



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of July 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-22		Jul-21		Change
High Rise	1,777		1,698		4.7%
Low Rise	97		831		-88.3%
Total	1,874		2,529		-25.9%
Year to Date Sales	Jan.-Jul. 2022		Jan.-Jul. 2021		Y/Y Change
High Rise	17,404		17,333		0.4%
Low Rise	3,498		9,584		-63.5%
Total	20,902		26,917		-22.3%
Year to Date Supply	Jan.-Jul. 2022		Jan.-Jul. 2021		Y/Y Change
High Rise	18,252		14,191		28.6%
Low Rise	4,274		8,966		-52.3%
Total	22,526		23,157		-2.7%
Year to Date Completions	Jan.-Jul. 2022		Jan.-Jul. 2021		Y/Y Change
High Rise	5,766		10,465		-44.9%
Remaining Inventory	Jul-22	Jun-22	Jul-21	M/M Change	Y/Y Change
High Rise	9,311	10,435	9,426	-10.8%	-1.2%
Low Rise	1,537	1,859	1,699	-17.3%	-9.5%
Total	10,848	12,294	11,125	-11.8%	-2.5%
Benchmark Price	Jul-22	Jun-22	Jul-21	M/M Change	Y/Y Change
High Rise	\$1,191,716	\$1,189,894	\$1,091,648	0.2%	9.2%
Low Rise	\$1,933,912	\$1,843,595	\$1,517,841	4.9%	27.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	5	332	327	176	
High Rise Units	863	85,910	91,296	43,016	
% Sold*	40%	89%	94%	83%	
Low Rise Projects	1	163			
