



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of February 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Feb-22	Feb-21	Change
High Rise	3,048	1,711	78.1%
Low Rise	582	1,874	-68.9%
Total	3,630	3,585	1.3%

Year to Date Sales	Jan.-Feb. 2022	Jan.-Feb. 2021	Y/Y Change
High Rise	5,369	2,393	124.4%
Low Rise	1,191	3,607	-67.0%
Total	6,560	6,000	9.3%

Year to Date Supply	Jan.-Feb. 2022	Jan.-Feb. 2021	Y/Y Change
High Rise	5,507	1,033	433.1%
Low Rise	985	3,049	-67.7%
Total	6,492	4,082	59.0%

Year to Date Completions	Jan.-Feb. 2022	Jan.-Feb. 2021	Y/Y Change
High Rise	1,794	3,672	-51.1%

Remaining Inventory	Feb-22	Jan-22	Feb-21	M/M Change	Y/Y Change
High Rise	8,619	8,317	10,357	3.6%	-16.8%
Low Rise	546	546	1,822	0.0%	-70.0%
Total	9,165	8,863	12,179	3.4%	-24.7%

Benchmark Price	Feb-22	Jan-22	Feb-21	M/M Change	Y/Y Change
High Rise	\$1,177,739	\$1,150,685	\$1,042,064	2.4%	13.0%
Low Rise	\$1,858,713	\$1,771,162	\$1,373,473	4.9%	35.3%

Projects	New Openings	All Active	Under Const.	Pre-Const.
High Rise Projects	9	328	319	151
High Rise Units	3,173	87,845	85,877	35,941
% Sold*	62%	90%	95%	88%
Low Rise Projects	10	153		
Low Rise Units	209	13,926		
% Sold*	56%	96%		

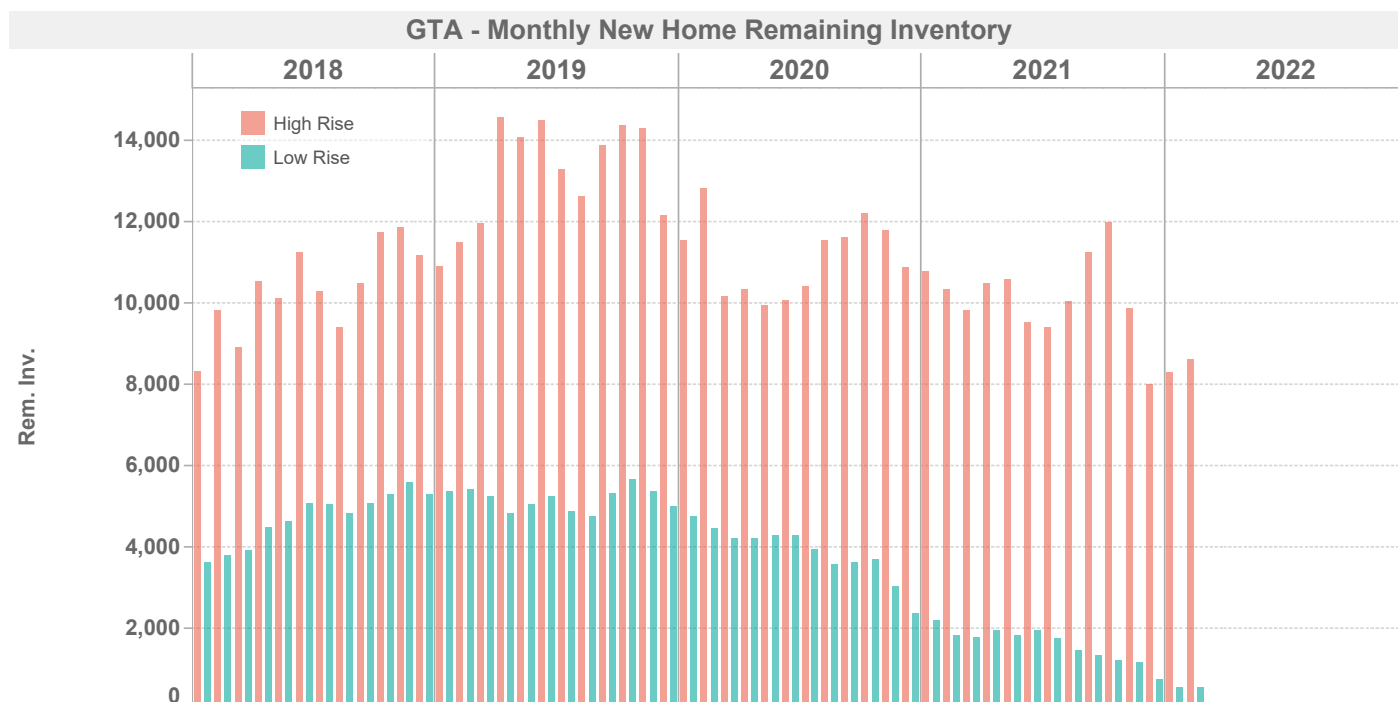
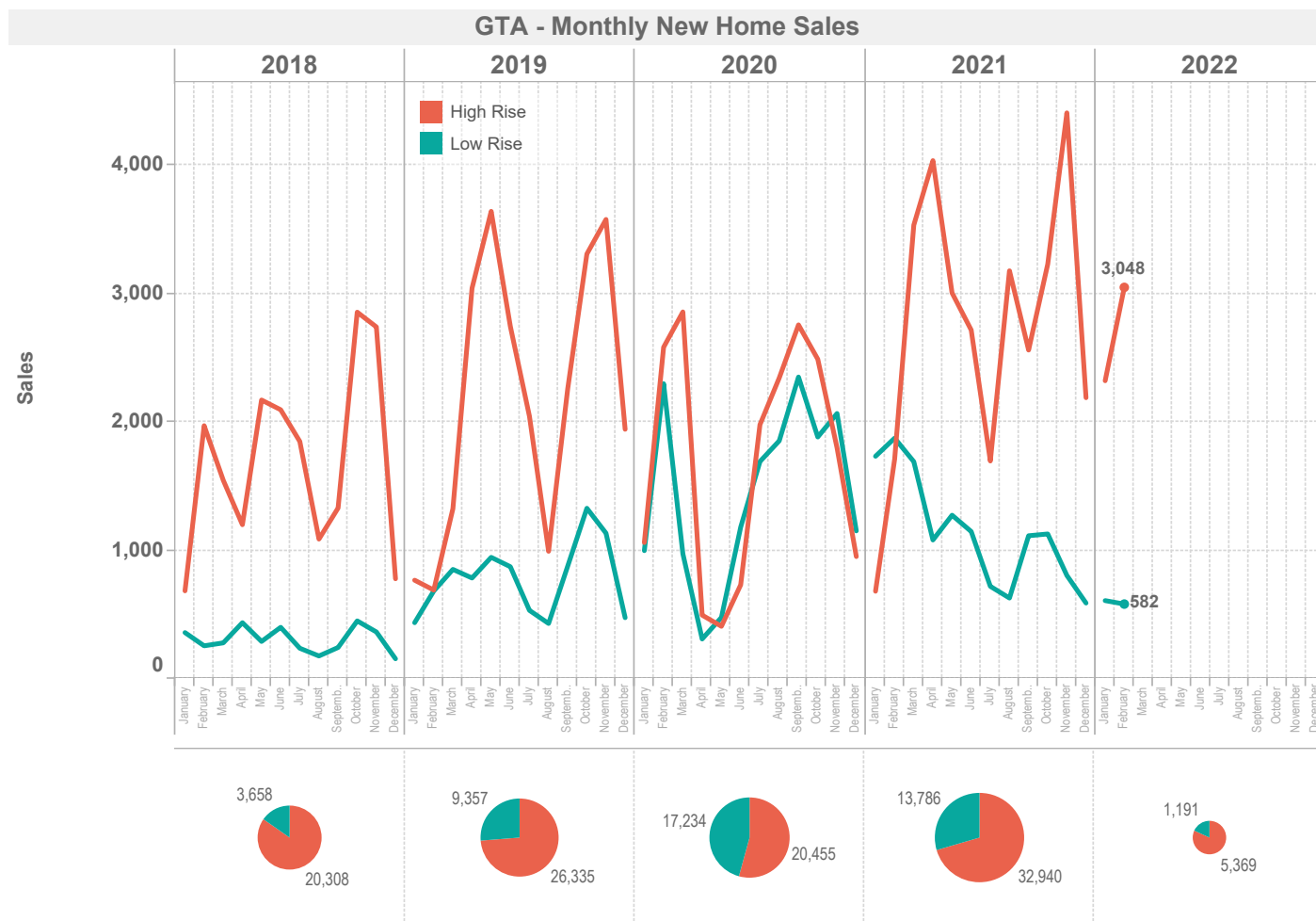
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

