



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of March 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Mar-22	Mar-21	Change
High Rise	3,277	3,530	-7.2%
Low Rise	838	1,691	-50.4%
Total	4,115	5,221	-21.2%

Year to Date Sales	Jan.-Mar. 2022	Jan.-Mar. 2021	Y/Y Change
High Rise	8,885	5,916	50.2%
Low Rise	2,089	5,298	-60.6%
Total	10,974	11,214	-2.1%

Year to Date Supply	Jan.-Mar. 2022	Jan.-Mar. 2021	Y/Y Change
High Rise	7,584	3,513	115.9%
Low Rise	1,105	3,049	-63.8%
Total	8,689	6,562	32.4%

Year to Date Completions	Jan.-Mar. 2022	Jan.-Mar. 2021	Y/Y Change
High Rise	2,309	4,480	-48.5%

Remaining Inventory	Mar-22	Feb-22	Mar-21	M/M Change	Y/Y Change
High Rise	7,220	8,965	9,841	-19.5%	-26.6%
Low Rise	830	607	1,794	36.7%	-53.7%
Total	8,050	9,572	11,635	-15.9%	-30.8%

Benchmark Price	Mar-22	Feb-22	Mar-21	M/M Change	Y/Y Change
High Rise	\$1,252,515	\$1,177,739	\$1,064,317	6.3%	17.7%
Low Rise	\$1,838,396	\$1,858,713	\$1,443,638	-1.1%	27.3%

Projects	New Openings	All Active	Under Const.	Pre-Const.
High Rise Projects	9	322	328	149
High Rise Units	1,280	86,113	91,275	35,970
% Sold*	53%	92%	94%	86%
Low Rise Projects	8	156		
Low Rise Units	269	15,650		
% Sold*	93%	95%		

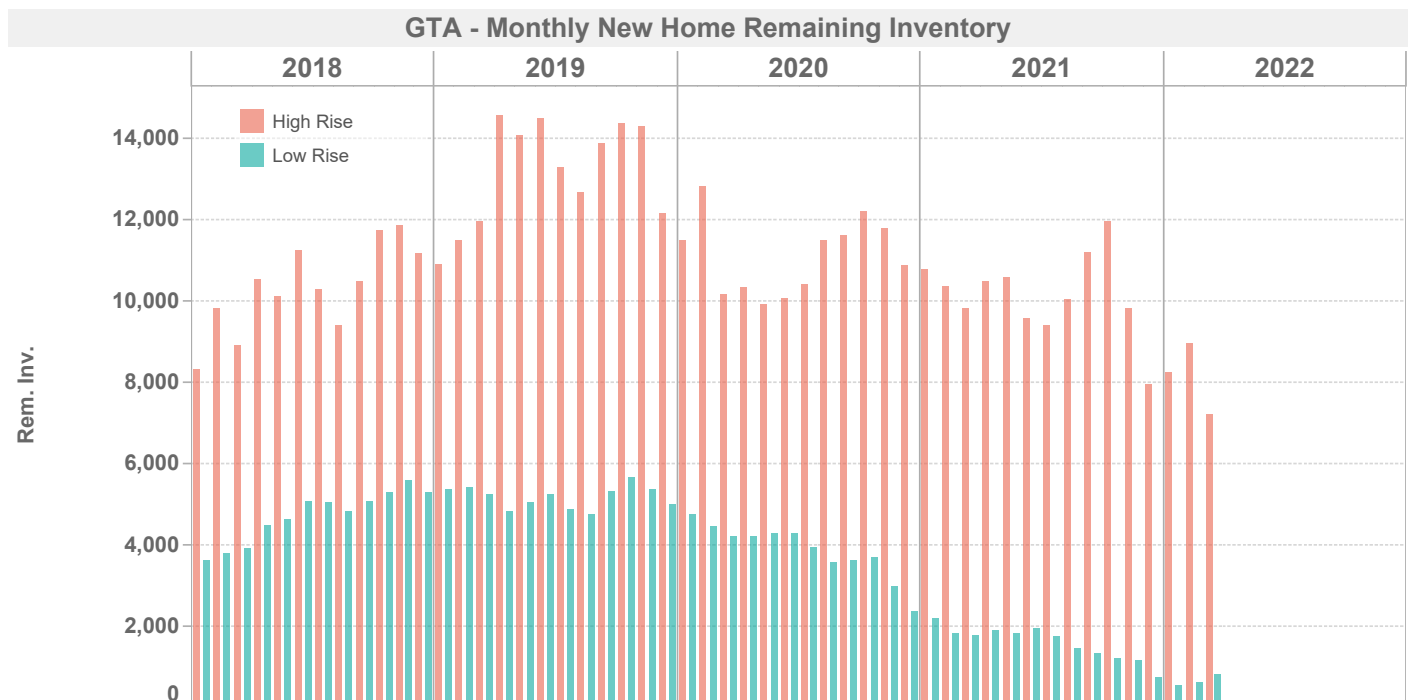
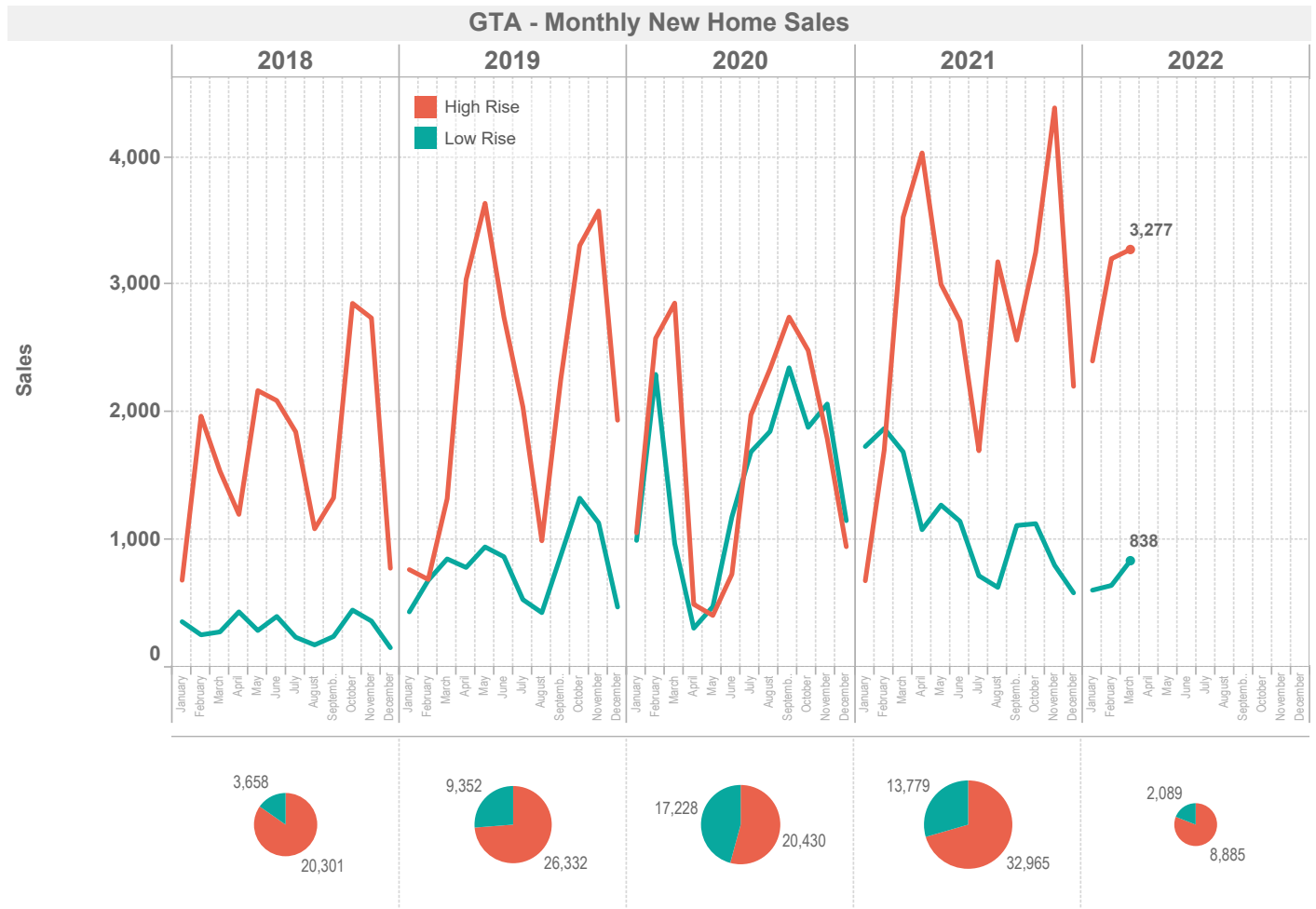
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