Low Rise Units	86	18,888			
% Sold*	70%	92%			

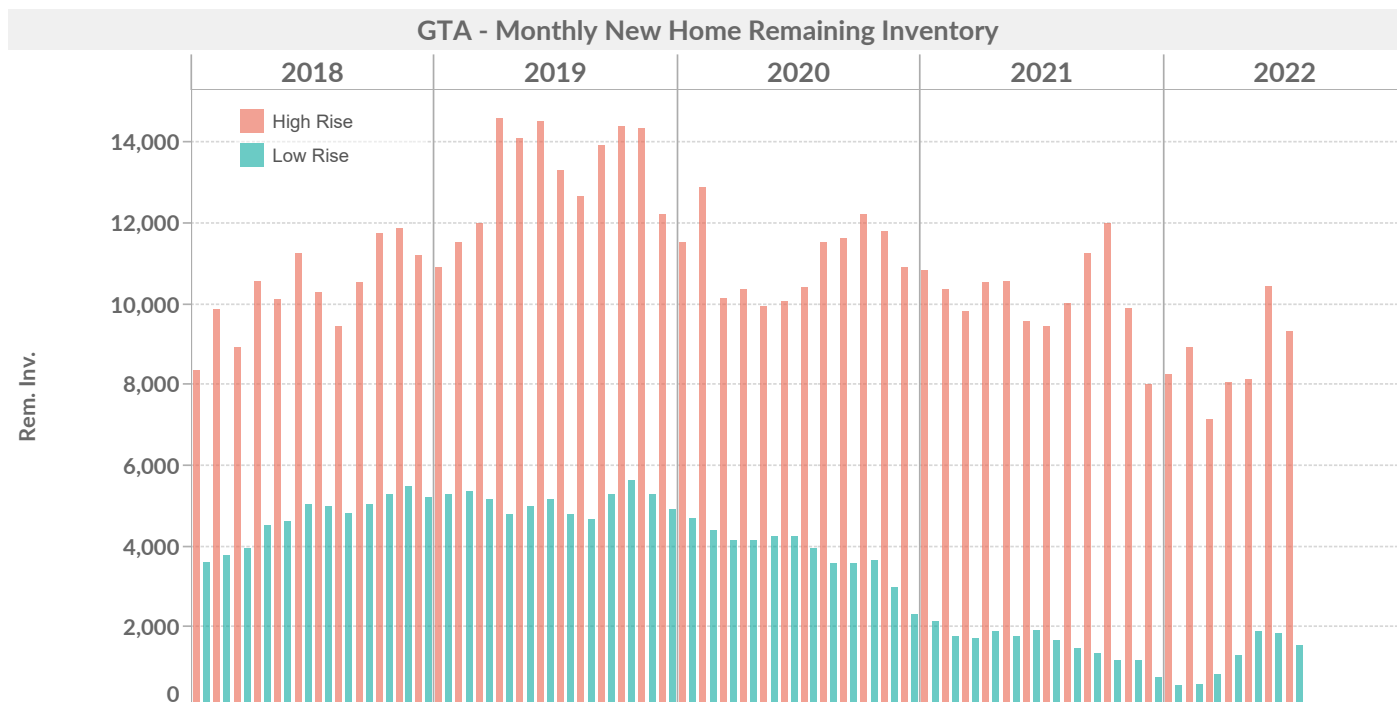
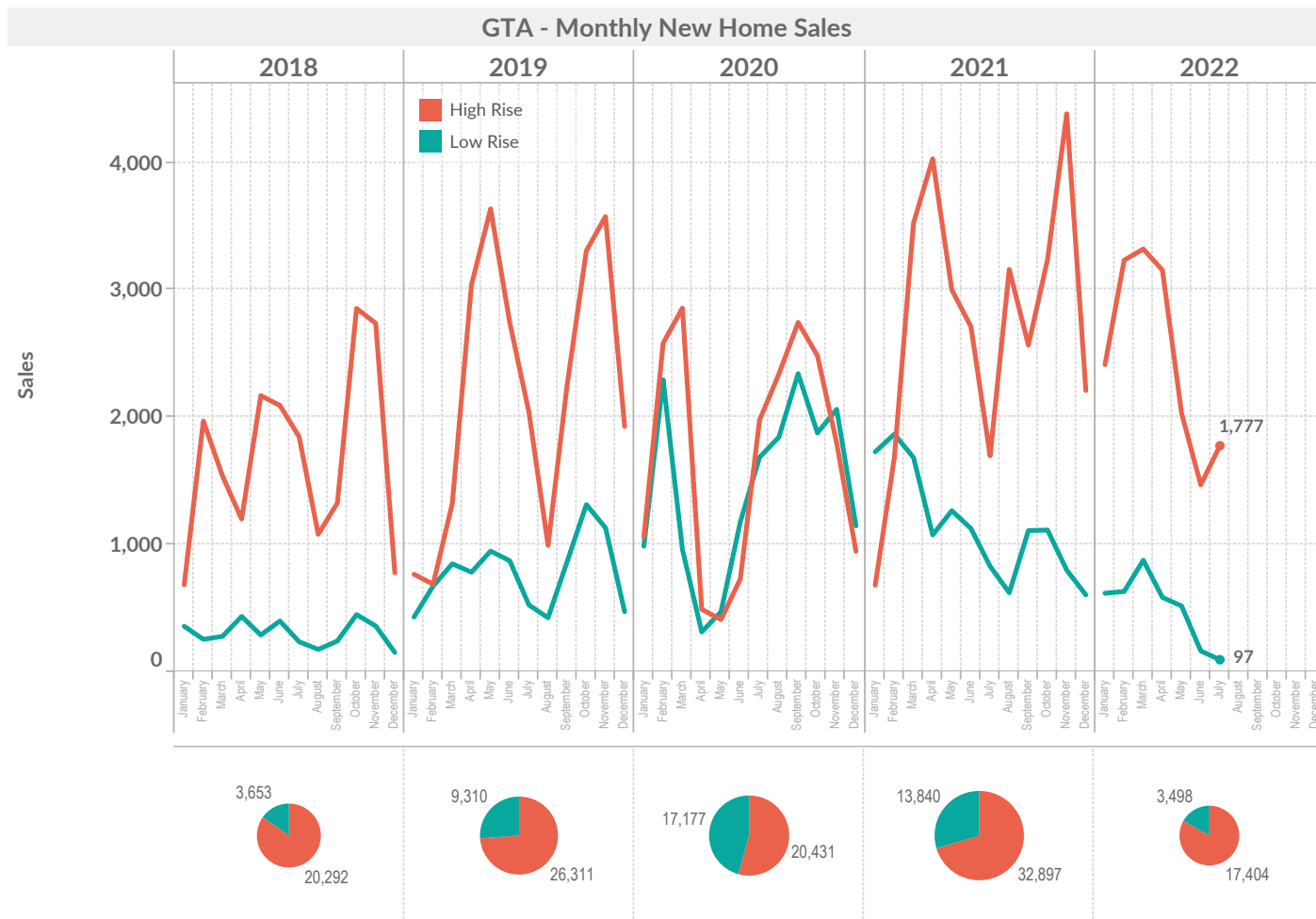
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

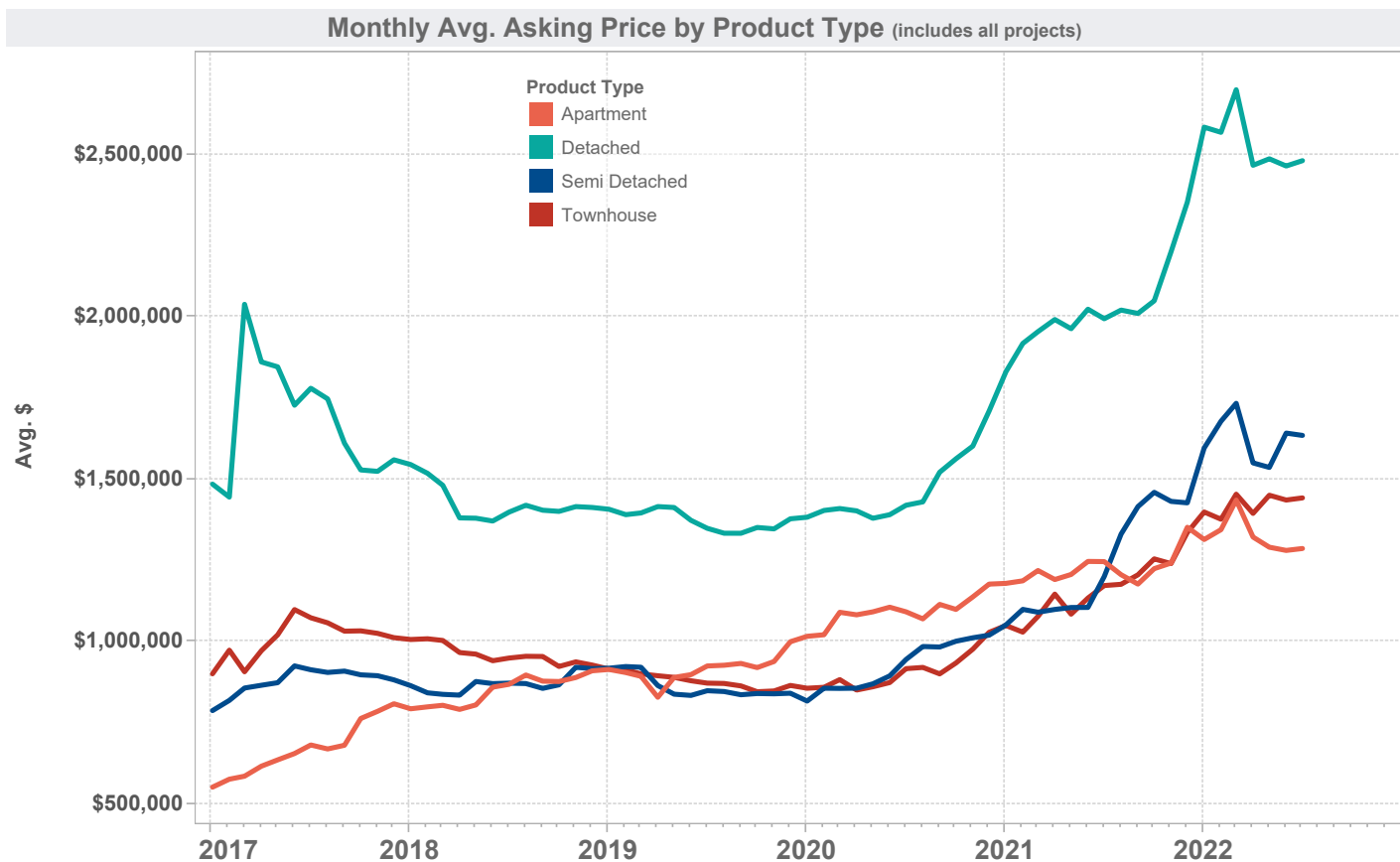
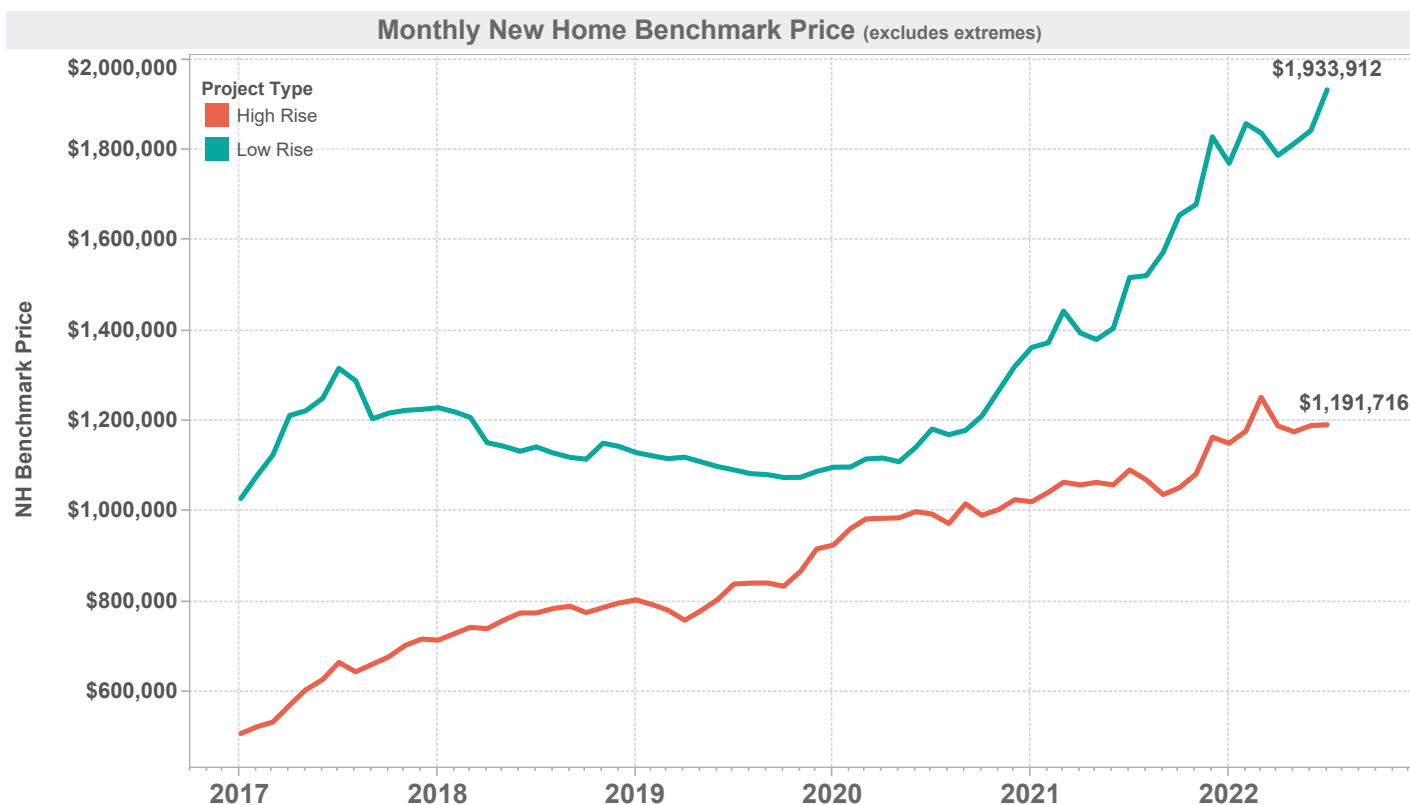
Under Construction: Includes all projects, regardless of whether sold out or not, that are currently under construction.