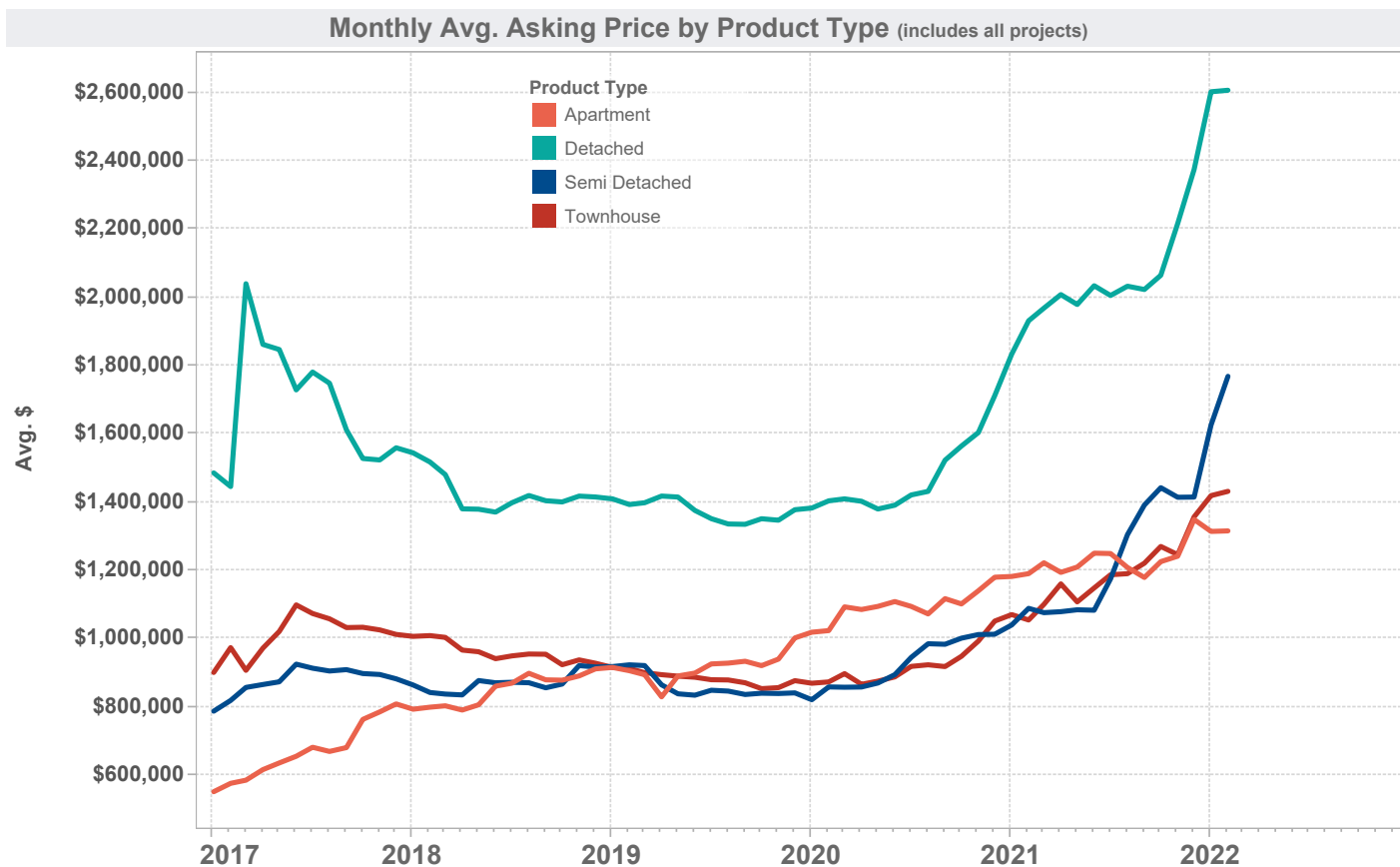
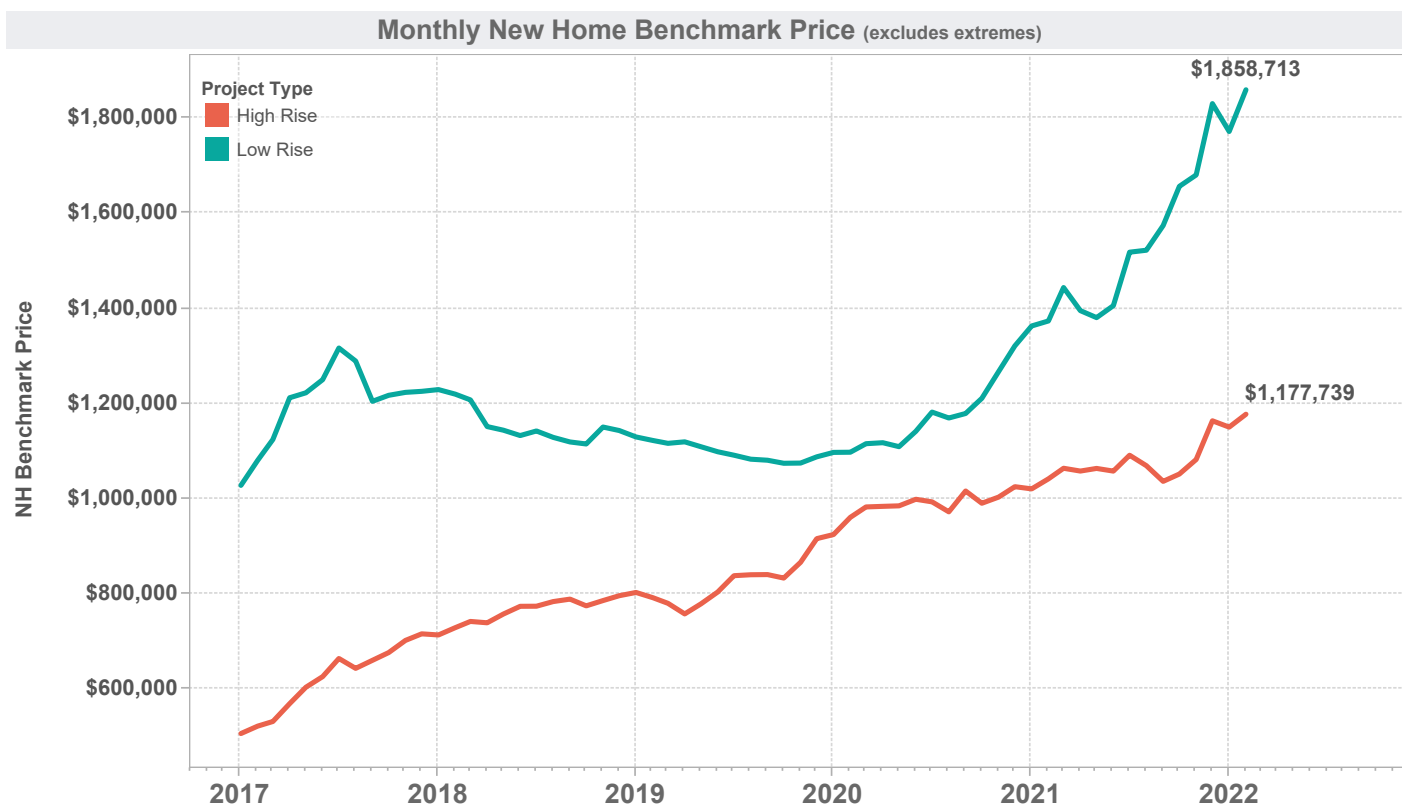
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

