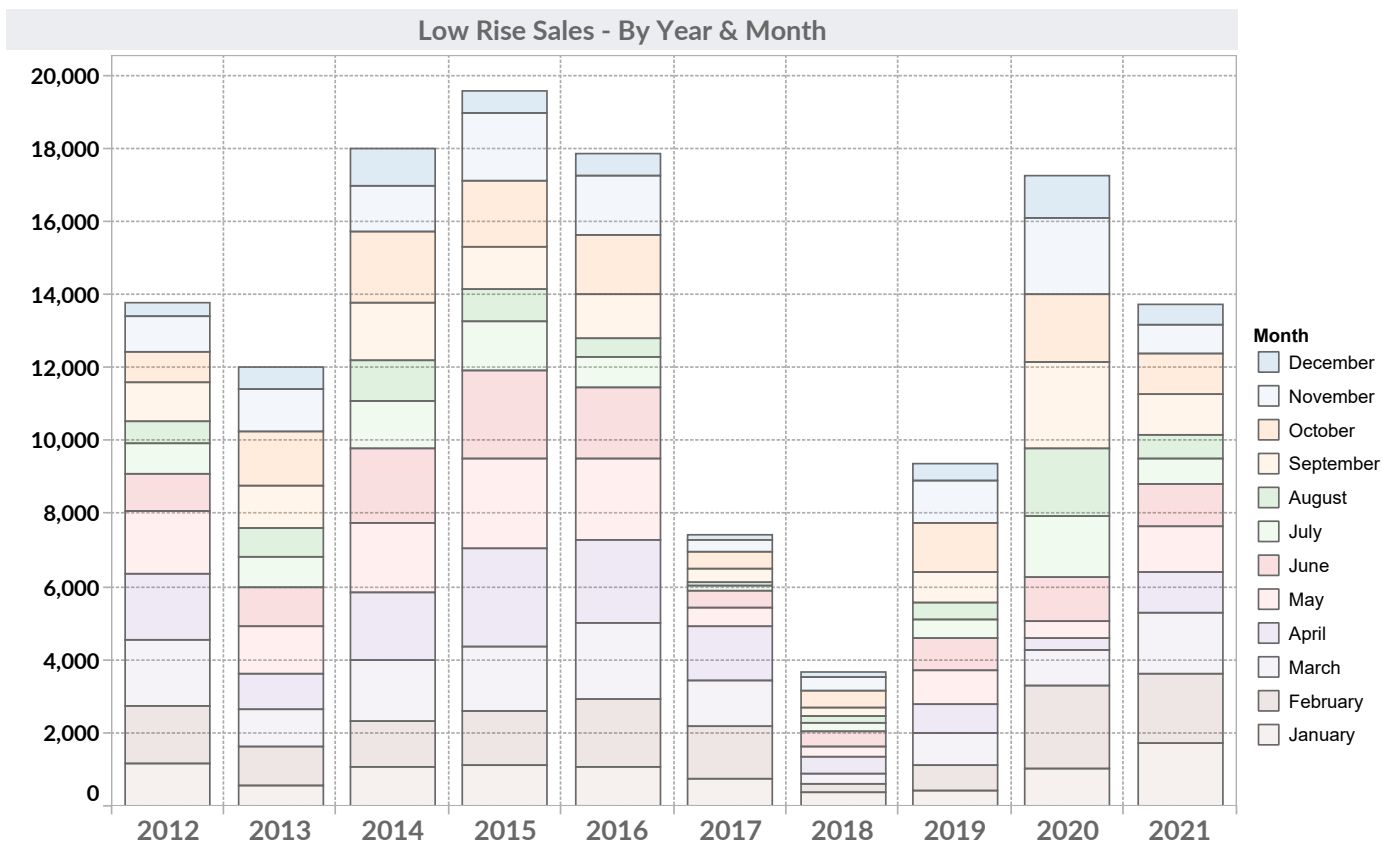
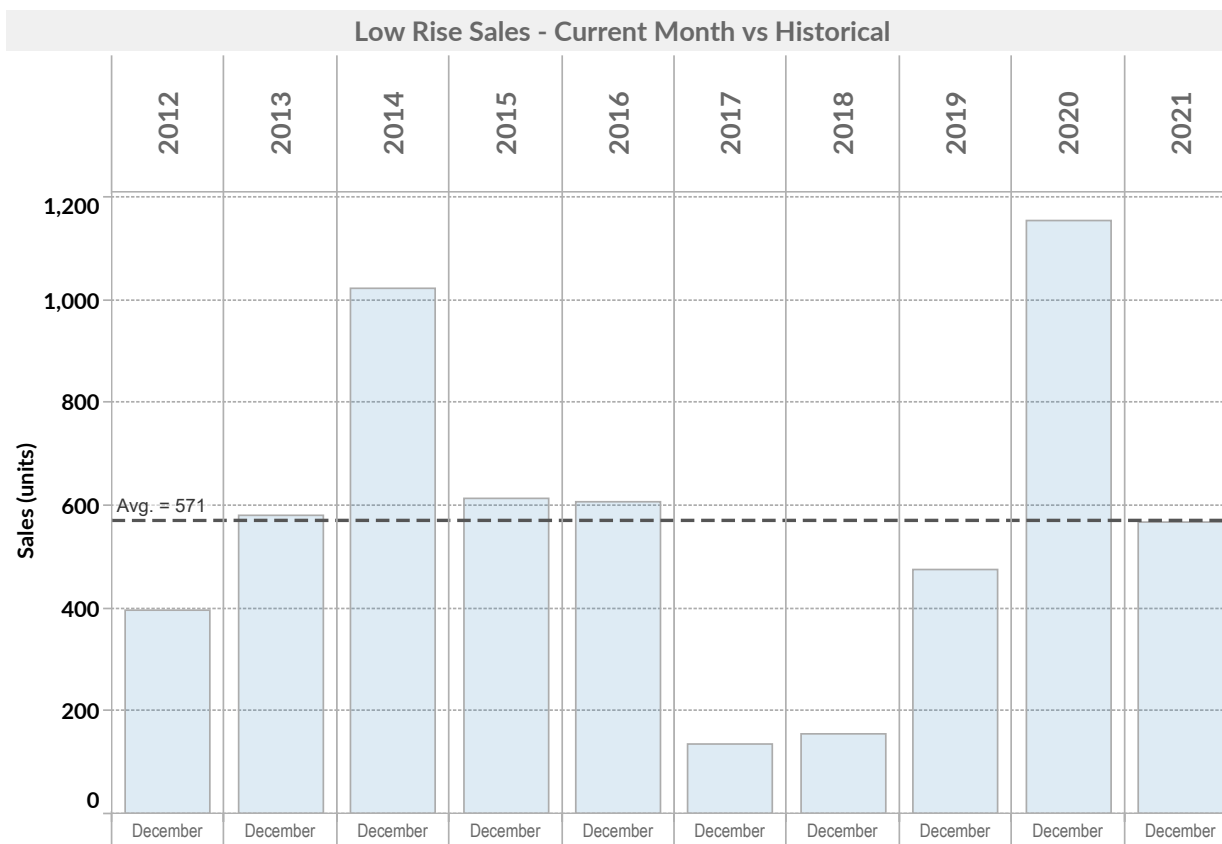
Pricing



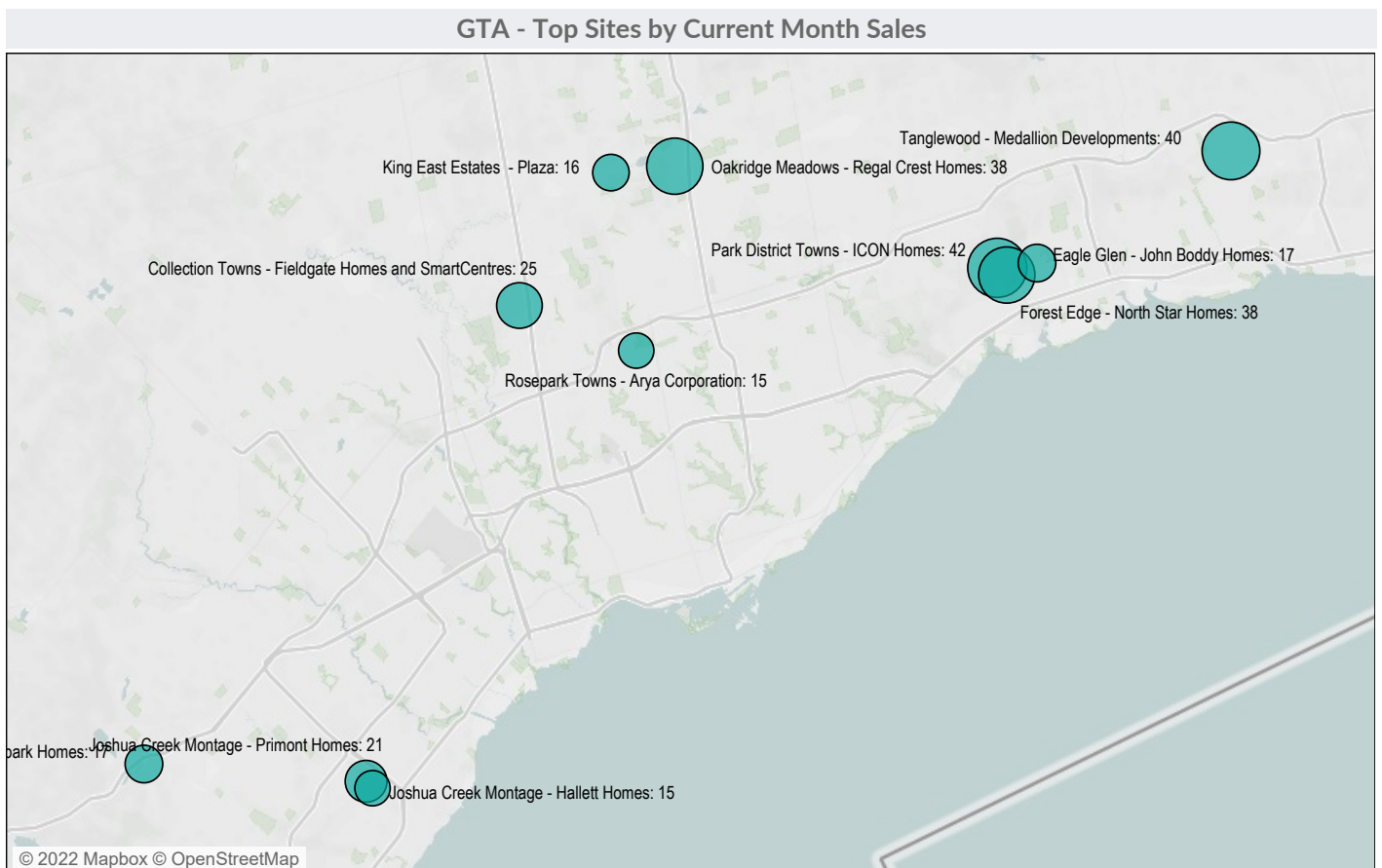
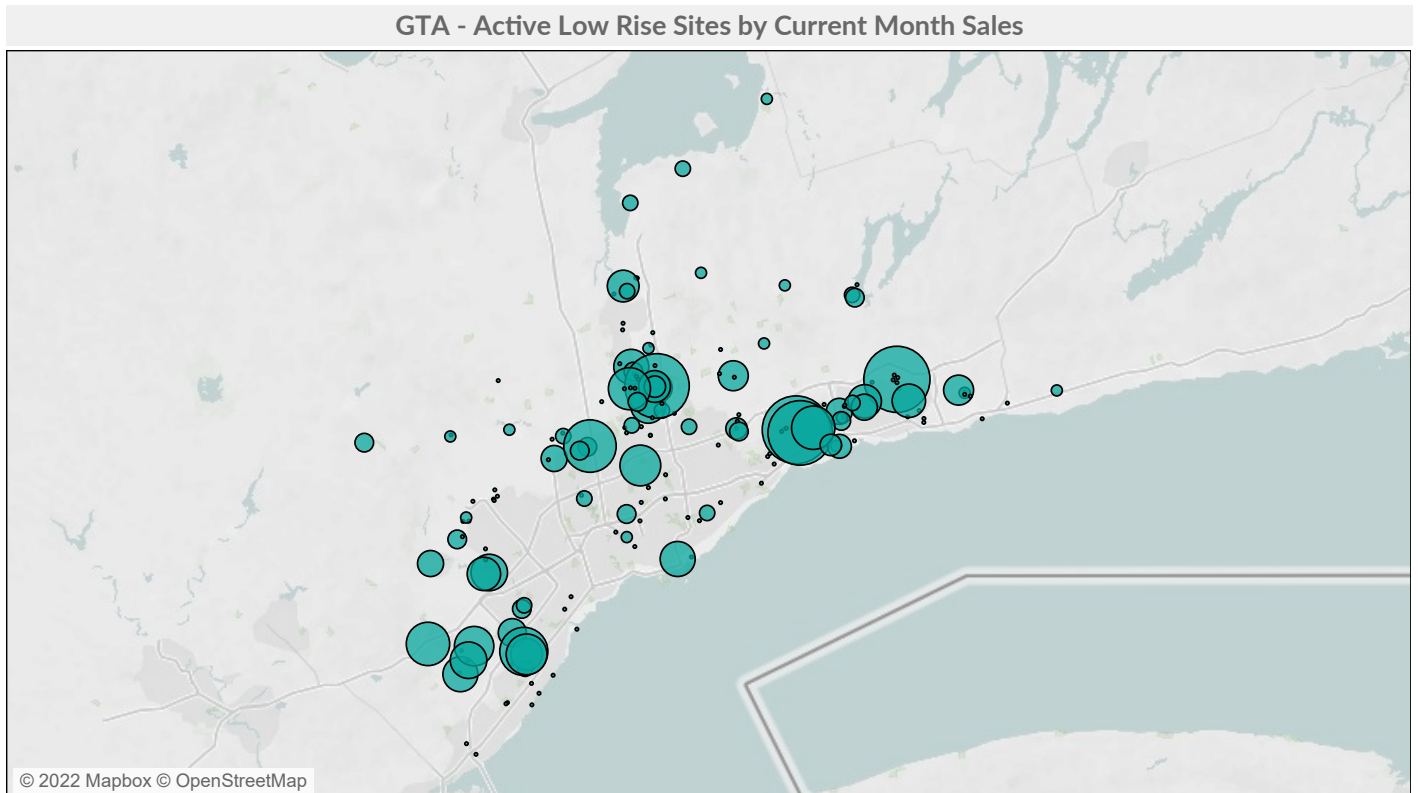
Remaining Inventory



Historical Sales Comparison



Current Sites



Monthly Sales Breakdown



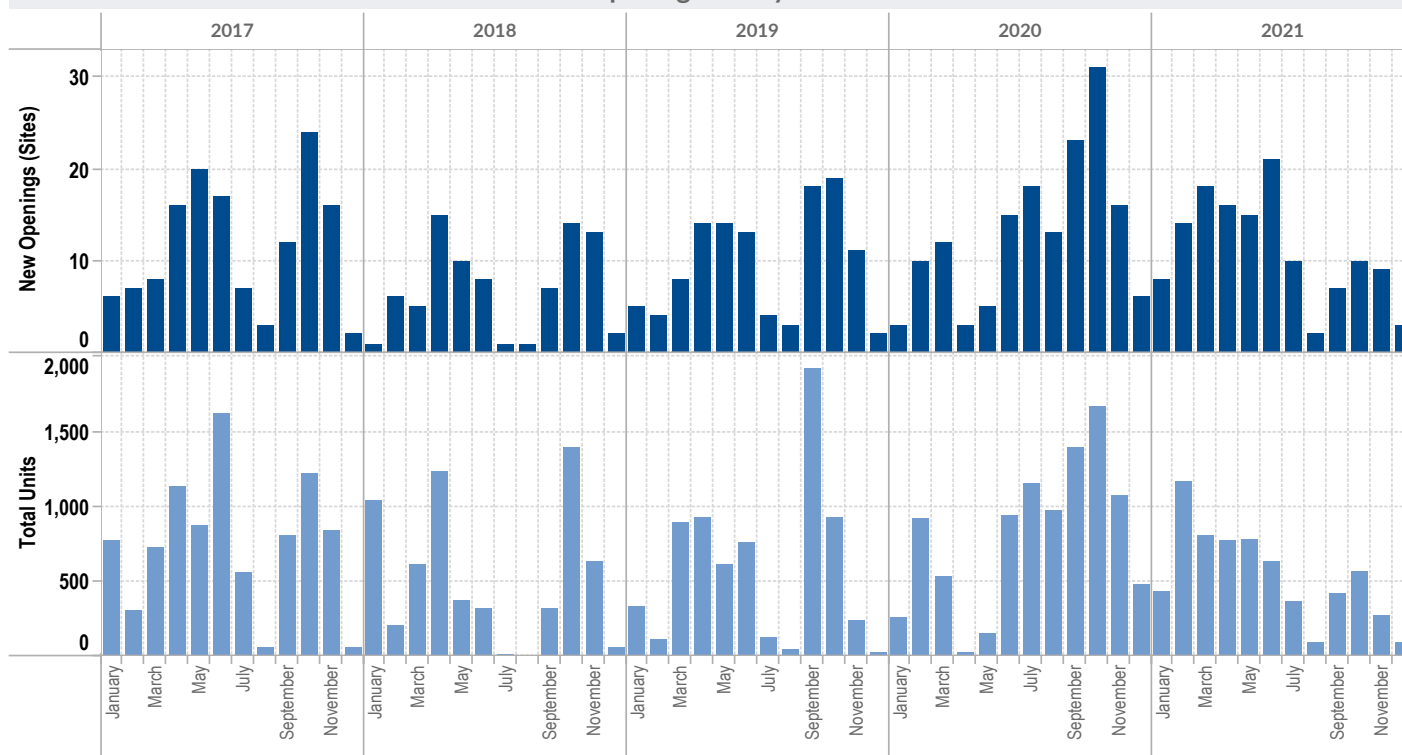
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Forest Edge - North Star Homes	Freehold	Ajax	2021-12-03	38	38	0	
Rosepark Towns - Arya Corporation	Freehold Common Element	Vaughan	2021-12-03	27	15	12	\$604
Collection Towns - Fieldgate Homes and SmartCentres	Freehold	Vaughan	2021-12-06	26	25	1	\$634
Grand Total				91	78	13	\$606

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	21	1,284	9.4%		9.4%	
Paradise Developments	74	45	32	10	75	8	3	5	101	219	9	3	584	4.3%		13.6%	
Sorbara	54	61	51	16	23	50	49	25	21	58	64	8	480	3.5%		17.1%	
