



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of January 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jan-22		Jan-21		Change
High Rise	2,274		951		139.1%
Low Rise	579		1,152		-49.7%
Total	2,853		2,103		35.7%
Year to Date Sales	Jan.-Jan. 2022		Jan.-Jan. 2021		Y/Y Change
High Rise	2,274		685		232.0%
Low Rise	579		1,733		-66.6%
Total	2,853		2,418		18.0%
Year to Date Supply	Jan.-Jan. 2022		Jan.-Jan. 2021		Y/Y Change
High Rise	2,427		29,148		-91.7%
Low Rise	12,123		14,613		-17.0%
Total	14,550		43,761		-66.8%
Year to Date Completions	Jan.-Jan. 2022		Jan.-Jan. 2021		Y/Y Change
High Rise	15,629		17,933		-12.8%
Remaining Inventory	Jan-22	Dec-21	Jan-21	M/M Change	Y/Y Change
High Rise	8,333	8,125	10,881	2.6%	-23.4%
Low Rise	550	751	2,379	-26.8%	-76.9%
Total	8,883	8,876	13,260	0.1%	-33.0%
Benchmark Price	Jan-22	Dec-21	Jan-21	M/M Change	Y/Y Change
High Rise	\$1,150,685	\$1,163,924	\$1,021,017	-1.1%	12.7%
Low Rise	\$1,771,162	\$1,829,693	\$1,362,952	-3.2%	30.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	9	341	318	147	
High Rise Units	2,427	89,623	85,989	37,133	
% Sold*	75%	91%	93%	83%	
Low Rise Projects	4	155			
Low Rise Units	97	13,852			
% Sold*	98%	96%			

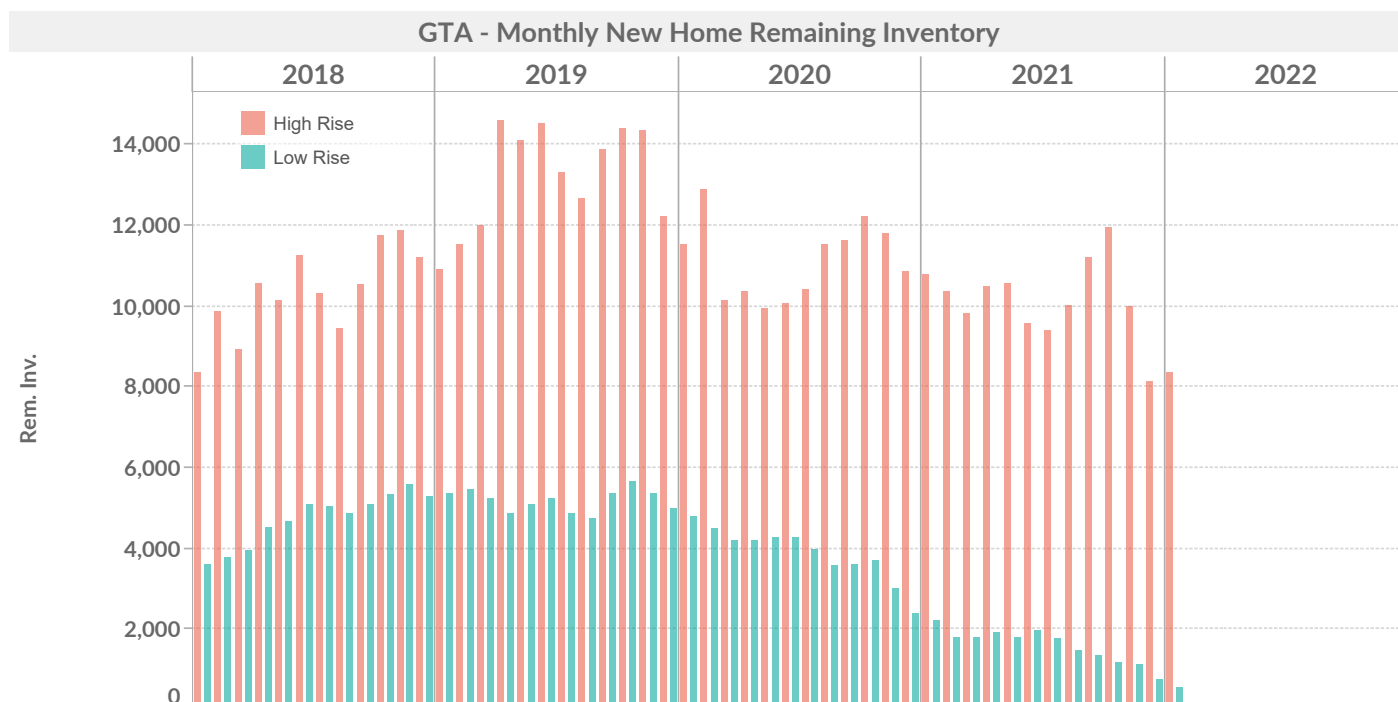
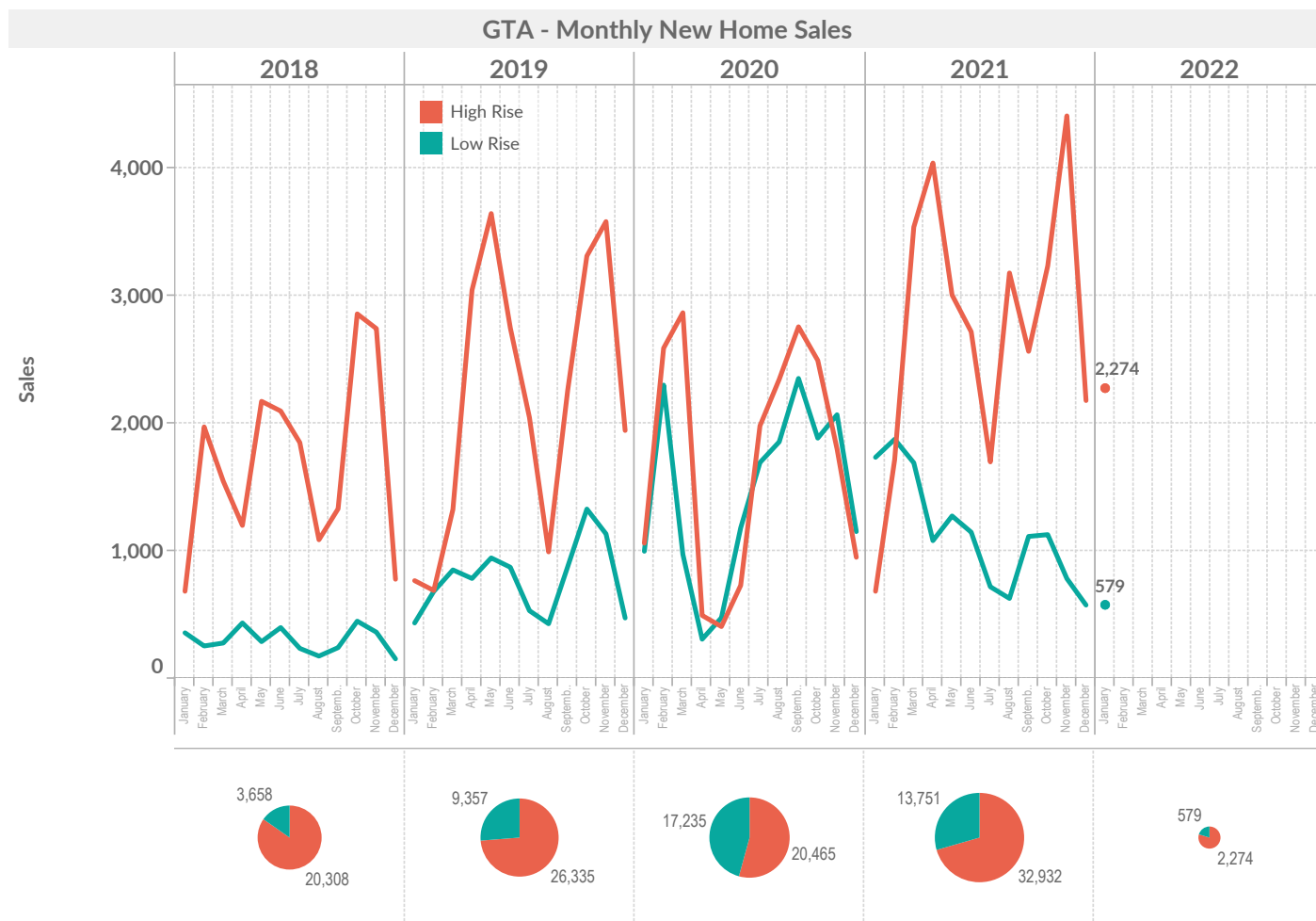
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