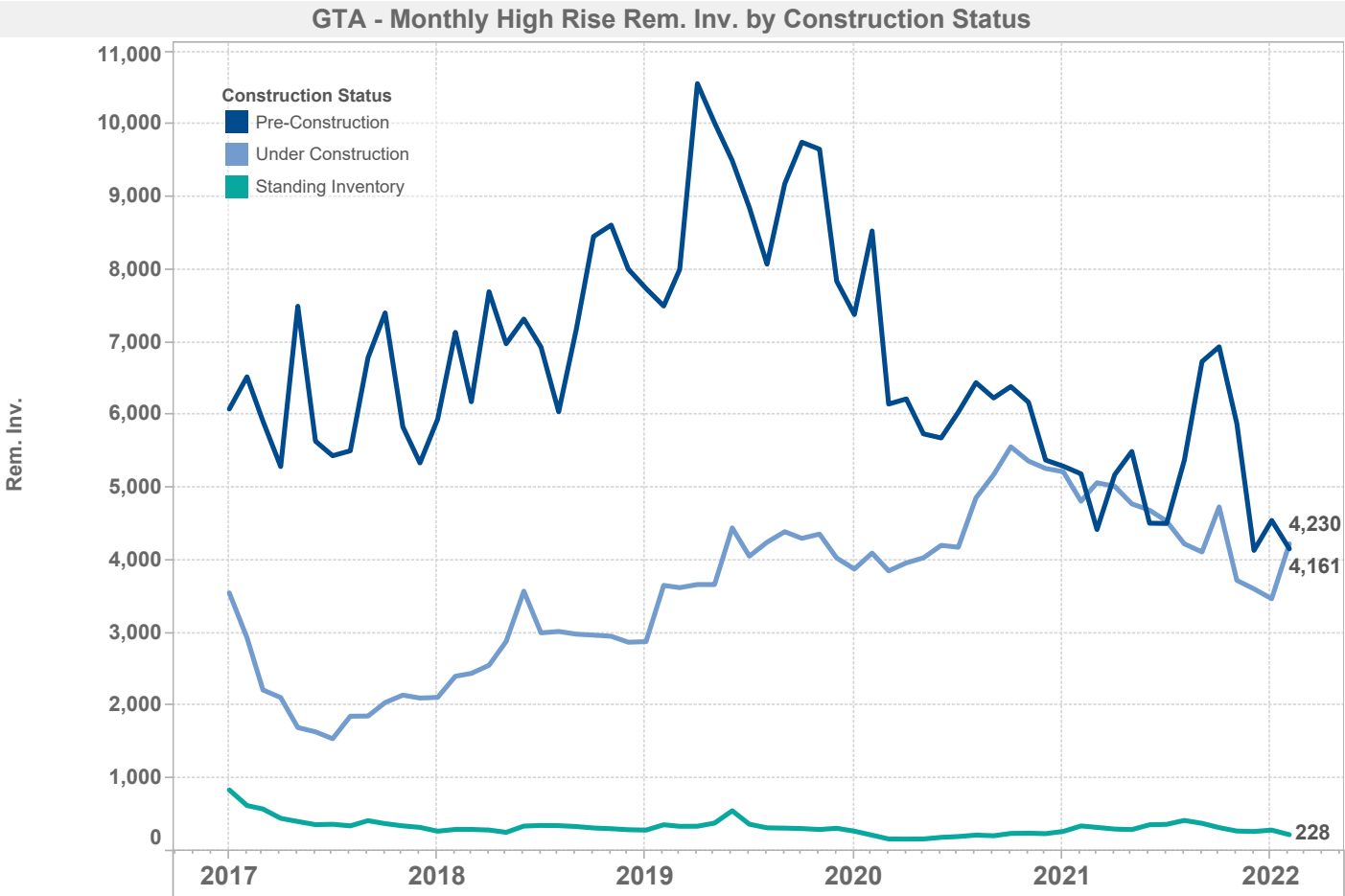
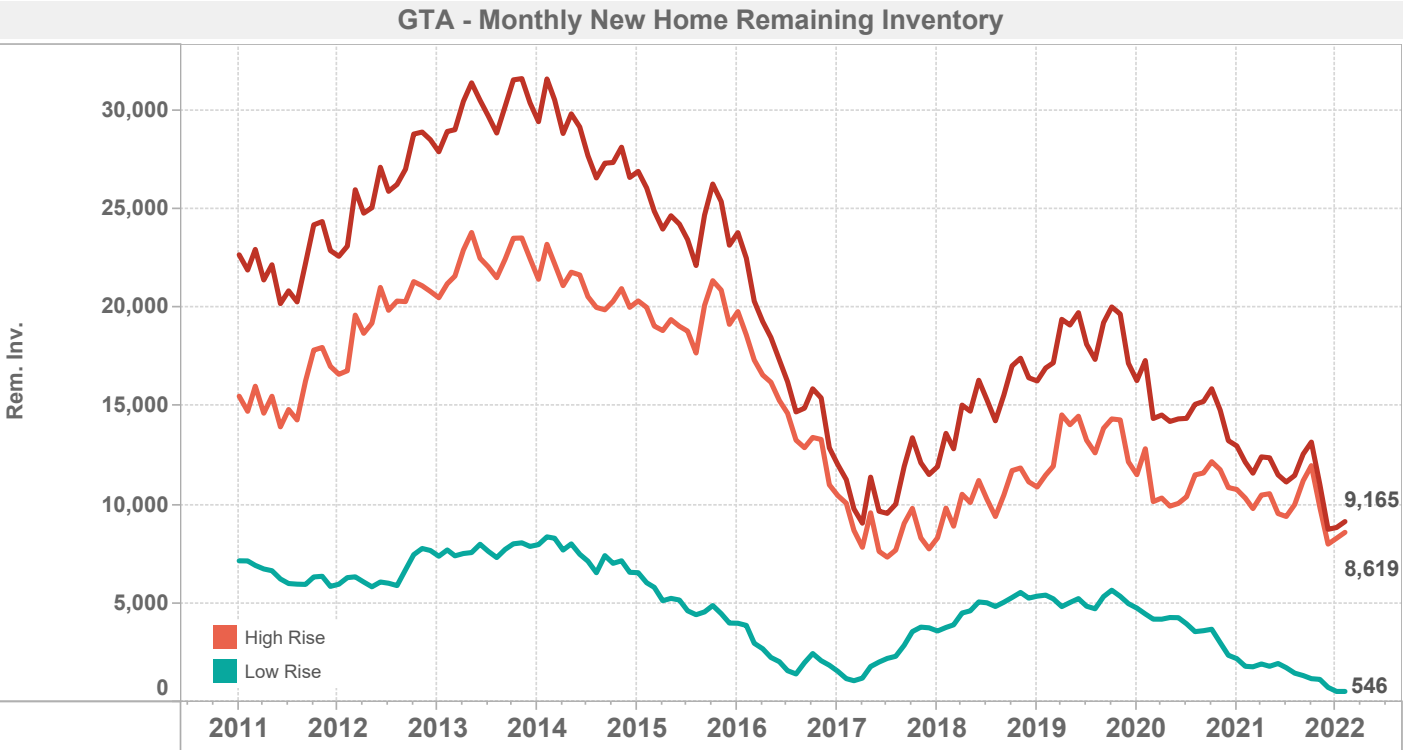
Sales & Remaining Inventory