Fieldgate Homes	41	50	10	5	34	146	89	55	18	14	3	4	469	3.4%		20.5%	
Remington Homes	71	34	67	70	13	21	38	19	52	9	0	0	394	2.9%		23.4%	
Great Gulf	41	39	36	31	28	40	27	13	11	35	48	29	378	2.8%		26.1%	
CountryWide Homes	75	71	40	10	5	30	3	12	31	17	43	22	359	2.6%		28.8%	
Laurier Homes and Yorkwood Homes		207	40	71	7	4	0	0	0	0	15	0	344	2.5%		31.3%	
Marlin Spring	41	77	72	34	10	8	16	17	12	5	16	3	311	2.3%		33.5%	
Regal Crest Homes	48	26	48	14	8	51	16	16	10	9	11	47	304	2.2%		35.7%	
Primont Homes	25	7	43	9	16	5	55	12	5	60	22	44	303	2.2%		37.9%	
Treasure Hill	27	70	97	17	17	14	14	7	5	11	9	4	292	2.1%		40.1%	
Fernbrook Homes	24	47	63	32	32	15	23	6	5	0	3	0	250	1.8%		41.9%	
Aspen Ridge Homes	10	24	74	13	31	21	8	9	23	20	10	4	247	1.8%		43.7%	
Conservatory Group	22	15	21	18	34	16	11	25	29	22	20	10	243	1.8%		45.5%	
Stafford Homes	112	38	61	1	9	6	3	4	3	3	0	3	243	1.8%		47.2%	