All Active includes all projects actively marketing 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.

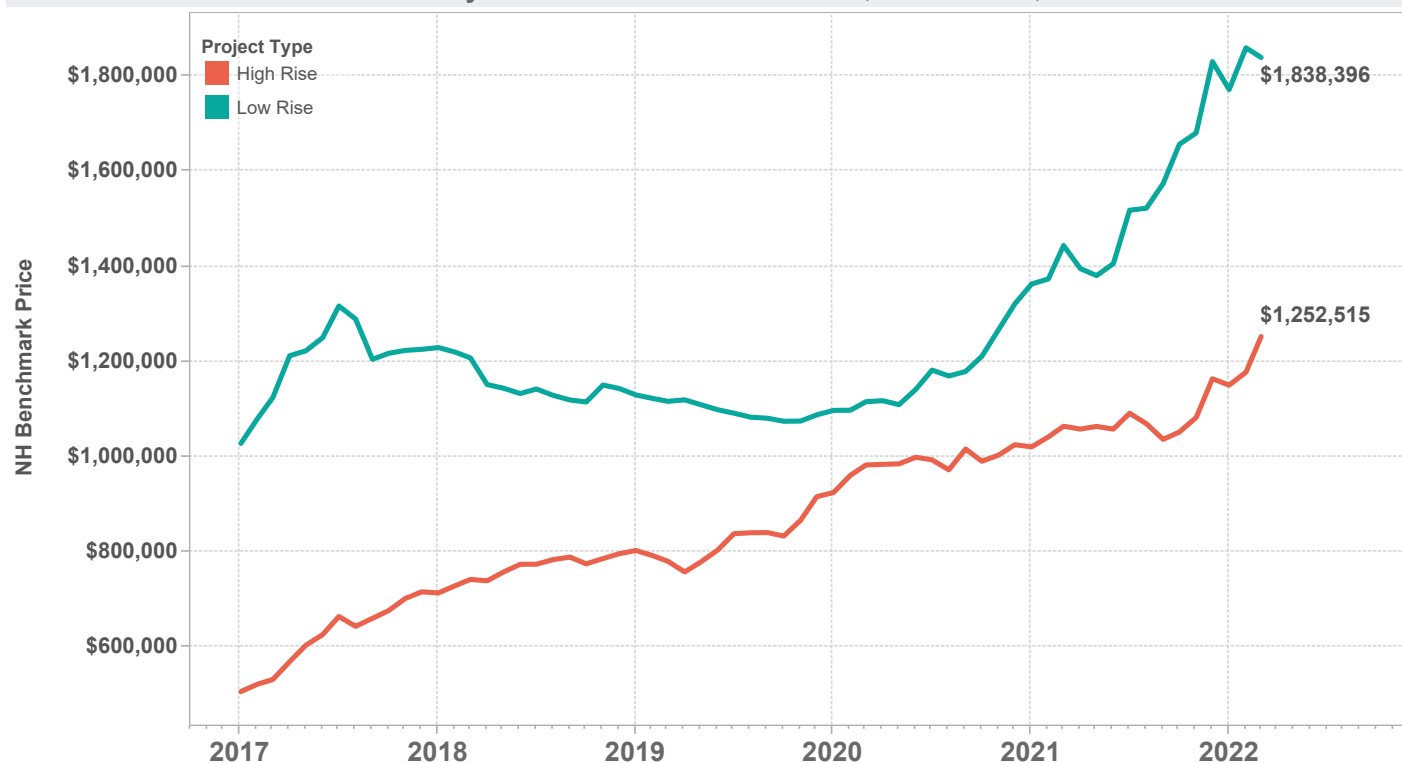
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