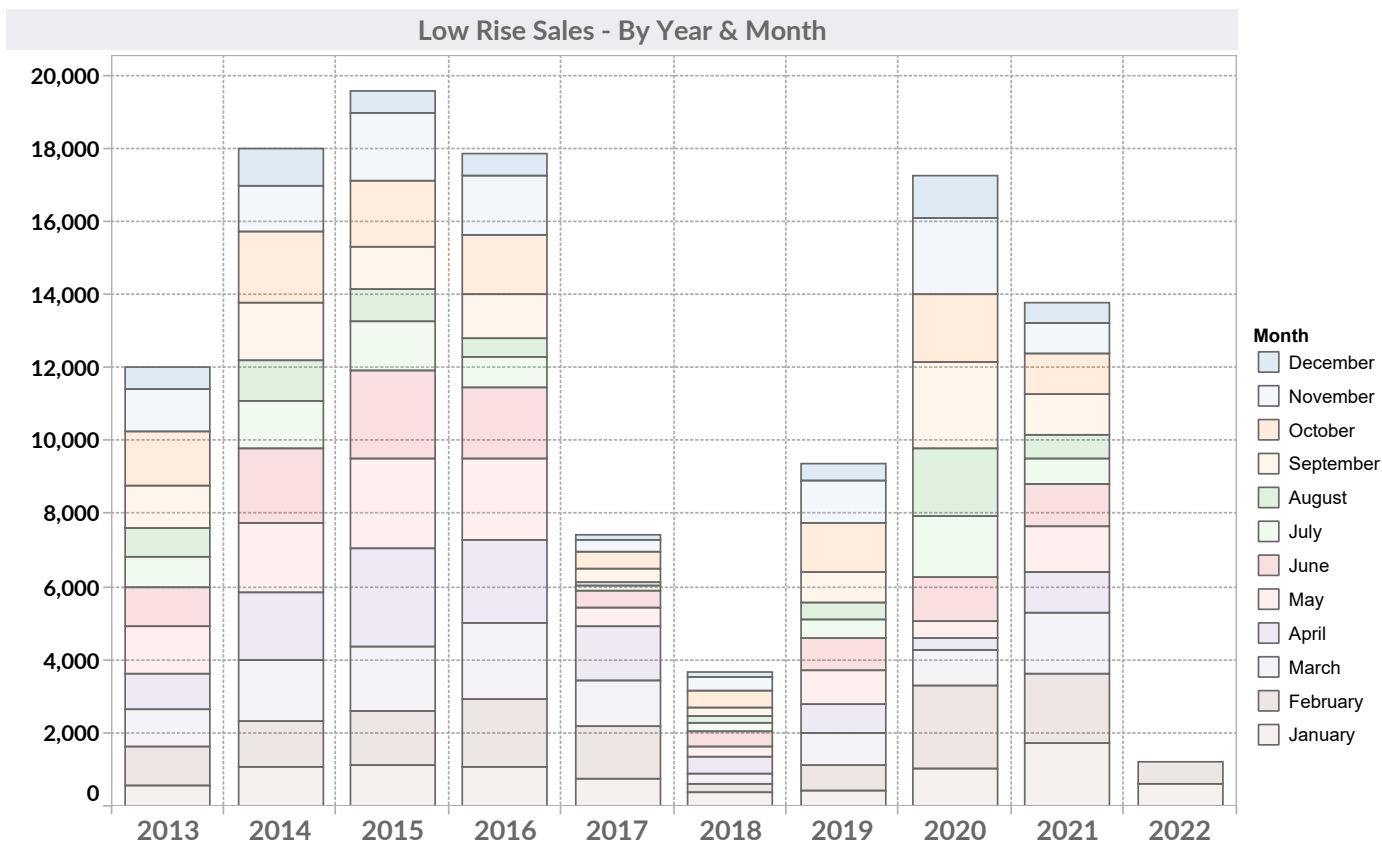
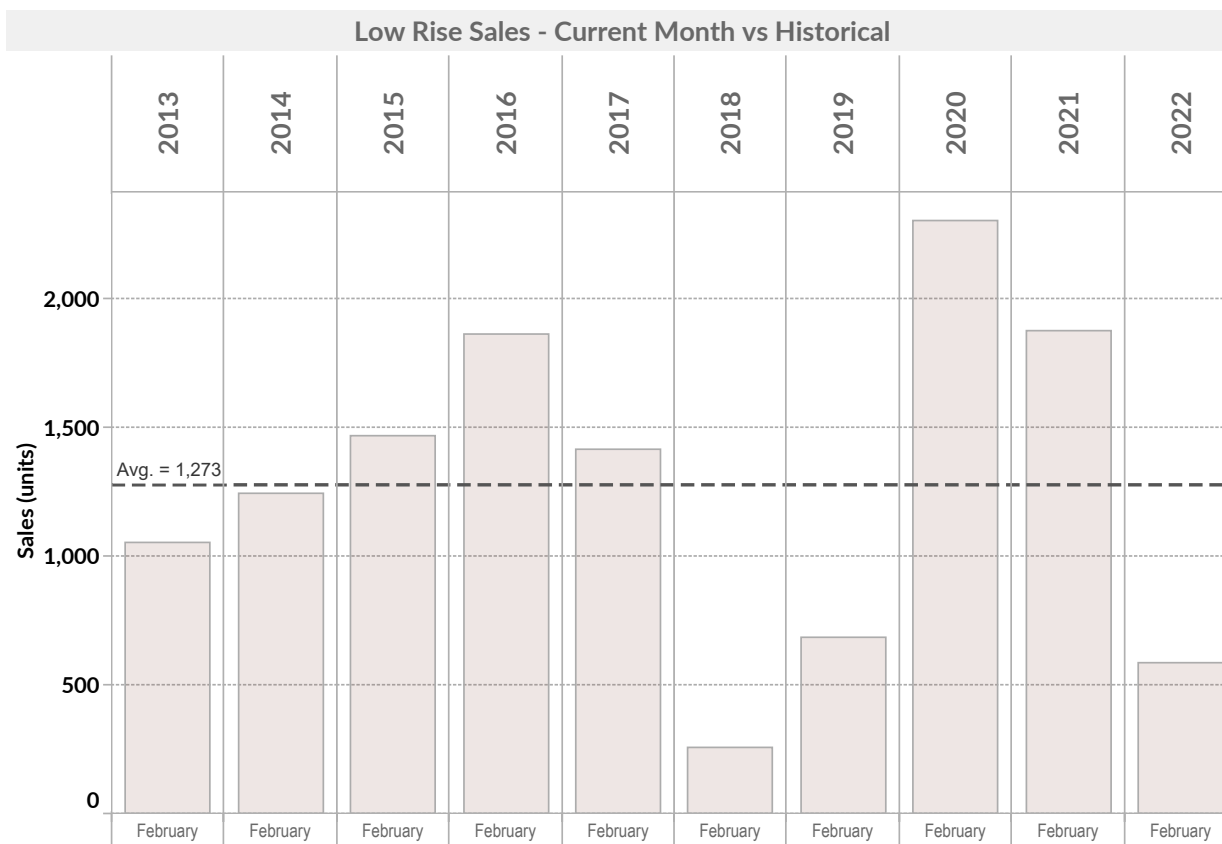
Pricing