Stateview Homes	4	79							147	1	1		232	1.7%		48.9%	
Brookfield Residential	6	11	3	3	28	15	37	38	23	15	17	12	208	1.5%		50.4%	
Minto Developments and Metropia	2	0	0	112	0	0	0	0	0	91	1		206	1.5%		51.9%	
Lebovic Homes	39	31	48	19	26	16	10	4	5	5	0	0	203	1.5%		53.4%	
Medallion Developments	6	11	1	0	0	0	7	24	34	14	46	46	189	1.4%		54.8%	
Coughlan Homes	24	44	49	18	36	9	3	3					186	1.4%		56.1%	
	1,729	1,877	1,690	1,081	1,274	1,148	718	631	1,115	1,125	775	569	13,732				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 December
Park District Towns - ICON Homes	Pickering	Townhouse	19'	42
	Total			42
Tanglewood - Medallion Developments	Oshawa	Detached	30'	13
			36'	16
			40'	7
		Townhouse	22'	4
	Total			40
Forest Edge - North Star Homes	Ajax	Townhouse	20'	38
	Total			38
Oakridge Meadows - Regal Crest Homes	Richmond Hill	Detached	38'	15
			41'	1
			45'	6
			50'	0
		Townhouse	20'	16
	Total			38
Collection Towns - Fieldgate Homes and SmartCentres	Vaughan	Townhouse	18'	14
			20'	11
	Total			25
Joshua Creek Montage - Primont Homes	Oakville	Detached	36'	0
			38'	0
		Townhouse	20'	21
	Total			21
Eagle Glen - John Boddy Homes	Ajax	Detached	35'	5
			45'	12
	Total			17
Panorama - Royalpark Homes	Milton	Detached	27'	10
			34'	7
	Total			17
King East Estates - Plaza	Richmond Hill	Detached	40'	7
			50'	1
			52'	0
		Semi Detached	25'	8
		Townhouse	20'	0
	Total			16
Joshua Creek Montage - Hallett Homes	Oakville	Detached	36'	2
			38'	1
			42'	2
		Townhouse	21'	10
	Total			15
Rosepark Towns - Arya Corporation	Vaughan	Townhouse	14'	3
			16'	8
			17'	2
			18'	2
	Total			15

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	December-2020					December-2021				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	6		1	8	15	18			47	65
	Brock	2			0	2	1				1