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

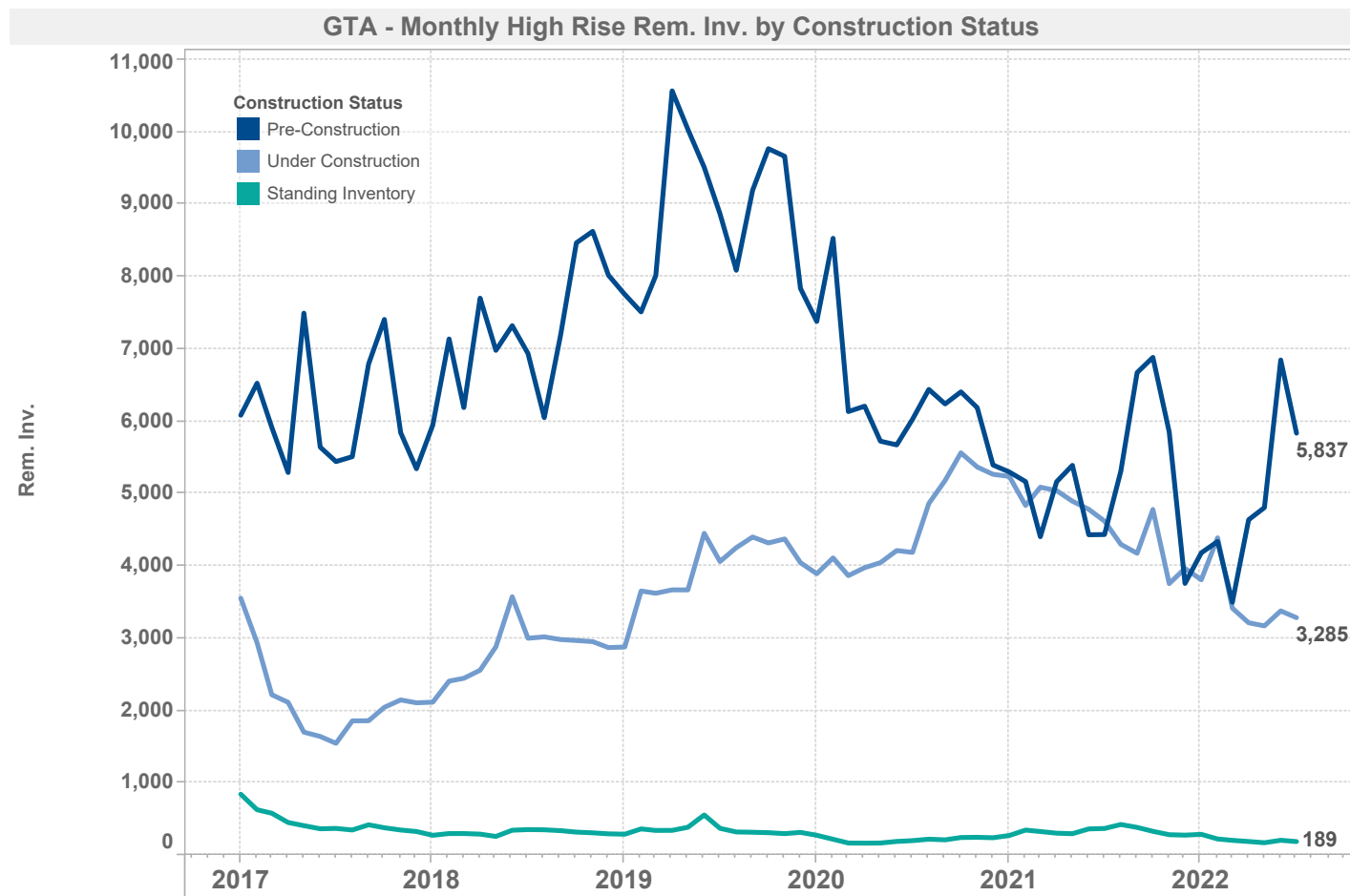
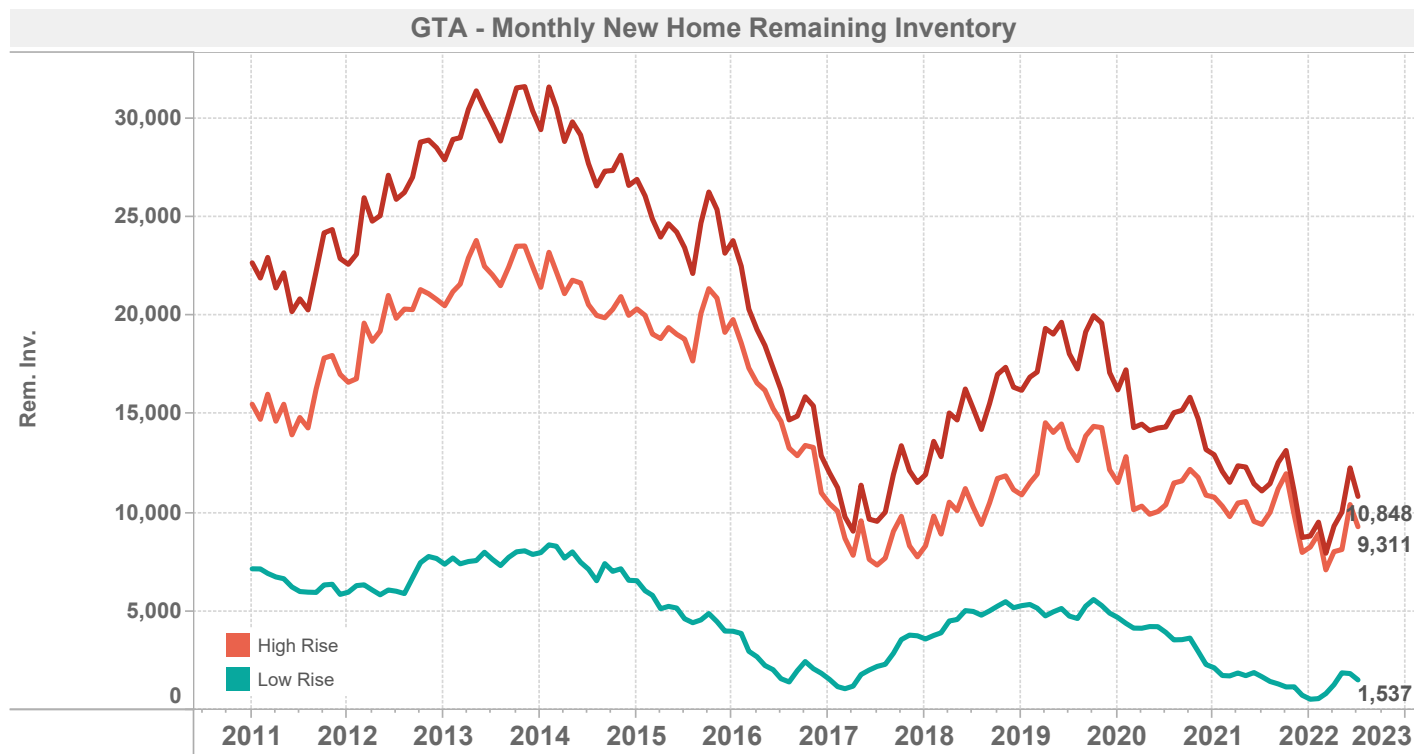
Sales & Remaining