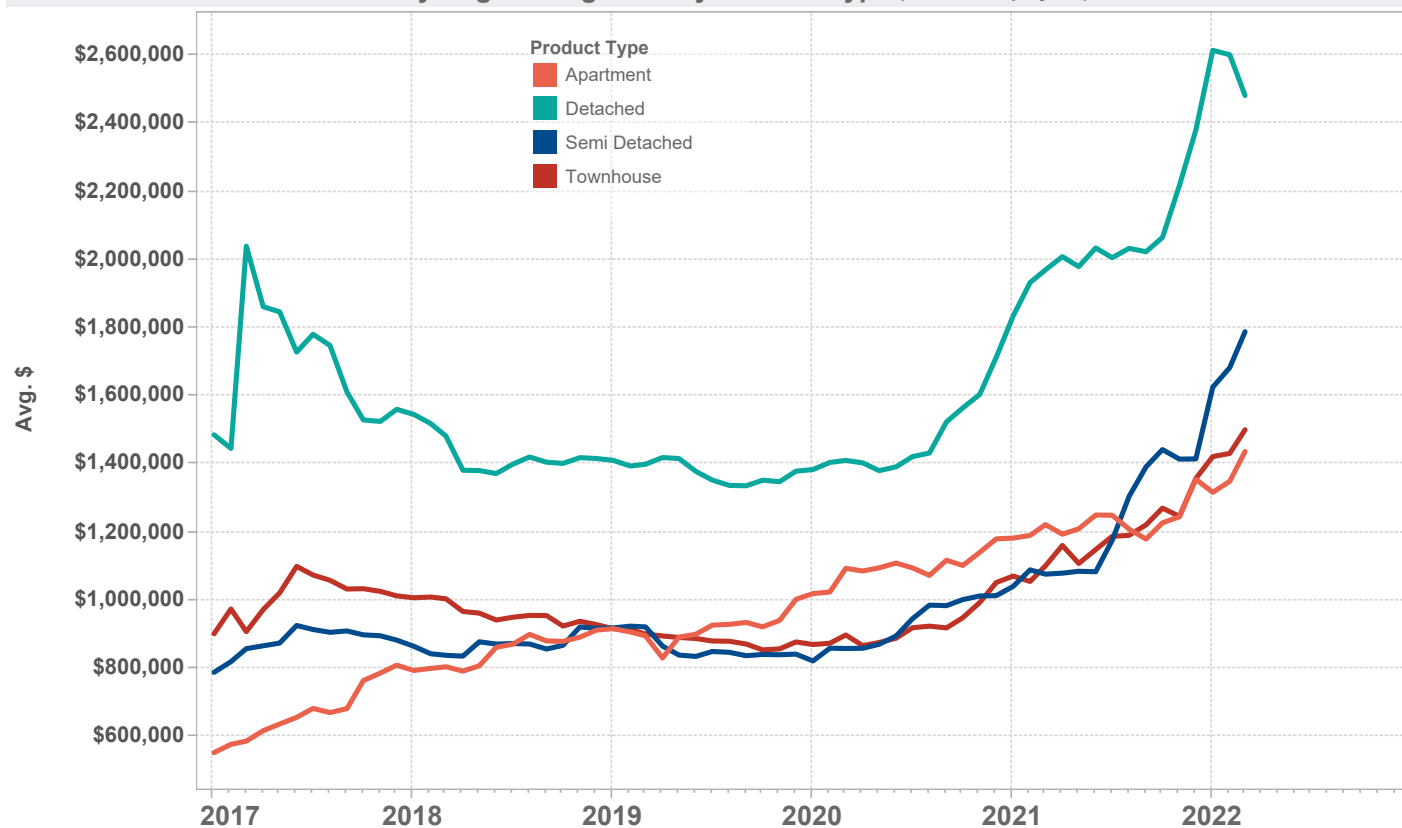


Pricing

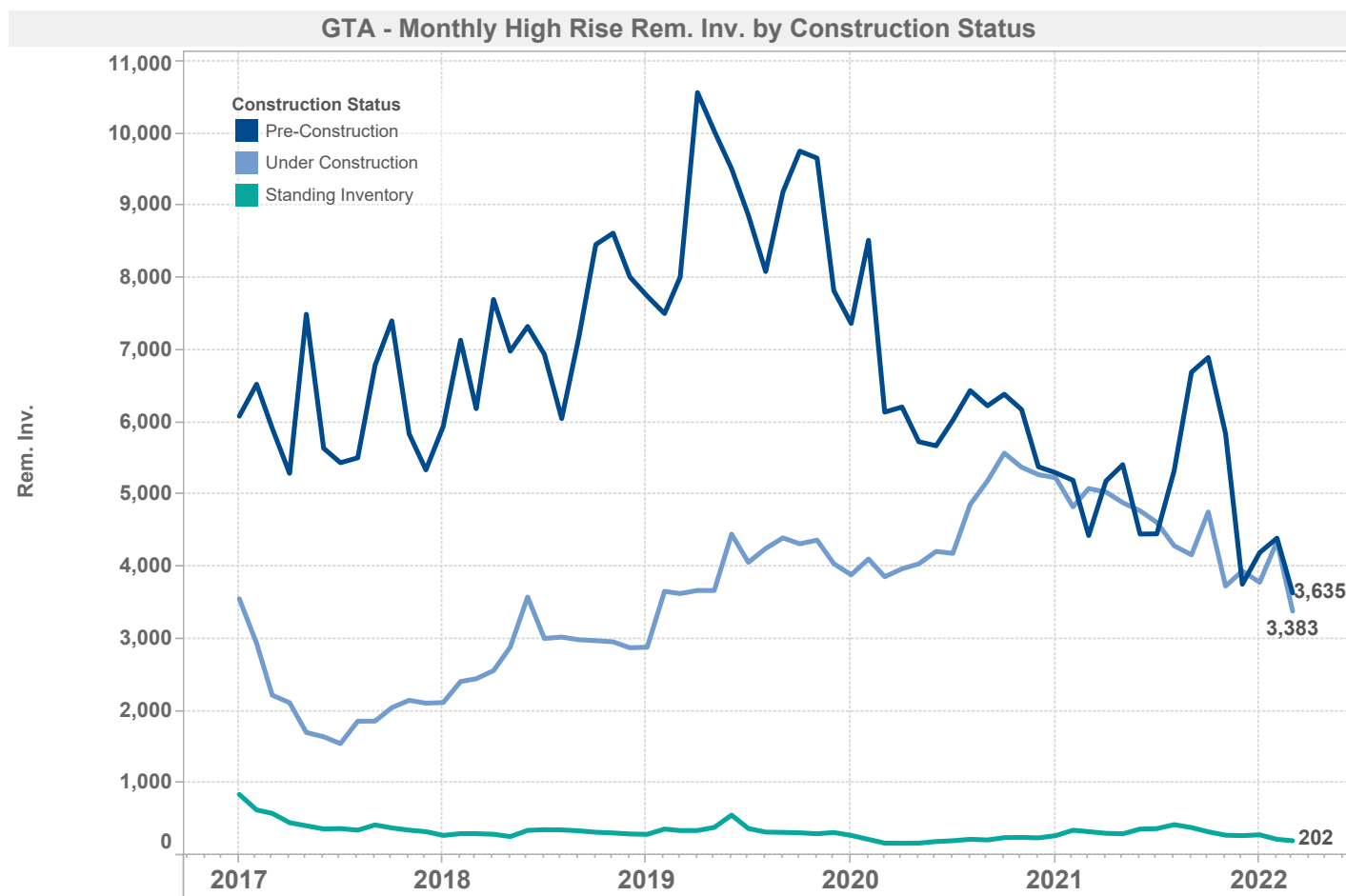
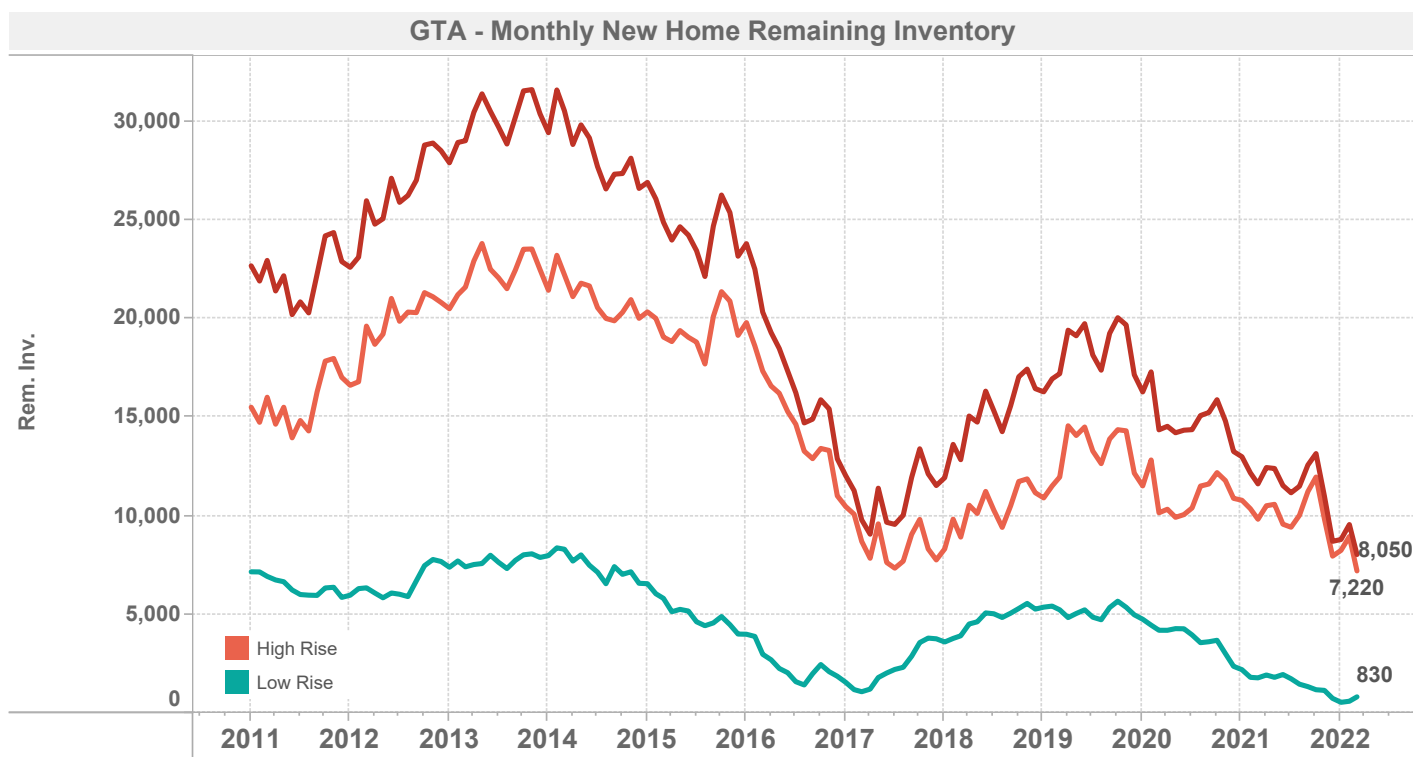
Monthly New Home Benchmark Price (excludes extremes)