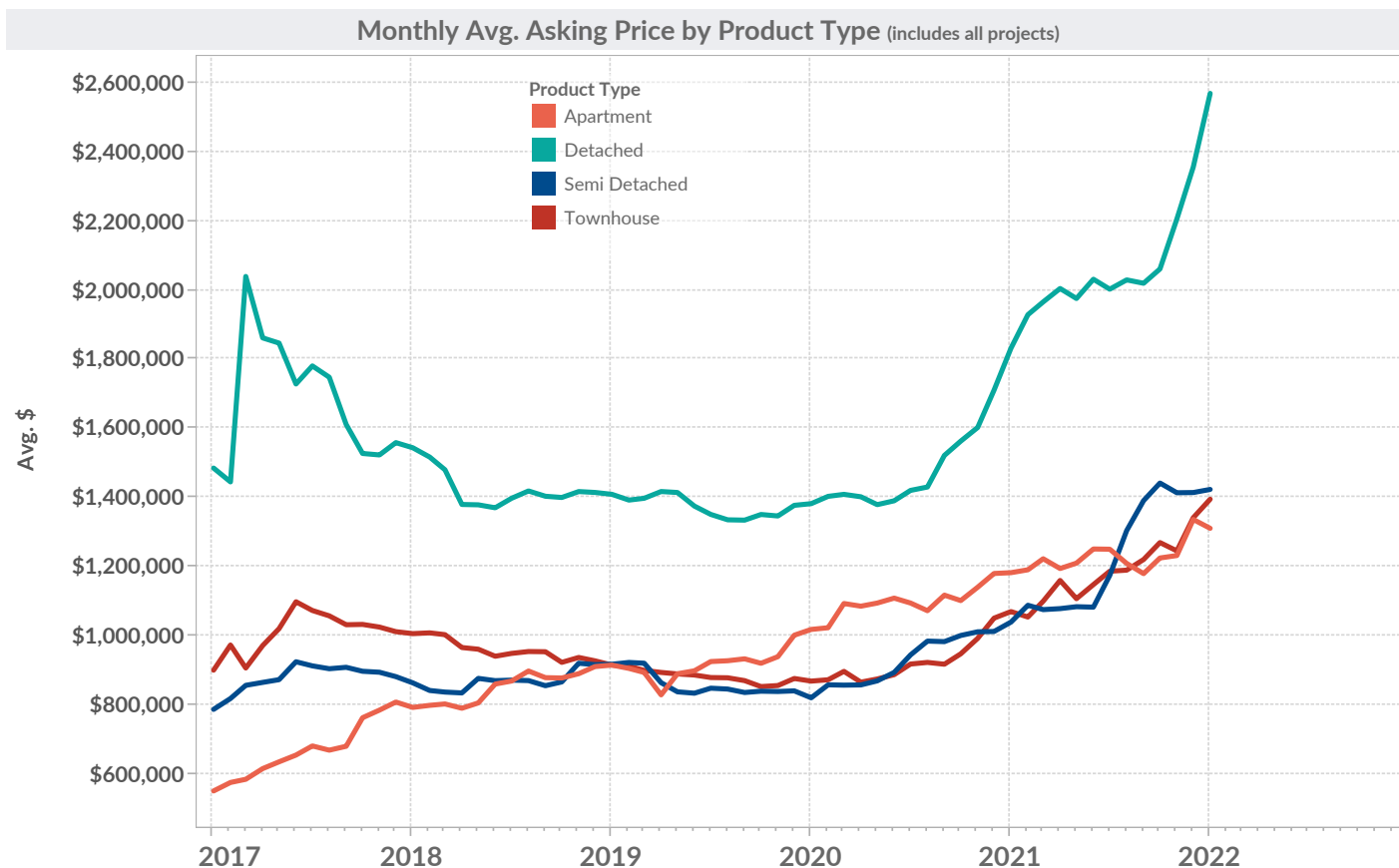
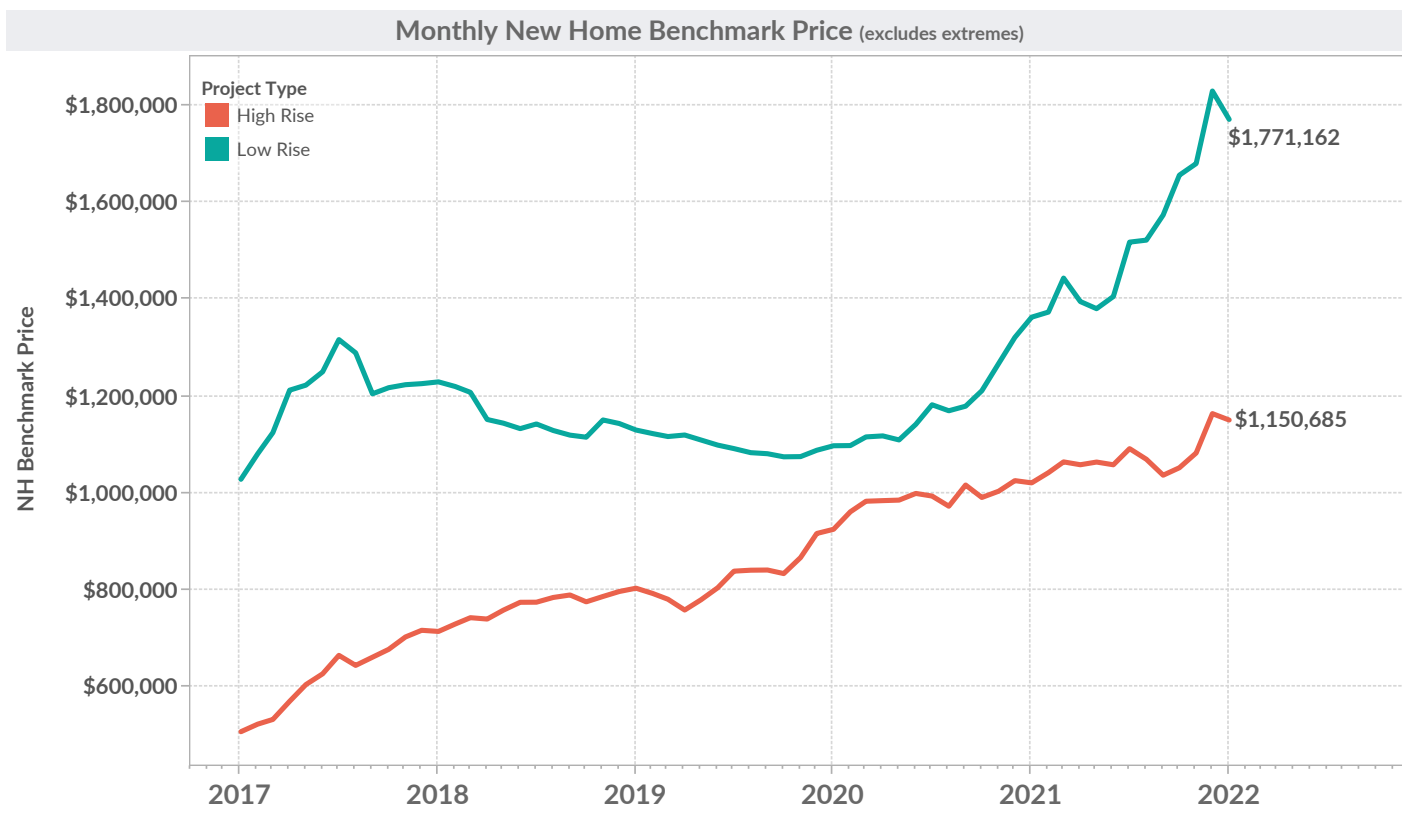
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