Inventory



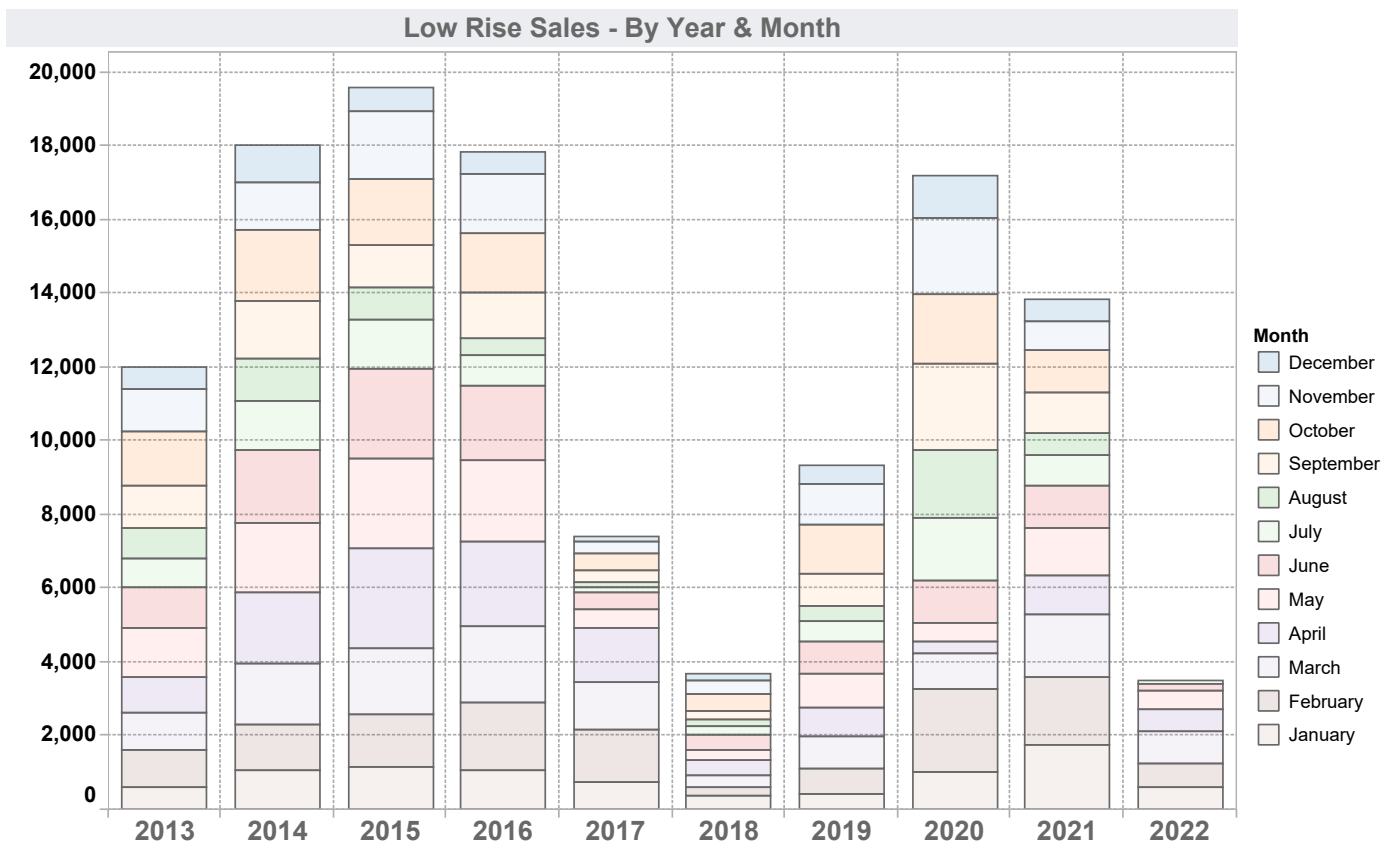