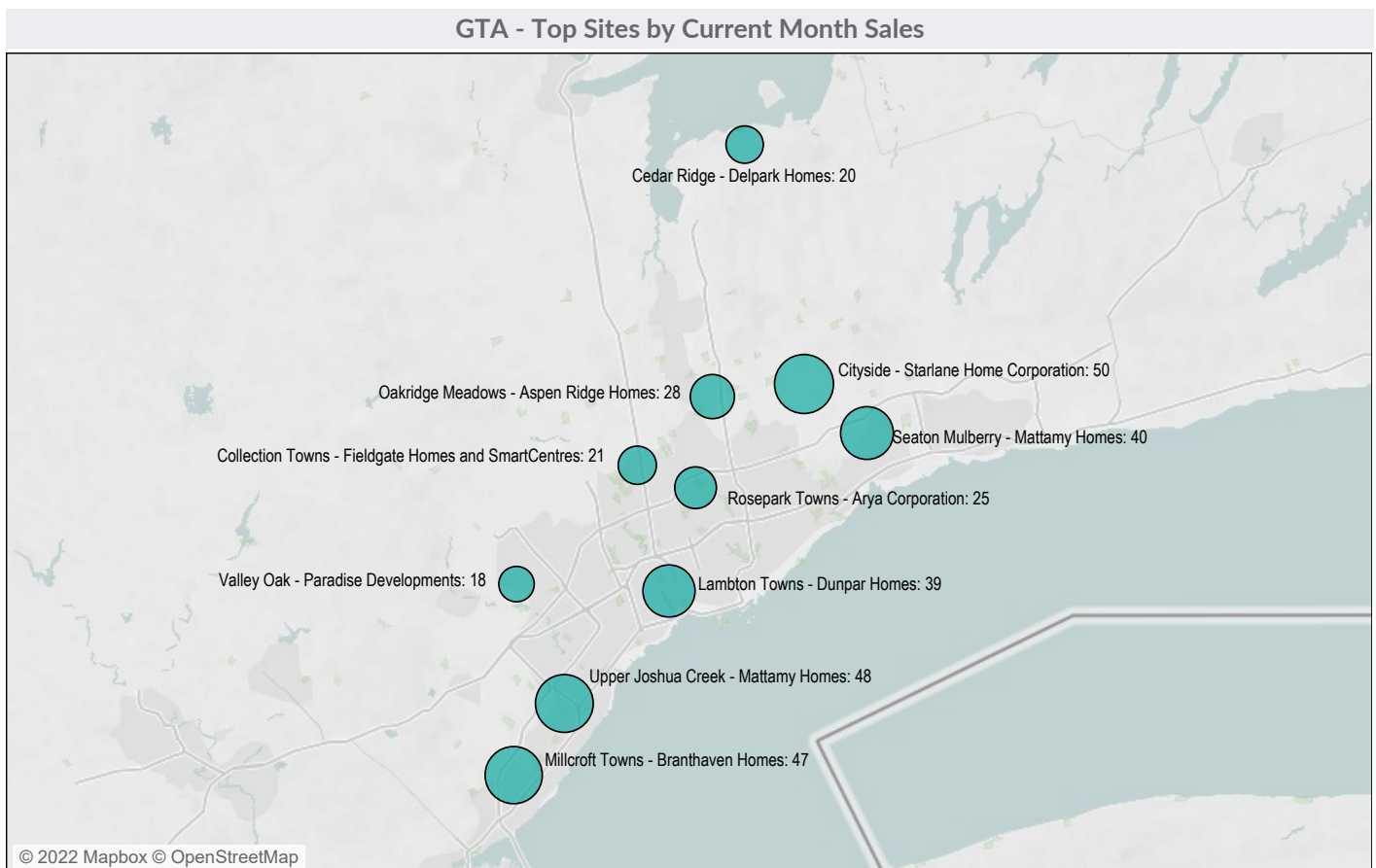
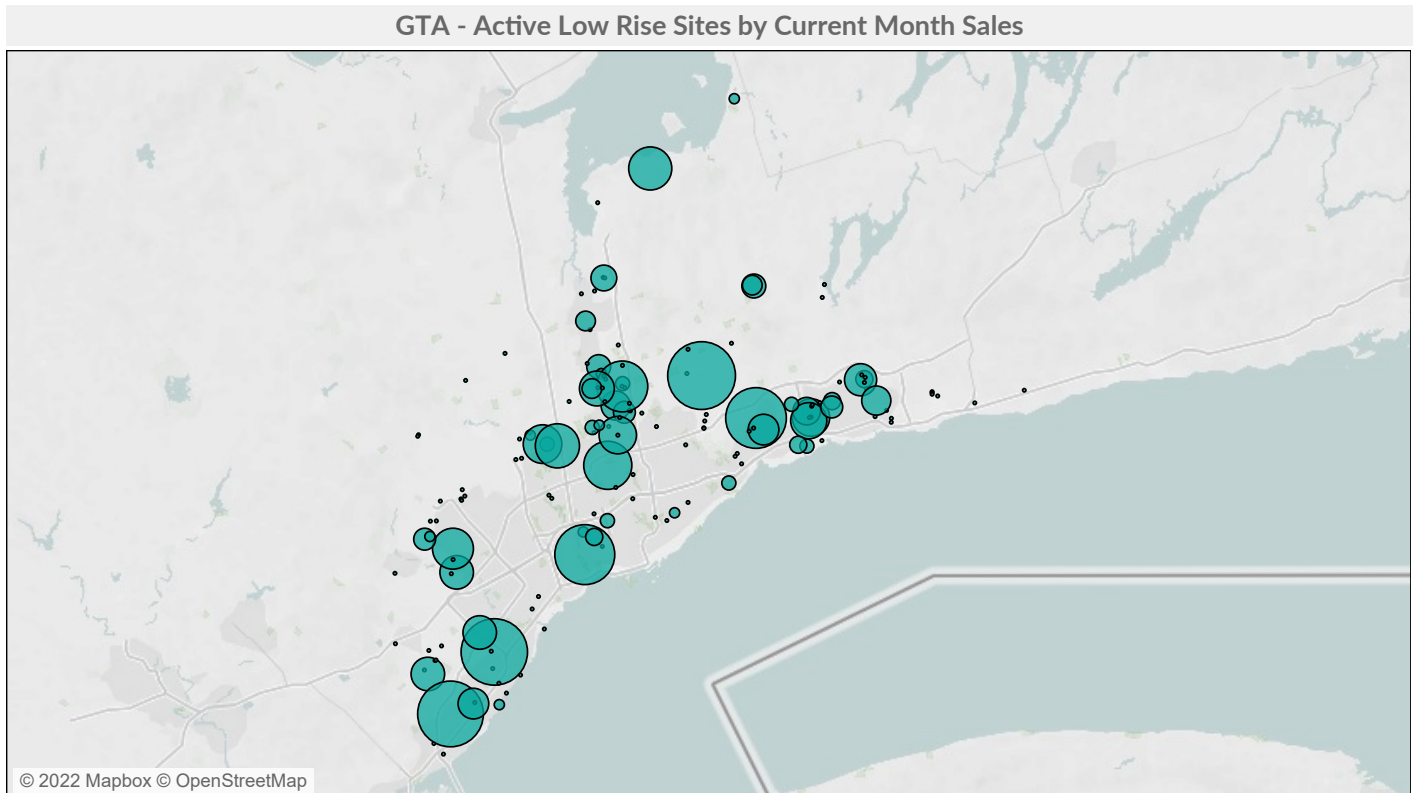
Remaining Inventory