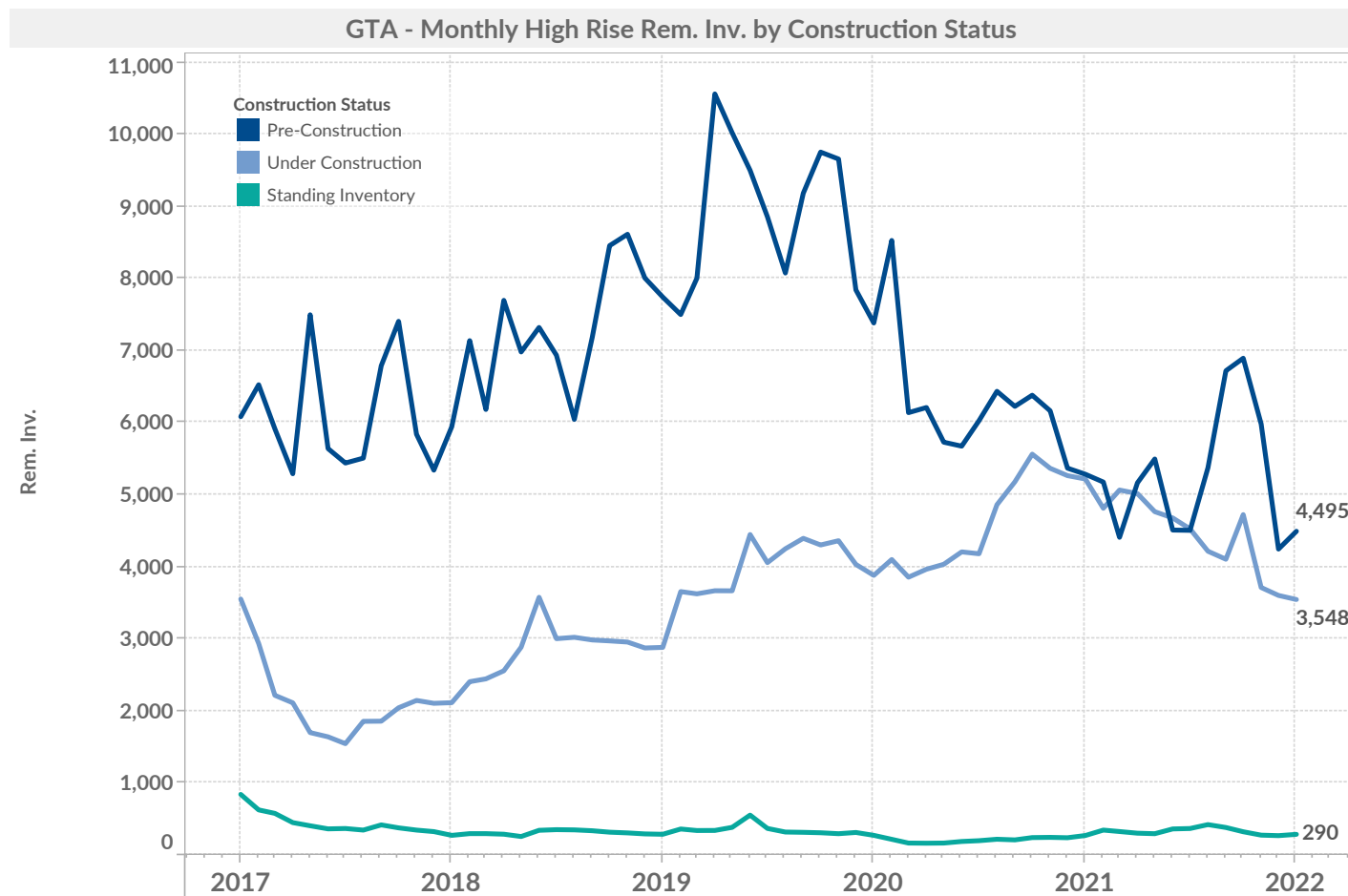
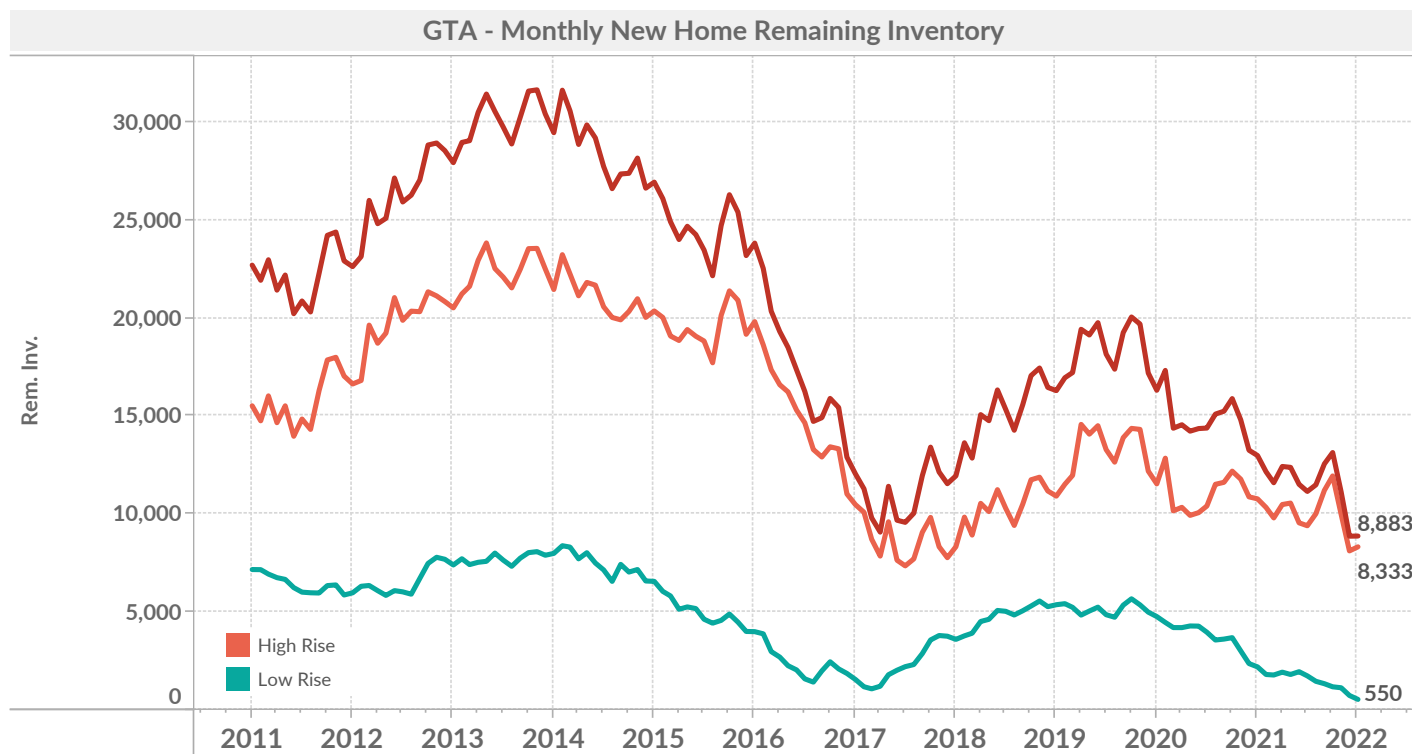
Sales & Remaining Inventory