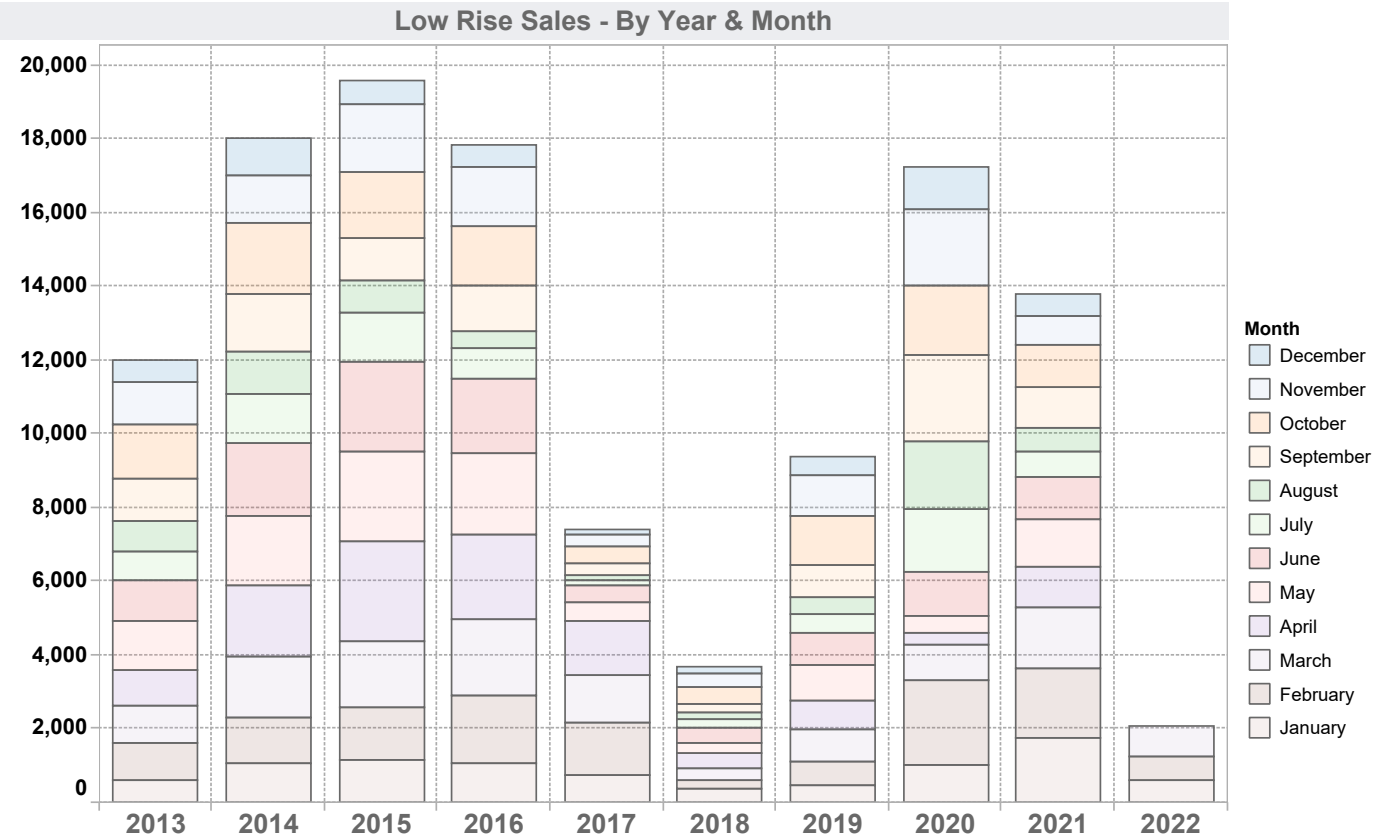
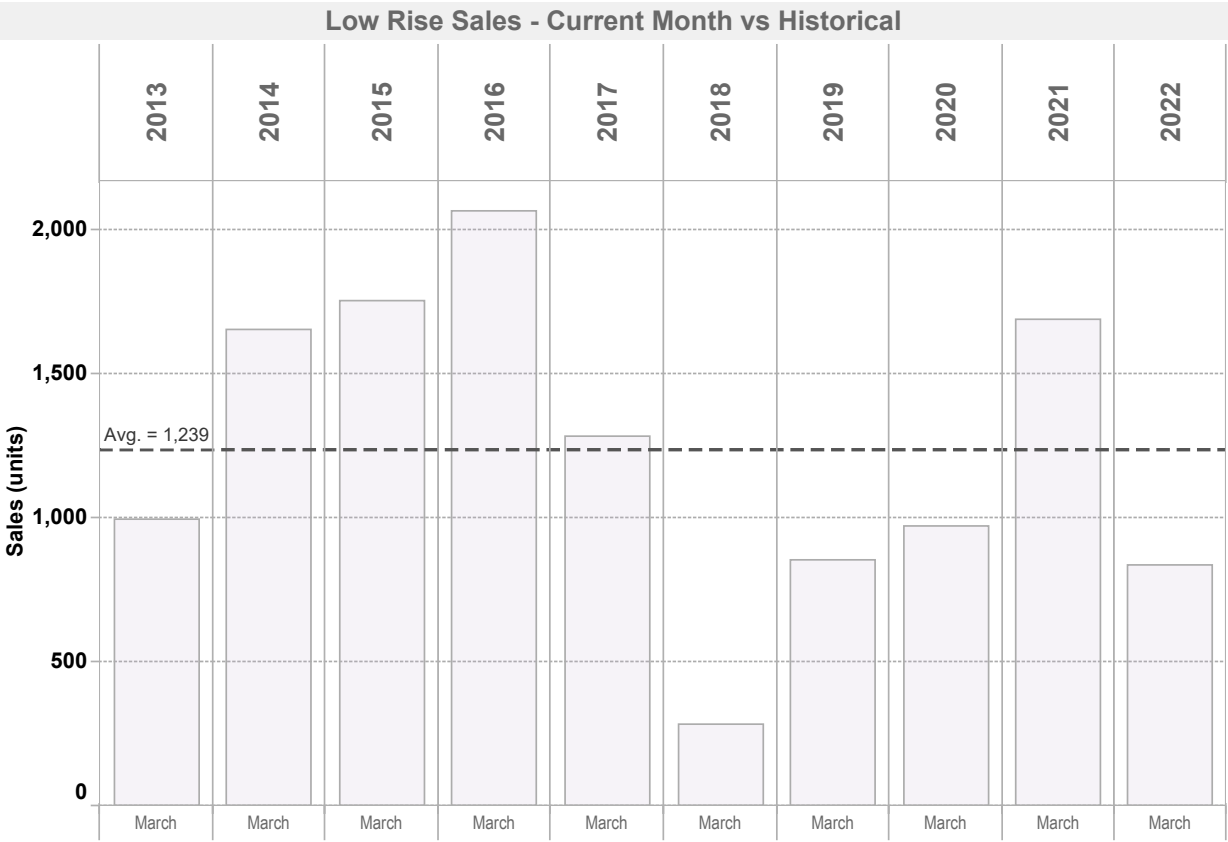
Monthly Avg. Asking Price by Product Type (includes all projects)