	Clarington	56	4	2	29	91	10			0	10
	Oshawa	42			57	99	41	0		9	50
	Pickering	11		2	18	31	0		0	42	42
	Scugog	9	1		5	15	3			2	5
	Uxbridge	0		5	1	6	1			1	2
	Whitby	54	1	15	77	147	1	1	3	23	28
	Total	180	6	25	195	406	75	1	3	124	203
Halton	Burlington			6	99	105			0	0	0
	Halton Hills	5			5	10				6	6
	Milton	12		10	9	31	37			17	54
	Oakville	54			16	70	8			39	47
	Total	71		16	129	216	45		0	62	107
Peel	Brampton	45	2	1	23	71	22		0	3	25
	Caledon	12			5	17	5			1	6
	Mississauga	1		1	1	3	0		1	11	12
	Total	58	2	2	29	91	27		1	15	43
Toronto	East York										
	Etobicoke				0	0					
	North York	2		0	6	8	0		0	5	5
	Old Toronto			4	1	5			0	11	11
	Scarborough	0		5	9	14	2		0	0	2
	York									1	1
	Total	2		9	16	27	2		0	17	19
York	Aurora	15			0	15	15			0	15
	East Gwillimbury	59		0	6	65	6		2	4	12
	Georgina	29				29	4				4
	King	7			3	10	0				0
	Markham	25	2	2	37	66	6			3	9
	Newmarket	11	1	6	13	31	0	0			0