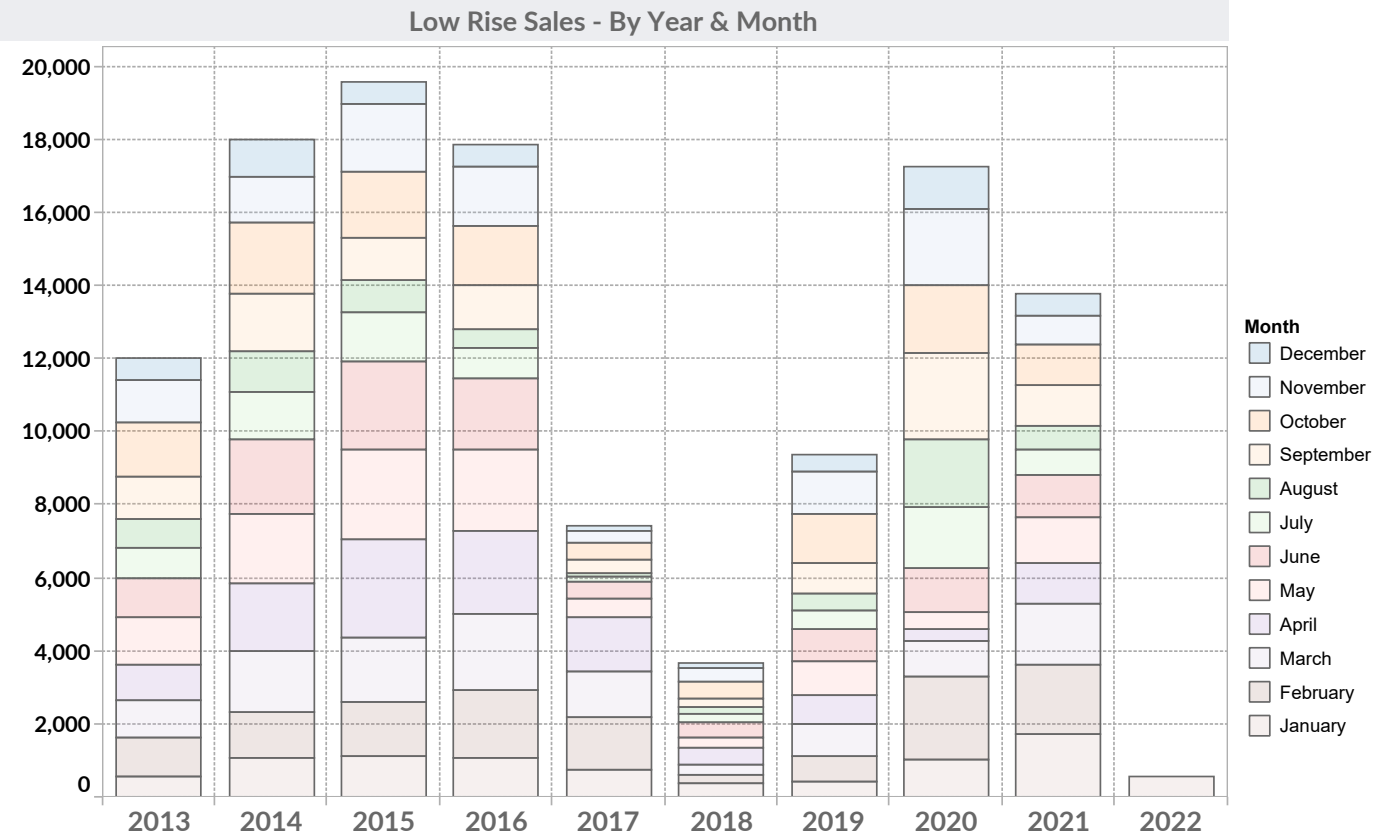
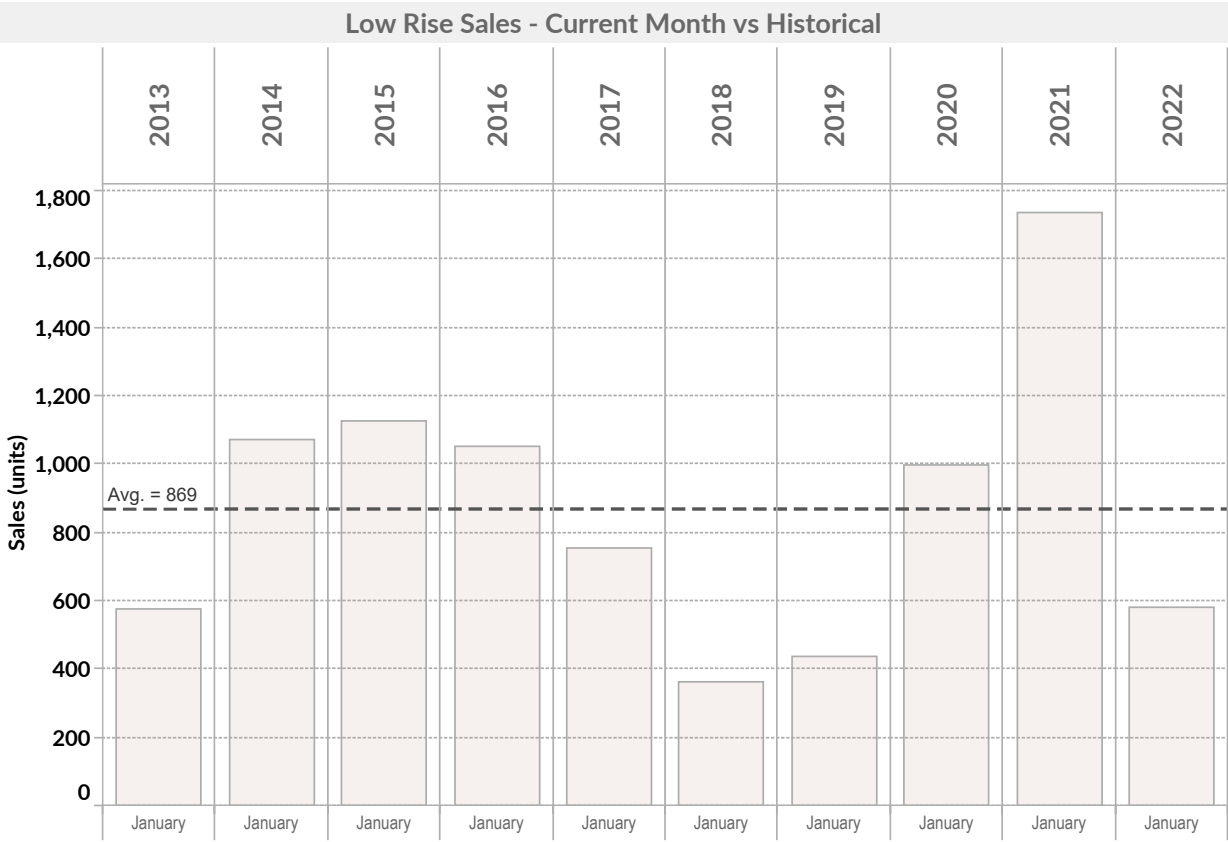
Pricing