Historical Sales Comparison



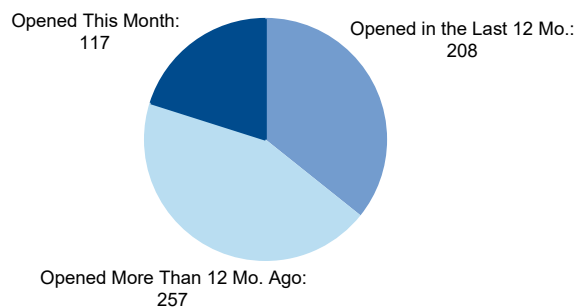
Current Sites



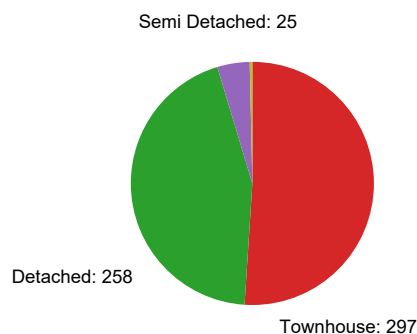
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

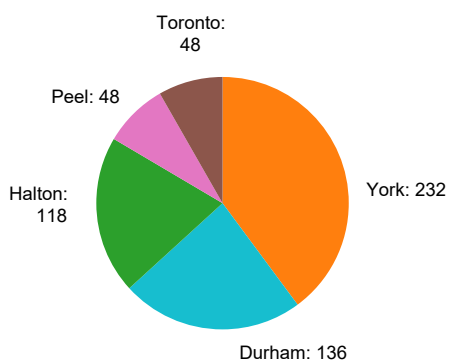
Sales by Opening Date



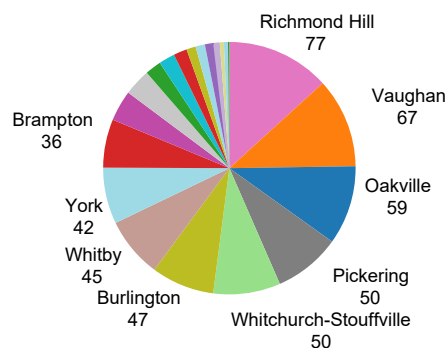
Sales by Product Type



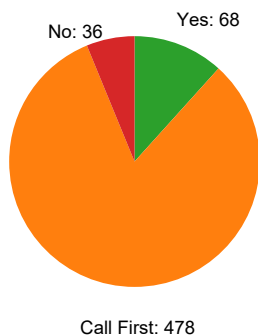
Sales by Region



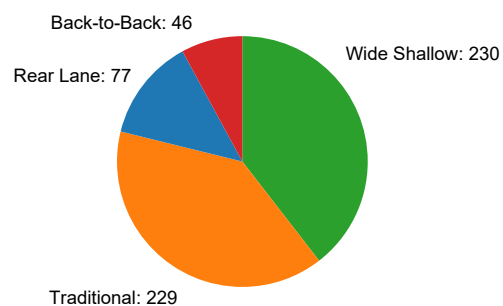
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