	Richmond Hill	14	0	2	115	131	52	0	8	35	95
	Vaughan	13	2	2	30	47	8			46	54
	Whitchurch-Stouffville	19			0	19	0			8	8
	Total	192	5	12	204	413	91	0	10	96	197
Grand Total		503	13	64	573	1,153	240	1	14	314	569

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	55			614	669	5	0		0	7	12	
	Brock	64			9	73	3				0	3	
	Clarington	143			230	373	6	0		0	15	21	
	Oshawa	502	44		534	1,080	13	0		0	2	15	
	Pickering	324		84	408	816	1	0	0	0	1	2	
	Scugog	155	35		61	251	8	0		0	2	10	
	Uxbridge	1		13	130	144	23	0		0	0	23	
	Whitby	279	16	120	506	921	3	0		12	71	86	
	Total	1,523	95	217	2,492	4,327	62	0	0	12	98	172	
Halton	Burlington			10	117	127	0	0		0	3	3	
	Halton Hills	23			41	64	0	0		0	5	5	
	Milton	397		48	231	676	29	0		0	0	29	
	Oakville	327			323	650	42			0	6	48	
	Total	747		58	712	1,517	71	0		0	14	85	
Peel	Brampton	891		45	323	1,259	17	0		0	4	21	
	Caledon	519		56	285	860	65	0		0	2	67	