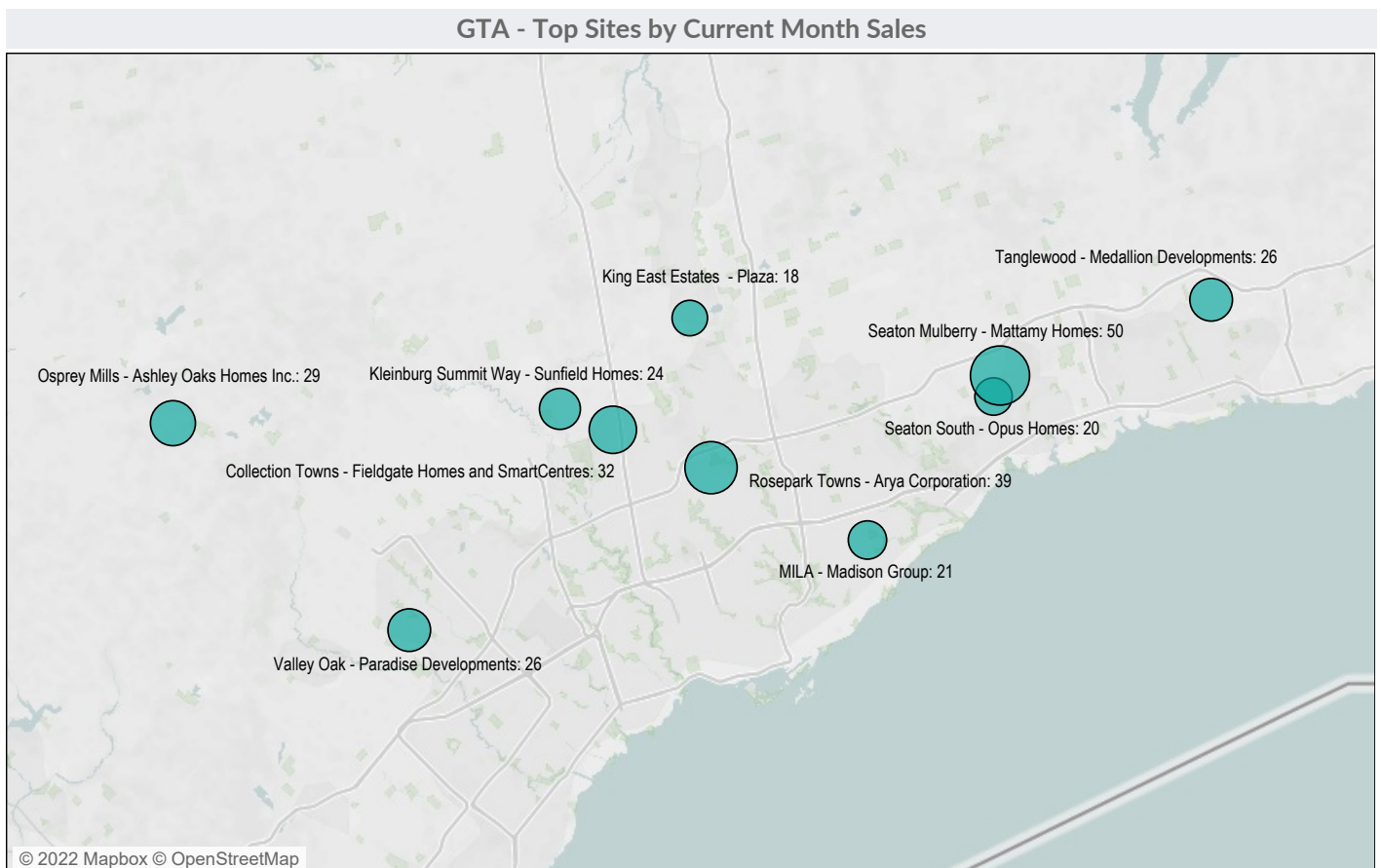
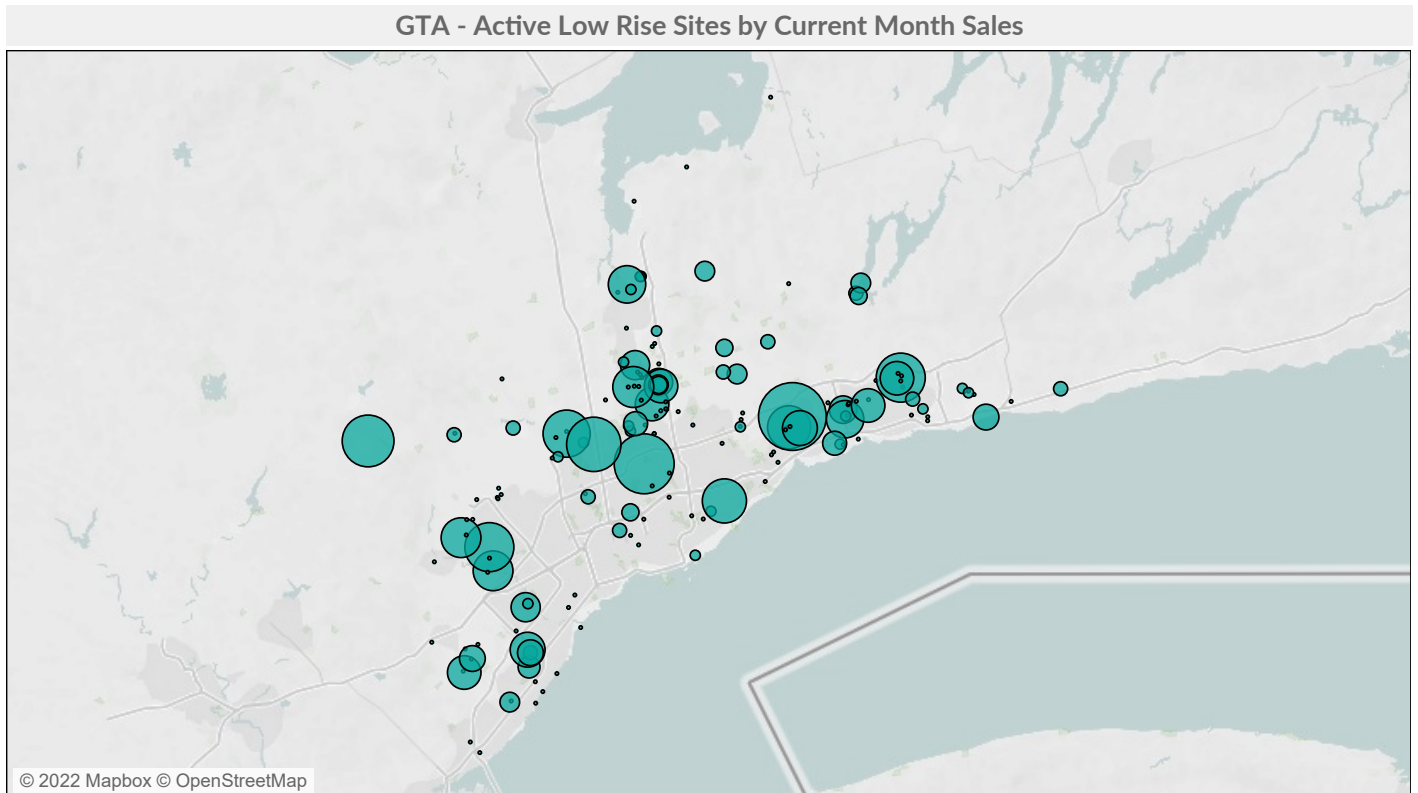
Remaining Inventory