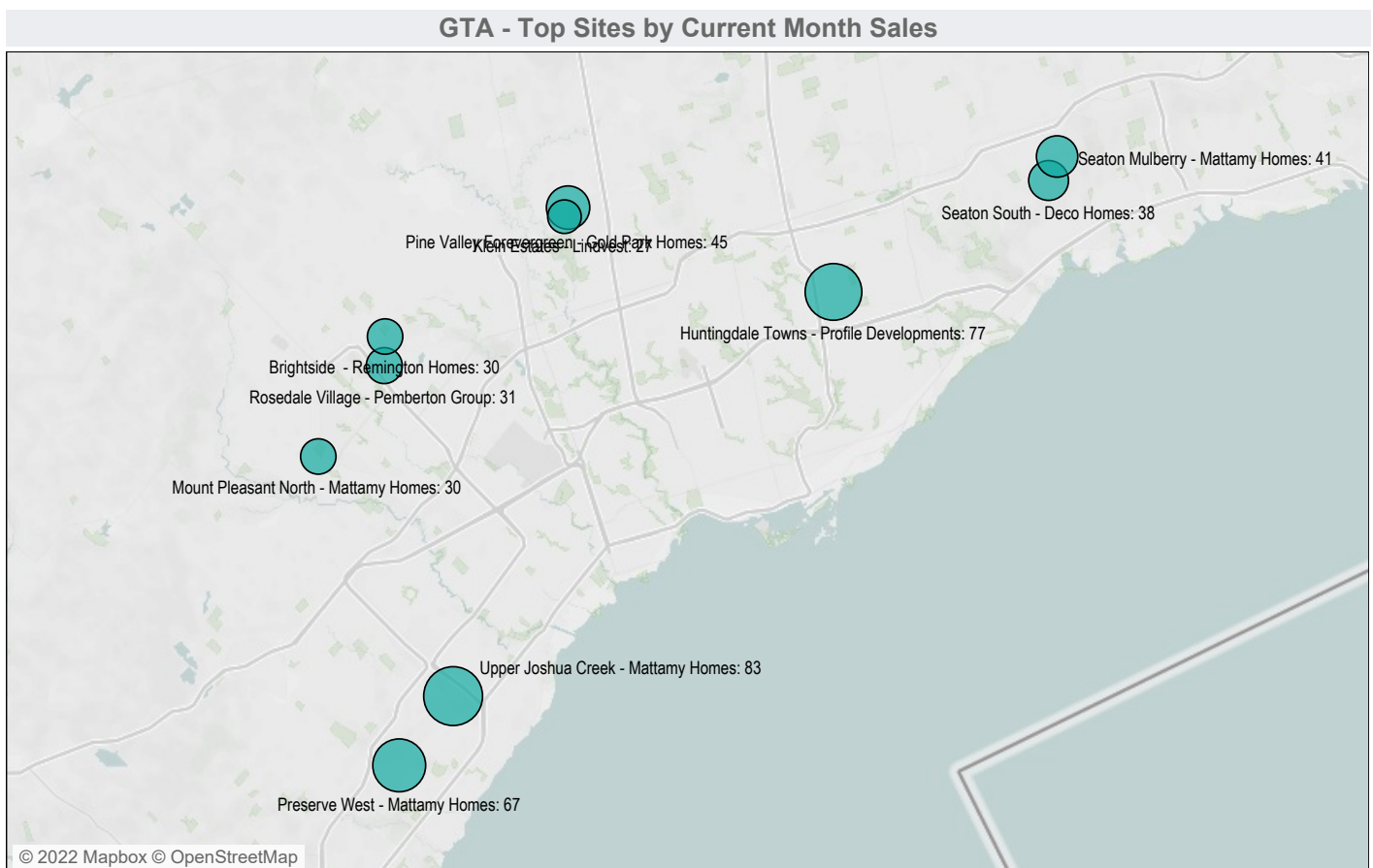
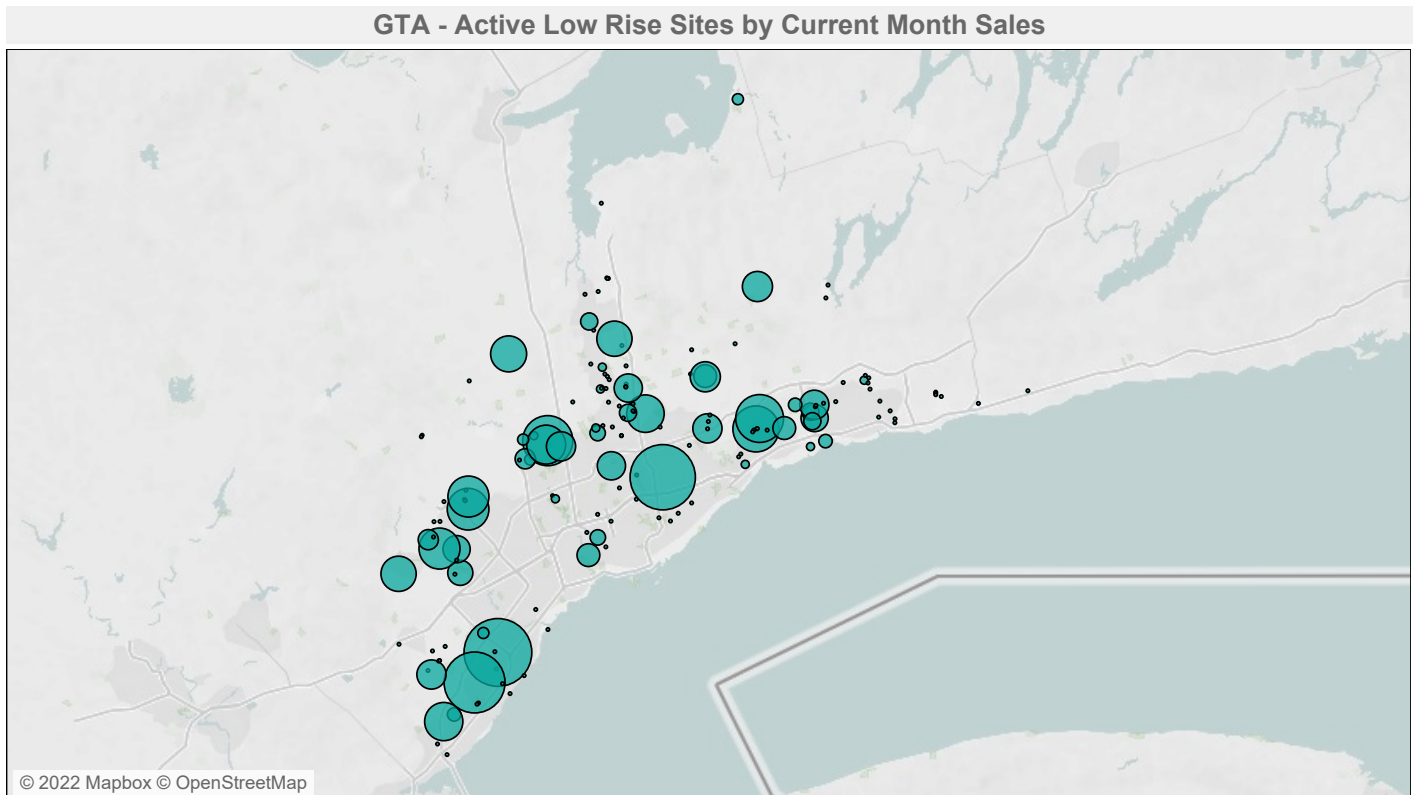
Remaining Inventory