	Mississauga	25		9	299	333	2	0		1	8	11	
	Total	1,435		110	907	2,452	84	0		1	14	99	
Toronto	East York						0			0	0	0	
	Etobicoke				8	8	0			0	0	0	
	North York	10		1	183	194	19	0		4	55	78	
	Old Toronto			13	14	27	0	0		0	1	1	
	Scarborough	17		21	82	120	4	0		0	0	4	
	York				7	7	0			0	7	7	
	Total	27		35	294	356	23	0		4	63	90	
York	Aurora	146			36	182	10	0	0	0	0	10	
	East Gwillimbury	619		80	68	767	19			5	7	31	
	Georgina	266			11	277	0	0		0	0	0	
	King	16			2	18	0	0		0	0	0	
	Markham	492	6	6	761	1,265	23	0		0	0	23	
	Newmarket	16	15	8	14	53	3	1		0	0	4	
	Richmond Hill	421	0	24	776	1,221	90	0		13	91	194	
	Vaughan	384	5	16	330	735	32	0		0	25	57	
	Whitchurch-Stouffville	410			152	562	7			0	4	11	
	Total	2,770	26	134	2,150	5,080	184	1	0	18	127	330	
Grand Total		6,502	121	554	6,555	13,732	424	1	0	35	316	776	

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