Historical Sales Comparison



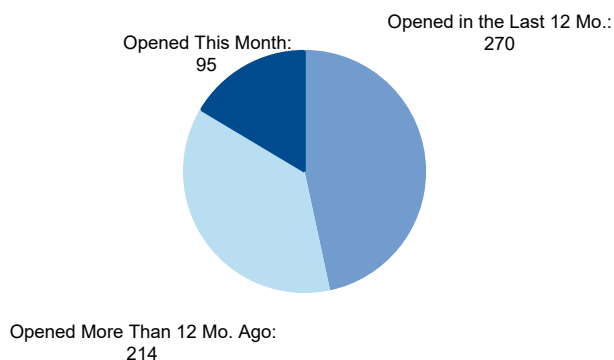
Current Sites



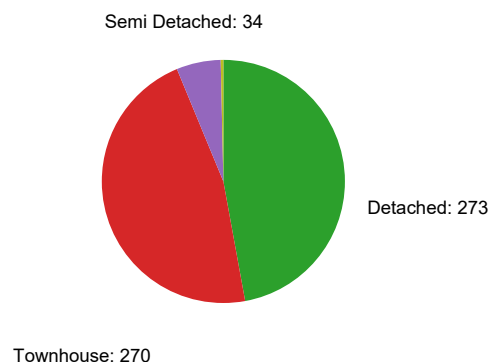
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

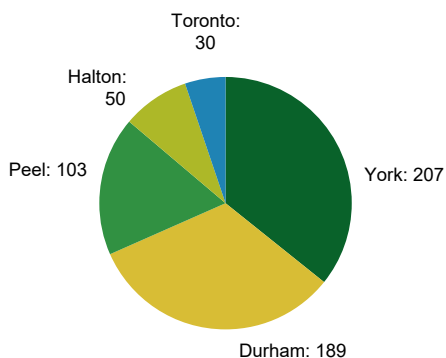
Sales by Opening Date



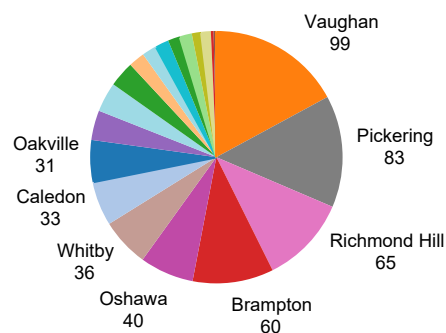
Sales by Product Type



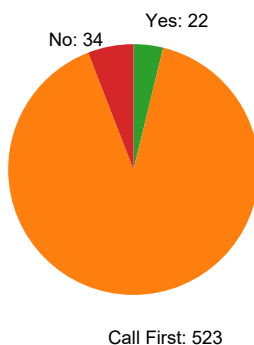
Sales by Region



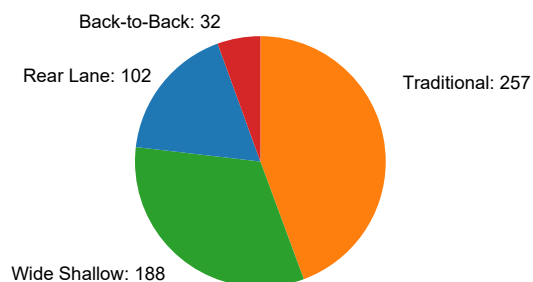
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