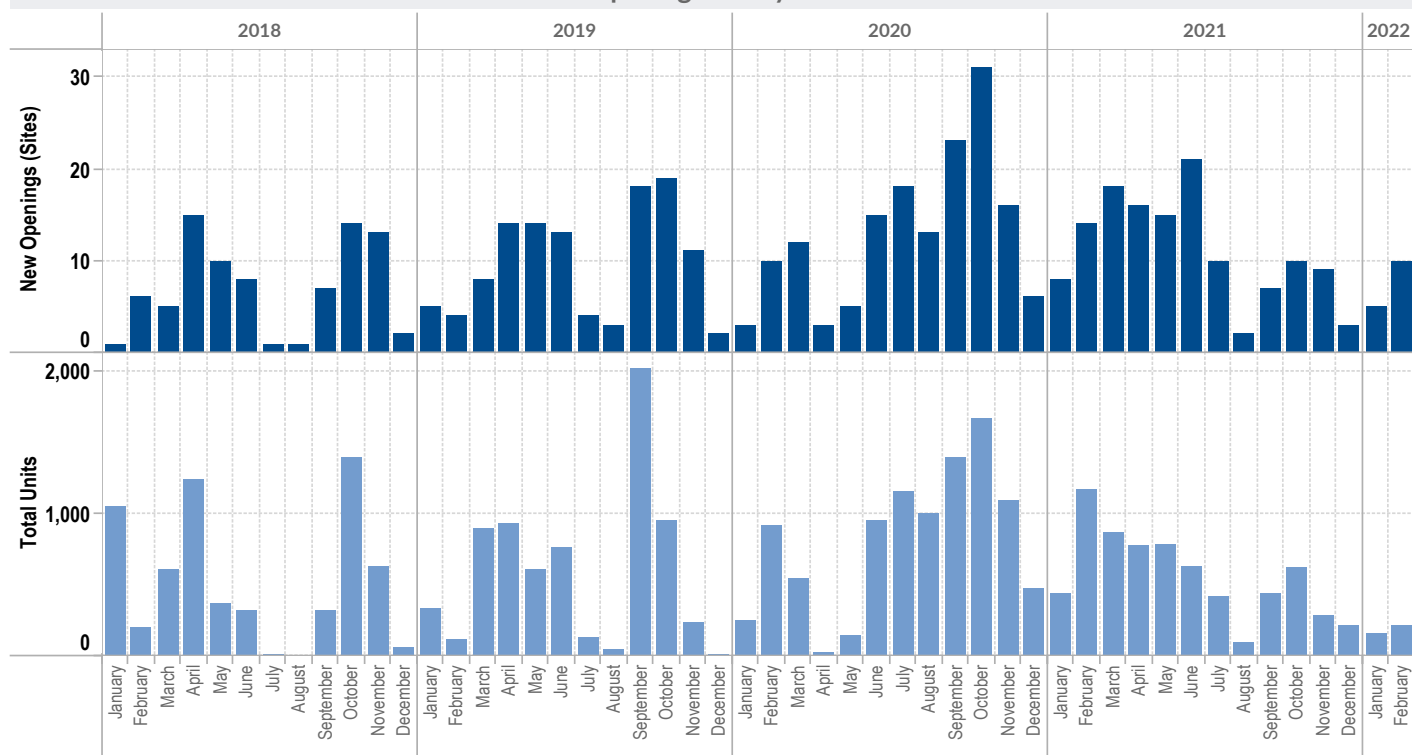
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Upper Joshua Creek - Mattamy Homes	Freehold	Oakville	2022-02-05	15	15	0	
Lambton Towns - Dunpar Homes	Freehold Common Element	York	2022-02-09	50	39	11	\$918
Millcroft Towns - Branthaven Homes	Condominium	Burlington	2022-02-12	67	47	20	
Oakridge Meadows - Aspen Ridge Homes	Freehold	Richmond Hill	2022-02-12	4	3	1	\$726
Park District Towns - ICON Homes	Freehold	Pickering	2022-02-12	6	6	0	
Wyldwood Trail - Oxford Developments	Freehold Common Element	Uxbridge	2022-02-15	17	6	11	\$753
Townmanors of Brownsville - Sunny Communities	Freehold Common Element	King	2022-02-19	0	0	0	
Cityside - Starlane Home Corporation	Freehold	Whitchurch-Stouf..	2022-02-26	2	1	1	\$664
Springwater - Mattamy Homes	Condominium	Markham	2022-02-26	26	0	26	\$696
Trafalgar Meadows - Essence Homes	Freehold Common Element	Halton Hills	2022-02-26	22	0	22	\$558
Grand Total				209	117	92	\$687

* 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	72	100											172	14.4%		14.4%	
Paradise Developments	42	38											80	6.7%		21.2%	
Great Gulf	39	32											71	6.0%		27.1%	
Arya Corporation	39	25											64	5.4%		32.5%	
Fieldgate Homes and SmartCentres	32	21											53	4.5%		36.9%	
Starlane Home Corporation		50											50	4.2%		41.1%	
Dunpar Homes	9	39											48	4.0%		45.2%	
Branthaven Homes		47											47	3.9%		49.1%	
Medallion Developments	38	8											46	3.9%		53.0%	
Primont Homes	31	9											40	3.4%		56.3%	
Aspen Ridge Homes	4	35											39	3.3%		59.6%	
Conservatory Group	7	29											36	3.0%		62.6%	
CountryWide Homes	15	16											31	2.6%		65.2%	
Plaza	18	13											31	2.6%		67.8%	
Ashley Oaks Homes Inc.	29	0											29	2.4%		70.3%	
Vogue Development Group	15	14											29	2.4%		72.7%	
Sorbara	16	11											27	2.3%		75.0%	
Sunfield Homes	24	1											25	2.1%		77.1%	
ICON Homes	13	10											23	1.9%		79.0%	
Madison Group	21	0											21	1.8%		80.8%	
Delpark Homes	0	20											20	1.7%		82.5%	
Opus Homes	20	0											20	1.7%		84.1%	
	609	582											1,191				