Historical Sales Comparison



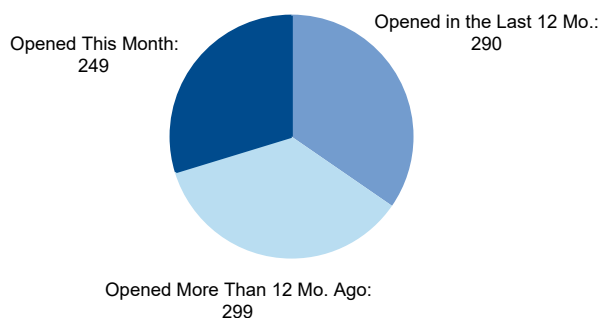
Current Sites



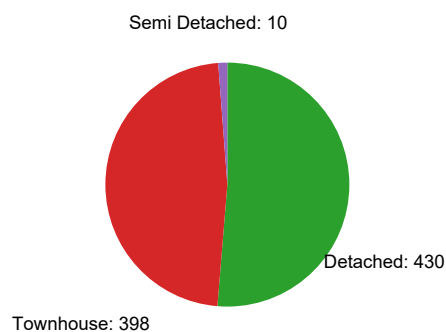
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

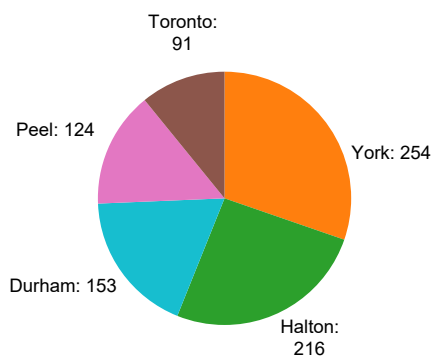
Sales by Opening Date



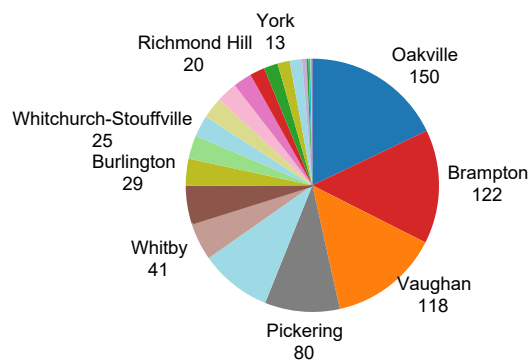
Sales by Product Type



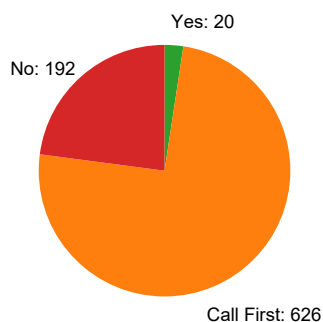
Sales by Region



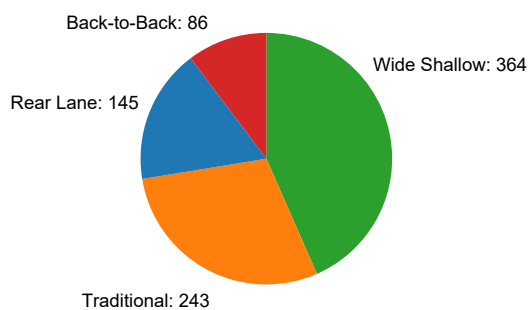
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