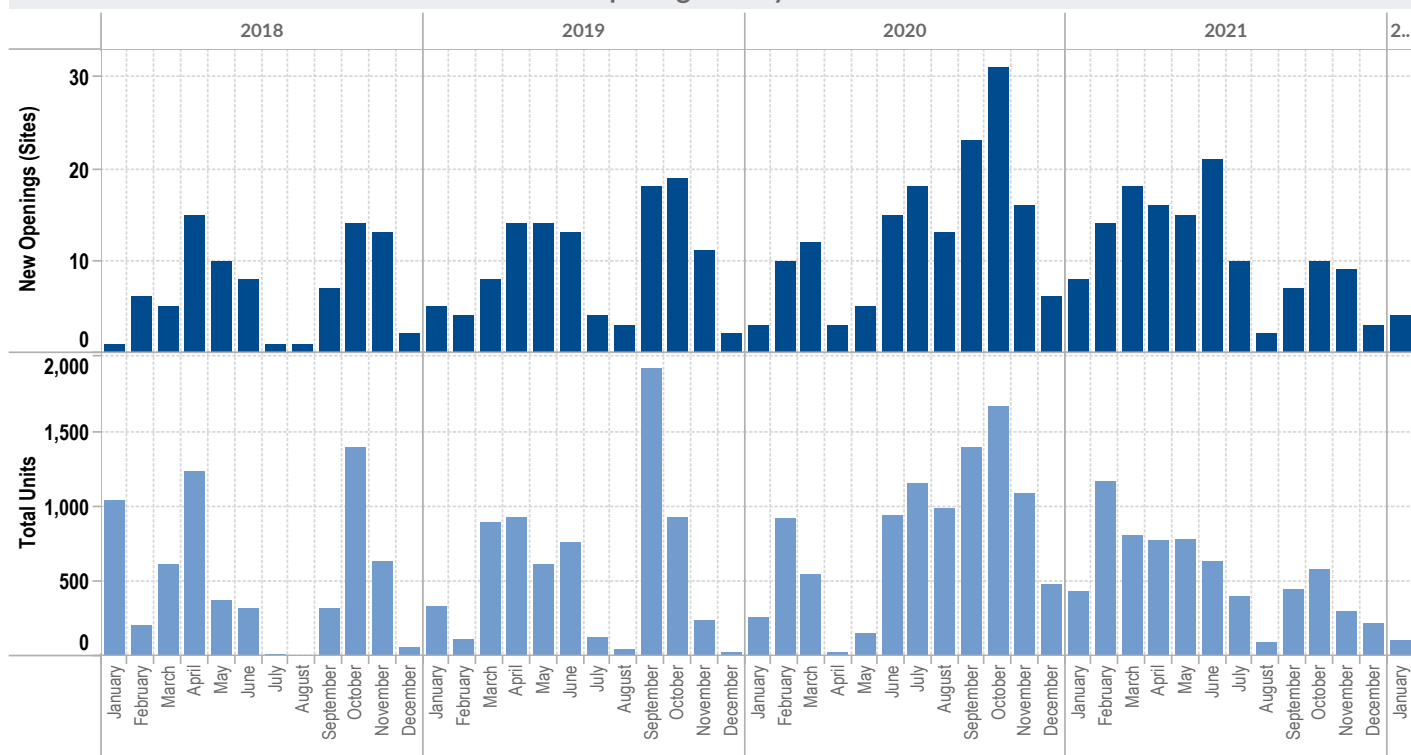
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Kleinburg Summit Way - Sunfield Homes	Freehold	Vaughan	2022-01-11	26	24	2	\$742
Valley Oak - Paradise Developments	Freehold	Brampton	2022-01-15	1	1	0	
Seaton Mulberry - Mattamy Homes	Freehold	Pickering	2022-01-18	50	50	0	
Seaton South - Opus Homes	Freehold	Pickering	2022-01-29	20	20	0	
Grand Total				97	95	2	\$742

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	2022												Total	Market Share		Cum. Mkt. Share	
	January	February	March	April	May	June	July	August	September	October	November	December		%		%	
Mattamy Homes	50												50	8.6%		8.6%	
Paradise Developments	43												43	7.4%		16.1%	
Arya Corporation	39												39	6.7%		22.8%	
Medallion Developments	38												38	6.6%		29.4%	
Great Gulf	37												37	6.4%		35.8%	
Fieldgate Homes and SmartCentres	32												32	5.5%		41.3%	
Primont Homes	32												32	5.5%		46.8%	
Ashley Oaks Homes Inc.	29												29	5.0%		51.8%	
Sunfield Homes	24												24	4.1%		56.0%	
Madison Group	21												21	3.6%		59.6%	
Opus Homes	20												20	3.5%		63.0%	
Plaza	18												18	3.1%		66.1%	
Regal Crest Homes	17												17	2.9%		69.1%	
Sorbara	16												16	2.8%		71.8%	
CountryWide Homes	15												15	2.6%		74.4%	
Vogue Development Group	15												15	2.6%		77.0%	
ICON Homes	13												13	2.2%		79.3%	
Royal Pine Homes	12												12	2.1%		81.3%	
Brookfield Residential	10												10	1.7%		83.1%	
Caliber Homes	10												10	1.7%		84.8%	
Dunpar Homes	9												9	1.6%		86.4%	
Hallett Homes	7												7	1.2%		87.6%	
579													579				