Top Builders - Last 12 Months

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

	2021											2022		Total				Market Share		Cum. Mkt. Share	
Builder	March	April	May	June	July	August	September	October	November	December	January	February	%		%	%	%	%			
Mattamy Homes	195	193	144	123	33	36	118	140	127	21	72	100	1,302		11.5%		11.5%				
Paradise Developments	32	10	75	8	3	5	101	219	9	3	42	38	545		4.8%		16.2%				
Sorbara	51	16	23	50	49	25	21	58	64	8	16	11	392		3.4%		19.7%				
Fieldgate Homes	10	5	34	146	89	53	18	14	2	4	6	3	384		3.4%		23.1%				
Great Gulf	36	31	28	40	27	13	11	35	48	29	39	32	369		3.2%		26.3%				
Primont Homes	44	9	16	5	56	12	5	60	48	51	31	9	346		3.0%		29.4%				
Remington Homes	67	70	13	21	38	19	52	9	0	0	0	0	289		2.5%		31.9%				
Aspen Ridge Homes	74	13	31	21	8	9	23	20	10	3	4	35	251		2.2%		34.1%				
Conservatory Group	21	18	34	16	11	25	29	22	20	15	7	29	247		2.2%		36.3%				
Regal Crest Homes	48	14	8	51	16	16	10	9	11	47	17	0	247		2.2%		38.5%				
CountryWide Homes	40	10	5	30	3	12	31	17	43	22	15	16	244		2.1%		40.6%				
Medallion Developments	1			0	7	24	34	14	46	46	38	8	218		1.9%		42.5%				
Brookfield Residential	3	3	28	15	37	38	23	15	17	12	10	6	207		1.8%		44.3%				
Minto Developments and Metropia	0	112	0	0	0	0	0	91	1				204		1.8%		46.1%				
Treasure Hill	97	17	17	14	14	7	5	11	9	4	0	0	195		1.7%		47.8%				
Marlin Spring	72	34	10	8	16	17	12	5	16	3	0	0	193		1.7%		49.5%				
Linvest	73	17	28	3	10	0	19	25	0	0	0	16	191		1.7%		51.2%				
Fernbrook Homes	63	32	32	15	23	6	5	0	3	0	2	3	184		1.6%		52.8%				
Dunpar Homes	2	4	22	19	26	26	14	4	2	3	9	39	170		1.5%		54.3%				
Royal Pine Homes	27	13	5	7	4	5	66	3	3	8	12	0	153		1.3%		55.7%				
Madison Group	5	1	0	20	16	2	64	23	0	0	21	0	152		1.3%		57.0%				
Delpark Homes	0	0	0	0	0	0	0	113	16	2	0	20	151		1.3%		58.3%				
	1,691	1,081	1,274	1,147	720	629	1,114	1,128	805	590	609	582	11,370								

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2022 February
Cityside - Starlane Home Corporation	Whitchurch-Stouffville	Detached	30'	1
			36'	25
			40'	24
			Total	50
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	66'	3
			20'	33
		Townhouse	23'	12
			Total	48
Millcroft Towns - Branthaven Homes	Burlington	Townhouse	18'	14
			20'	33
			Total	47
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	14
			36'	20
			43'	6
			Total	40
Lambton Towns - Dunpar Homes	York	Townhouse	15'	39
			Total	39
Oakridge Meadows - Aspen Ridge Homes	Richmond Hill	Detached	38'	19
			41'	1
			45'	5
			50'	3
			Total	28
Rosepark Towns - Arya Corporation	Vaughan	Townhouse	14'	5
			16'	13
			18'	7
			Total	25
Collection Towns - Fieldgate Homes and SmartCentres	Vaughan	Townhouse	18'	9
			20'	12
			Total	21
Cedar Ridge - Delpark Homes	Georgina	Detached	30'	7
			40'	13
			Total	20
Valley Oak - Paradise Developments	Brampton	Detached	38'	12
			41'	6
			43'	0
			Total	18
Klein Estates - Lindvest	Vaughan	Detached	42'	7
			50'	9
			Total	16
Observatory Hill - Conservatory Group	Richmond Hill	Detached	36'	7
			45'	5
			50'	3
			Total	15

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	February-2021					February-2022				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	12			44	56	4			3	7
	Brock	1			0	1	1				1
	Clarington	31			25	56	0			0	0
	Oshawa	26			35	61	6	0		17	23
	Pickering	76		15	51	142	40		0	10	50
	Scugog	20	3		12	35	0				0
	Uxbridge	0		10	2	12	0			10	10
	Whitby	65		10	73	148	7	2	12	24	45
	Total	231	3	35	242	511	58	2	12	64	136
Halton	Burlington			1	12	13			0	47	47
	Halton Hills				10	10				0	0
	Milton	27			9	36	12			0	12
	Oakville	59			2	61	14			45	59
	Total	86		1	33	120	26		0	92	118
Peel	Brampton	49		6	32	87	18		0	18	36
	Caledon	161		44	81	286	0			0	0
	Mississauga	14		2	15	31	0			12	12
	Total	224		52	128	404	18		0	30	48
Toronto	East York										
	Etobicoke				5	5					
	North York	3		0	53	56	0		1	2	3
	Old Toronto			0	1	1			0		0
	Scarborough	3		10		13	3			0	3
	York									42	42
	Total	6		10	59	75	3		1	44	48
York	Aurora	34			2	36	7			0	7
	East Gwillimbury	76		23	6	105	7				7
	Georgina	1			7	8	20				20
	King	4				4	0			0	0
	Markham	47	2		148	197	0			0	0
	Newmarket	5	0	1	4	10		0		4	4
	Richmond Hill	79	0	5	151	235	48	0	12	17	77
	Vaughan	64	3	0	77	144	21			46	67
	Whitchurch-Stouffville	18			7	25	50			0	50
	Total	328	5	29	402	764	153	0	12	67	232
Grand Total		875	8	127	864	1,874	258	2	25	297	582

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	42			431	473	4	0		0	0	4	
	Brock	63			9	72	2				0	2	
	Clarington	96			136	232	2	0		0	5	7	
	Oshawa	462	44		448	954	2	0		0	2	4	
	Pickering	295		57	352	704	1	0	0	0	1	2	
	Scugog	133	32		38	203	0	0		0	0	0	
	Uxbridge	5			134	139	19	0		0	11	30	
	Whitby	161	20	122	385	688	0	0		0	52	52	
	Total	1,257	96	179	1,933	3,465	30	0	0	0	71	101	
Halton	Burlington			2	67	69	0	0		0	20	20	
	Halton Hills	23			14	37	0	0		0	22	22	
	Milton	407		42	206	655	14	0		0	0	14	
	Oakville	215			394	609	31			0	13	44	
	Total	645		44	681	1,370	45	0		0	55	100	
Peel	Brampton	831		30	306	1,167	6	0		0	9	15	
	Caledon	381		12	199	592	19	0		0	0	19	
	Mississauga	5		8	322	335	0	0		0	2	2	
	Total	1,217		50	827	2,094	25	0		0	11	36	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	5		4	126	135	19	0		1	46	66	
	Old Toronto			8	14	22	0	0		0	0	0	
	Scarborough	16		11	94	121	1	0		0	1	2	
	York				49	49	0			0	15	15	
	Total	21		23	283	327	20	0		1	62	83	
York	Aurora	92			34	126	4	0	0	0	0	4	
	East Gwillimbury	428		56	64	548	0			0	0	0	
	Georgina	273			3	276	0	0		0	0	0	
	King	4			0	4	0	0		0	0	0	
	Markham	373	1		584	958	23	0		0	26	49	
	Newmarket	3	5	1	6	15	0	0		0	4	4	
	Richmond Hill	377	0	34	554	965	45	0		7	33	85	
	Vaughan	332		12	329	673	55	0		0	18	73	
	Whitchurch-Stouffville	407			142	549	9			0	2	11	
	Total	2,289	6	103	1,716	4,114	136	0	0	7	83	226	
Grand Total	5,429	102	399	5,440	11,370	256	0	0	8	282	546		

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