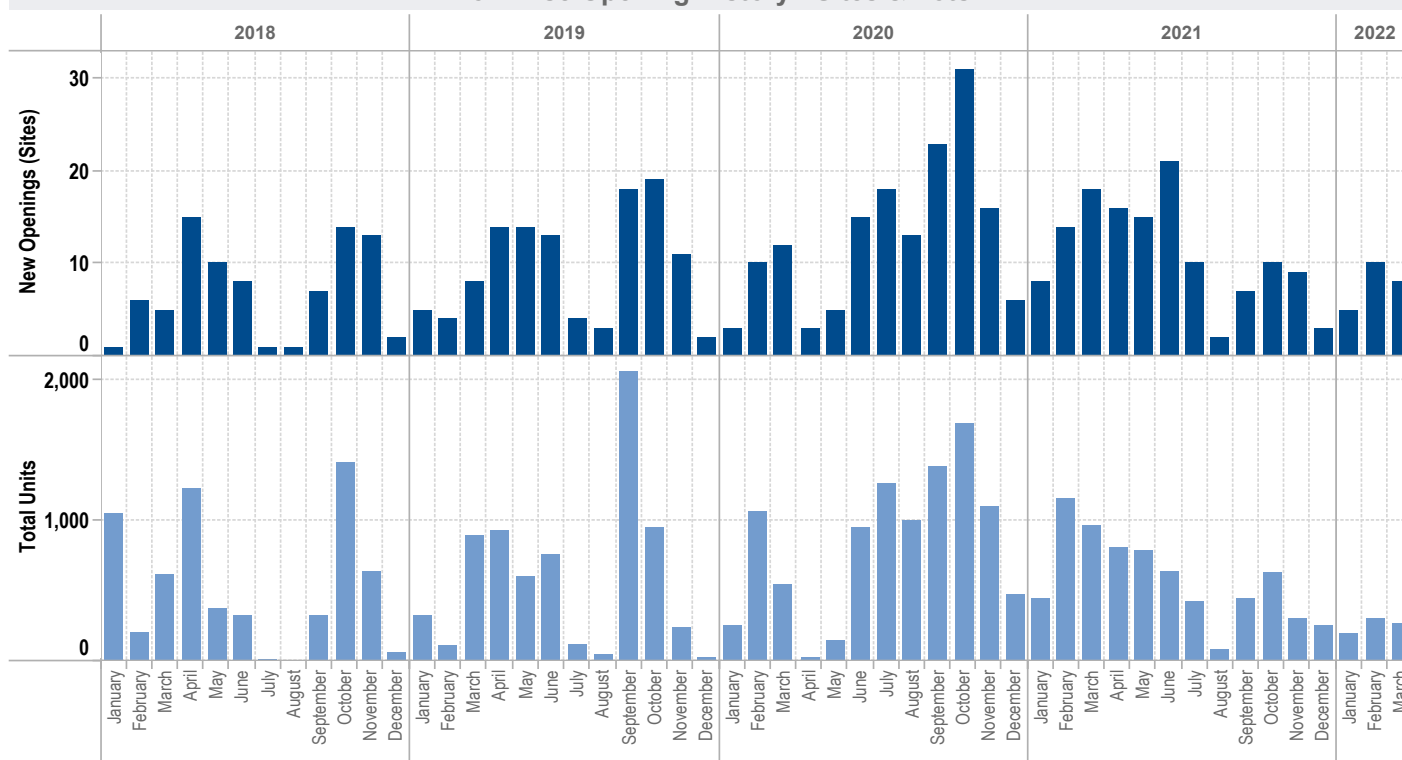
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Aurora Trails - Paradise Developments	Freehold	Aurora	3/5/2022	25	22	3	\$742
Huntingdale Towns - Profile Developments	Condominium	Scarborough	3/5/2022	77	77	0	
Mount Pleasant North - Mattamy Homes	Freehold	Brampton	3/9/2022	16	16	0	
Seaton South - Deco Homes	Freehold	Pickering	*	38	38	0	
Preserve West - Mattamy Homes	Freehold	Oakville	3/15/2022	70	67	3	
Whitby Grove - Trulife Developments Inc.	Freehold	Whitby	3/21/2022	20	15	5	\$750
Cityside - Fieldgate Homes	Freehold	Whitchurch-Stouf..	3/28/2022	5	5	0	
Pine Valley Forevergreen - Gold Park Homes	Freehold	Vaughan	3/28/2022	18	9	9	
Grand Total				269	249	20	\$747

* 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	248										420	20.1%		20.1%	
Paradise Developments	42	38	57										137	6.6%		26.7%	
Great Gulf	39	32	31										102	4.9%		31.5%	
Sundial Homes		69	31										100	4.8%		36.3%	
Arya Corporation	39	25	14										78	3.7%		40.1%	
Profile Developments			77										77	3.7%		43.8%	
Fieldgate Homes and SmartCentres	30	22	15										67	3.2%		47.0%	
Starlane Home Corporation		50	9										59	2.8%		49.8%	
Lindvest	0	16	42										58	2.8%		52.6%	
Dunpar Homes	9	39	9										57	2.7%		55.3%	
Branthaven Homes		47	3										50	2.4%		57.7%	
Conservatory Group	7	31	9										47	2.2%		59.9%	
Medallion Developments	38	8											46	2.2%		62.1%	
Gold Park Homes			45										45	2.2%		64.3%	
Primont Homes	31	9	0										40	1.9%		66.2%	
Aspen Ridge Homes	4	35	0										39	1.9%		68.1%	
CountryWide Homes	15	16	8										39	1.9%		69.9%	
Deco Homes			38										38	1.8%		71.8%	
Vogue Development Group	15	14	5										34	1.6%		73.4%	
Pemberton Group			31										31	1.5%		74.9%	
Remington Homes	0	0	30										30	1.4%		76.3%	
Ashley Oaks Homes Inc.	29	0	0										29	1.4%		77.7%	
	607	644	838										2,089				