Top Builders - Last 12 Months

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

	2021												2022	Total				
Builder	February	March	April	May	June	July	August	September	October	November	December	January	Market Share %		Cum. Mkt. Share %			
Mattamy Homes	111	195	193	144	123	33	36	118	140	124	21	50	1,288		10.2%		10.2%	
Paradise Developments	45	32	10	75	8	3	5	101	219	9	3	43	553		4.4%		14.6%	
Sorbara	61	51	16	23	50	49	25	21	58	64	8	16	442		3.5%		18.1%	
Fieldgate Homes	50	10	5	34	146	89	53	18	14	2	4	6	431		3.4%		21.5%	
Great Gulf	39	36	31	28	40	27	13	11	35	48	29	37	374		3.0%		24.5%	
Laurier Homes and Yorkwood Homes	207	40	71	7	4	0	0	0	0	15	0	0	344		2.7%		27.2%	
Remington Homes	34	67	70	13	21	38	19	52	9	0	0	0	323		2.6%		29.8%	
Primont Homes	7	43	9	16	5	56	12	5	60	30	43	32	318		2.5%		32.3%	
CountryWide Homes	71	40	10	5	30	3	12	31	17	43	22	15	299		2.4%		34.7%	
Regal Crest Homes	26	48	14	8	51	16	16	10	9	11	47	17	273		2.2%		36.9%	
Marlin Spring	77	72	34	10	8	16	17	12	5	16	3	0	270		2.1%		39.0%	
Treasure Hill	70	97	17	17	14	14	7	5	11	9	4	0	265		2.1%		41.1%	
Aspen Ridge Homes	24	74	13	31	21	8	9	23	20	10	3	4	240		1.9%		43.0%	
Fernbrook Homes	47	63	32	32	15	23	6	5	0	3	0	2	228		1.8%		44.8%	
Stateview Homes	79							147	1	1			228		1.8%		46.6%	
Conservatory Group	15	21	18	34	16	11	25	29	22	20	10	3	224		1.8%		48.4%	
Medallion Developments	11	1	0	0	0	7	24	34	14	46	46	38	221		1.8%		50.2%	
Brookfield Residential	11	3	3	28	15	37	38	23	15	17	12	10	212		1.7%		51.9%	
Minto Developments and Metropia	0	0	112	0	0	0	0	0	91	1			204		1.6%		53.5%	
Madison Group	33	5	1	0	20	16	2	64	23	0	0	21	185		1.5%		54.9%	
Lindvest	2	73	17	28	3	10	0	19	25	0	0	0	177		1.4%		56.4%	
Lebovic Homes	31	48	19	26	16	10	4	5	5	0	0	0	164		1.3%		57.7%	
	1,874	1,690	1,081	1,274	1,147	720	629	1,114	1,128	784	577	579	12,597					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2022 January
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	13
			36'	33
			43'	4
		Total		50
Rosepark Towns - Arya Corporation	Vaughan	Townhouse	14'	9
			16'	15
			17'	10
			18'	5
		Total		39
Collection Towns - Fieldgate Homes and SmartCentres	Vaughan	Townhouse	18'	13
			20'	19
		Total		32
Osprey Mills - Ashley Oaks Homes Inc.	Caledon	Detached	70'	29
			Total	29
Tanglewood - Medallion Developments	Oshawa	Detached	30'	15
			36'	9
			40'	1
		Townhouse	22'	1
			Total	26
Valley Oak - Paradise Developments	Brampton	Detached	38'	13
			41'	12
			43'	1
		Total		26
Kleinburg Summit Way - Sunfield Homes	Vaughan	Detached	40'	24
			Total	24
MILA - Madison Group	Scarborough	Detached	30'	0
		Semi Detached	24'	2
		Townhouse	15'	19
		Total		21
Seaton South - Opus Homes	Pickering	Detached	30'	2
			36'	1
		Townhouse	20'	10
			23'	7
		Total		20
King East Estates - Plaza	Richmond Hill	Detached	40'	8
			50'	4
			52'	0
		Semi Detached	25'	6
			Townhouse	0
		Total		18

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	January-2021					January-2022				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	5			146	151	0			7	7
	Brock	1			0	1	0				0
	Clarington	20			79	99	4			8	12
	Oshawa	47			81	128	27	0		13	40
	Pickering	46		12	38	96	53		0	30	83
	Scugog	10	0		13	23	7			2	9
	Uxbridge	0		3	4	7	2			0	2
	Whitby	63		12	93	168	3	2	13	18	36
	Total	192	0	27	454	673	96	2	13	78	189
Halton	Burlington			7	85	92			0	0	0
	Halton Hills				22	22				0	0
	Milton	1		6	16	23	19			0	19
	Oakville	77			2	79	10			21	31
	Total	78		13	125	216	29		0	21	50
Peel	Brampton	60		9	31	100	32		0	28	60
	Caledon	24			7	31	31			2	33
	Mississauga	6		0	5	11	0		1	9	10
	Total	90		9	43	142	63		1	39	103
Toronto	East York										
	Etobicoke				3	3					
	North York	2		0	7	9	0		2	5	7
	Old Toronto			5	0	5			0	1	1
	Scarborough	2		2	7	11	1		2	19	22
	York									0	0
	Total	4		7	17	28	1		4	25	30
York	Aurora	38			0	38	11			0	11
	East Gwillimbury	132		6	5	143	10		5	7	22
	Georgina	12			1	13	0				0
	King	8			2	10	0				0
	Markham	76	3	6	29	114	1			0	1
	Newmarket	11	11	6	8	36		0			0
	Richmond Hill	41	0	5	129	175	27	0	11	27	65
	Vaughan	37	2	4	55	98	28			71	99
	Whitchurch-Stouffville	42			5	47	7			2	9
	Total	397	16	27	234	674	84	0	16	107	207
Grand Total		761	16	83	873	1,733	273	2	34	270	579

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	50			472	522	5	0		0	3	8	
	Brock	63			9	72	3				0	3	
	Clarington	127			161	288	2	0		0	5	7	
	Oshawa	482	44		466	992	4	0		0	1	5	
	Pickering	331		72	393	796	1	0	0	0	5	6	
	Scugog	153	35		50	238	0	0		0	0	0	
	Uxbridge	5		10	126	141	19	0		0	0	19	
	Whitby	219	18	120	431	788	0	2		0	61	63	
	Total	1,430	97	202	2,108	3,837	34	2	0	0	75	111	
Halton	Burlington			3	32	35	0	0		0	0	0	
	Halton Hills	23			19	42	0	0		0	5	5	
	Milton	415		42	215	672	19	0		0	0	19	
	Oakville	260			344	604	32			0	1	33	
	Total	698		45	610	1,353	51	0		0	6	57	
Peel	Brampton	863		36	320	1,219	4	0		0	16	20	
	Caledon	542		56	280	878	18	0		0	0	18	
	Mississauga	19		10	303	332	2	0		0	1	3	
	Total	1,424		102	903	2,429	24	0		0	17	41	
Toronto	East York						0			0	0	0	
	Etobicoke				5	5	0			0	0	0	
	North York	8		3	176	187	19	0		2	49	70	
	Old Toronto			8	15	23	0	0		0	0	0	
	Scarborough	16		21	94	131	3	0		0	1	4	
	York				7	7	0			0	7	7	
	Total	24		32	297	353	22	0		2	57	81	
York	Aurora	119			36	155	6	0	0	0	0	6	
	East Gwillimbury	497		79	70	646	5			0	0	5	
	Georgina	254			10	264	0	0		0	0	0	
	King	8				8	0	0		0	0	0	
	Markham	417	3		732	1,152	22	0		0	0	22	
	Newmarket	8	5	2	6	21	0	0		0	0	0	
	Richmond Hill	405	0	30	682	1,117	65	0		2	56	123	
	Vaughan	375	3	12	348	738	30	0		0	72	102	
	Whitchurch-Stouffville	375			149	524	0			0	2	2	
	Total	2,458	11	123	2,033	4,625	128	0	0	2	130	260	
Grand Total		6,034	108	504	5,951	12,597	259	2	0	4	285	550	

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