Top Builders - Last 12 Months

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

	2021										2022			Total				
Builder	April	May	June	July	August	September	October	November	December	January	February	March	Market Share %		Cum. Mkt. Share %			
Mattamy Homes	193	144	123	33	36	118	140	127	21	72	100	248	1,355		12.8%		12.8%	
Paradise Developments	10	75	8	3	5	101	219	9	3	42	38	57	570		5.4%		18.2%	
Fieldgate Homes	5	34	146	89	53	18	14	2	4	6	3	16	390		3.7%		21.9%	
Great Gulf	31	28	40	27	13	11	35	48	29	39	32	31	364		3.4%		25.3%	
Sorbara	16	23	50	49	25	21	58	64	8	16	11	1	342		3.2%		28.6%	
Primont Homes	9	16	5	56	12	5	60	45	49	31	9	0	297		2.8%		31.4%	
Remington Homes	70	13	21	38	19	52	9	0	0	0	0	30	252		2.4%		33.8%	
Conservatory Group	18	34	16	11	25	29	22	20	15	7	31	9	237		2.2%		36.0%	
Medallion Developments			0	7	24	34	14	46	46	38	8		217		2.1%		38.1%	
CountryWide Homes	10	5	30	3	12	31	17	43	22	15	16	8	212		2.0%		40.1%	
Brookfield Residential	3	28	15	37	38	23	15	17	11	10	6	1	204		1.9%		42.0%	
Minto Developments and Metropia	112	0	0	0	0	0	91	1					204		1.9%		43.9%	
Regal Crest Homes	14	8	51	16	16	10	9	11	47	17	0	0	199		1.9%		45.8%	
Aspen Ridge Homes	13	31	21	8	9	23	20	10	3	4	35	0	177		1.7%		47.5%	
Dunpar Homes	4	22	19	26	26	14	4	2	3	9	39	9	177		1.7%		49.2%	
Lindvest	17	28	3	10	0	19	25	0	0	0	16	42	160		1.5%		50.7%	
Delpark Homes	0	0	0	0	0	0	113	16	2	0	20	0	151		1.4%		52.1%	
Stateview Homes						147	1	1					149		1.4%		53.5%	
Townwood Homes		38	2	1	0	108							149		1.4%		54.9%	
Madison Group	1	0	20	16	2	64	23	0	0	21	0	0	147		1.4%		56.3%	
Rosehaven Homes		147											147		1.4%		57.7%	
Royal Pine Homes	13	5	7	4	5	66	3	3	8	12	0	14	140		1.3%		59.0%	
	1,081	1,274	1,147	720	629	1,114	1,128	802	586	607	644	838	10,570					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2022 March
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34'	22
			38'	26
			45'	5
		Townhouse	20'	25
			23'	5
	Total			83
Huntingdale Towns - Profile Developments	Scarborough	Townhouse	14'	77
	Total			77
Preserve West - Mattamy Homes	Oakville	Detached	34'	17
			38'	17
		Townhouse	19'	22
			20'	11
	Total			67
Pine Valley Forevergreen - Gold Park Homes	Vaughan	Detached	40'	0
			42'	15
			50'	21
			60'	9
	Total			45
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	12
			36'	22
			43'	7
	Total			41
Seaton South - Deco Homes	Pickering	Detached	30'	3
			36'	1
		Townhouse	20'	26
	23'		8	
Total			38	
Rosedale Village - Pemberton Group	Brampton	Detached	42'	10
			47'	7
			55'	0
		Townhouse	40'	14
	Total			31
Brightside - Remington Homes	Brampton	Detached	32'	1
			38'	21
			45'	8
	Total			30
Mount Pleasant North - Mattamy Homes	Brampton	Townhouse	21'	16
			23'	14
	Total			30
Klein Estates - Lindvest	Vaughan	Detached	42'	17
			50'	10
	Total			27
Alton Village West - Sundial Homes	Burlington	Detached	31'	9

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	March 2021					March 2022				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	4			49	53	13				13
	Brock	2			0	2	2				2
	Clarington	11			4	15	0			0	0
	Oshawa	13	20		112	145	0	0		1	1
	Pickering	81		15	4	100	45		0	35	80
	Scugog	29	0		0	29	0				0
	Uxbridge	0			3	3	0			16	16
	Whitby	41		17	81	139	20		5	16	41
	Total	181	20	32	253	486	80	0	5	68	153
Halton	Burlington			1	4	5	26		0	3	29
	Halton Hills	17				17				22	22
	Milton	58		9	26	93	15			0	15
	Oakville	31			15	46	87			63	150
	Total	106		10	45	161	128		0	88	216
Peel	Brampton	41		9	29	79	60		0	62	122
	Caledon	111		8	38	157	0			0	0
	Mississauga	5		0	2	7				2	2
	Total	157		17	69	243	60		0	64	124
Toronto	East York										
	Etobicoke										
	North York	2		1	47	50	0		0	1	1
	Old Toronto			7	0	7			0		0
	Scarborough	2		2		4	0			77	77
	York									13	13
	Total	4		10	47	61	0		0	91	91
York	Aurora	11			3	14	23			0	23
	East Gwillimbury	96		10	3	109	0				0
	Georgina	76			0	76	0				0
	King	2				2	0			23	23
	Markham	58	1		100	159	15			25	40
	Newmarket	2	0	1	1	4		0	5	0	5
	Richmond Hill	78	0	2	124	204	15	0	0	5	20
	Vaughan	107		0	38	145	89			29	118
	Whitchurch-Stouffville	11			16	27	20			5	25
	Total	441	1	13	285	740	162	0	5	87	254
Grand Total		889	21	82	699	1,691	430	0	10	398	838

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	51			382	433	8	0		0	0	8	
	Brock	63			9	72	0				0	0	
	Clarington	85			132	217	3	0		0	5	8	
	Oshawa	449	24		337	810	2	0		0	1	3	
	Pickering	259		42	383	684	1	0	0	0	10	11	
	Scugog	104	32		38	174	0	0		0	0	0	
	Uxbridge	5			147	152	19	0		0	13	32	
	Whitby	140	20	111	320	591	5	0		0	42	47	
	Total	1,156	76	153	1,748	3,133	38	0	0	0	71	109	
Halton	Burlington	89		1	66	156	0	0		1	17	18	
	Halton Hills	6			36	42	0	0		0	3	3	
	Milton	364		33	180	577	1	0		0	0	1	
	Oakville	271			437	708	97			0	105	202	
	Total	730		34	719	1,483	98	0		1	125	224	
Peel	Brampton	850		21	339	1,210	32	0		0	21	53	
	Caledon	270		4	161	435	19	0		0	0	19	
	Mississauga			8	322	330	0	0		0	0	0	
	Total	1,120		33	822	1,975	51	0		0	21	72	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	3		3	80	86	19	0		1	45	65	
	Old Toronto			1	14	15	0	0		0	0	0	
	Scarborough	13		9	171	193	3	0		0	0	3	
	York				62	62	0			0	2	2	
	Total	16		13	327	356	22	0		1	47	70	
York	Aurora	103			31	134	9	0	0	0	0	9	
	East Gwillimbury	332		46	61	439	0			0	0	0	
	Georgina	197			3	200	0	0		0	0	0	
	King	2			23	25	0	0		0	1	1	
	Markham	330			509	839	19	0		0	14	33	
	Newmarket	1	5	7	5	18	0	0		5	4	9	
	Richmond Hill	313	0	26	434	773	48	0		13	40	101	
	Vaughan	317		12	319	648	140	0		0	33	173	
	Whitchurch-Stouffville	416			131	547	27			0	2	29	
	Total	2,011	5	91	1,516	3,623	243	0	0	18	94	355	
Grand Total	5,033	81	324	5,132	10,570	452	0	0	20	358	830		

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