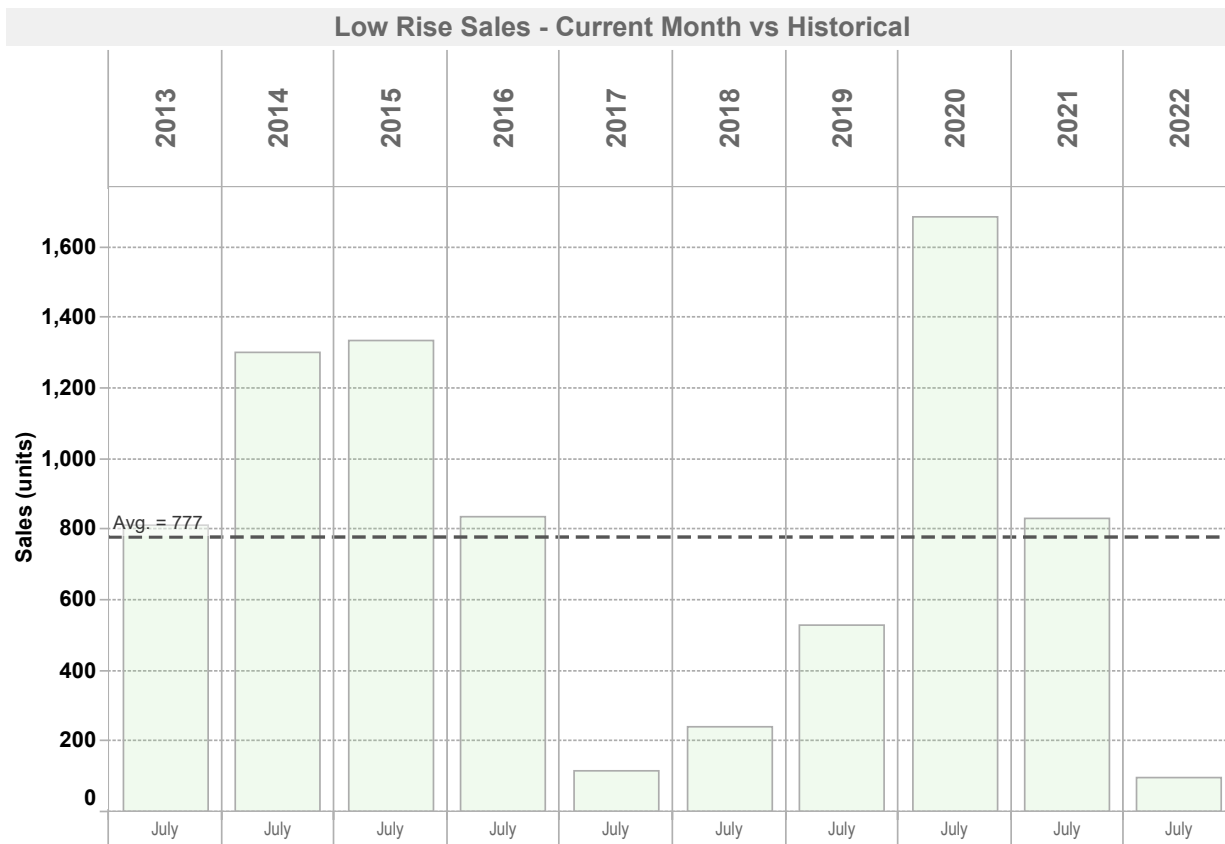
Pricing



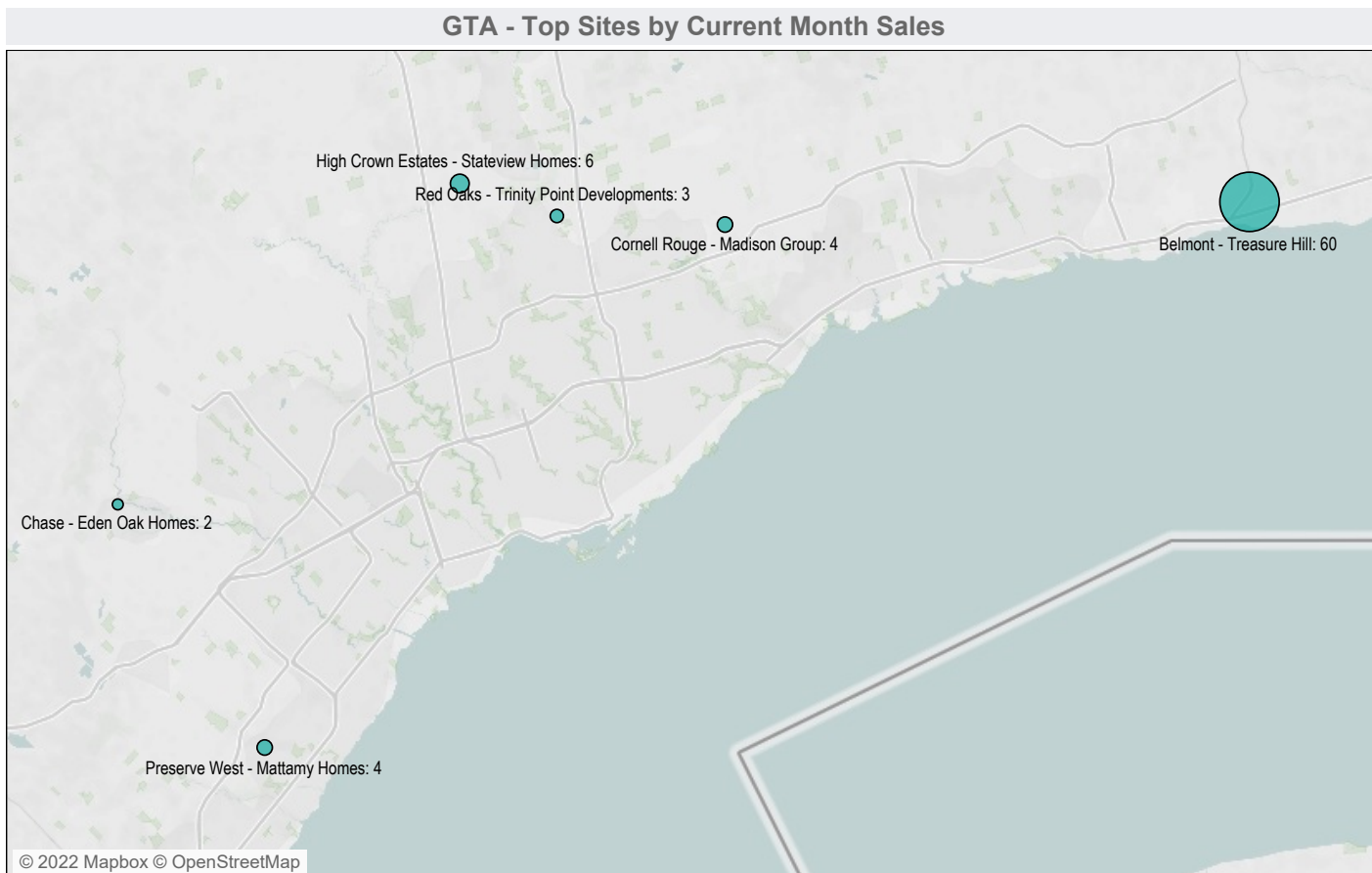
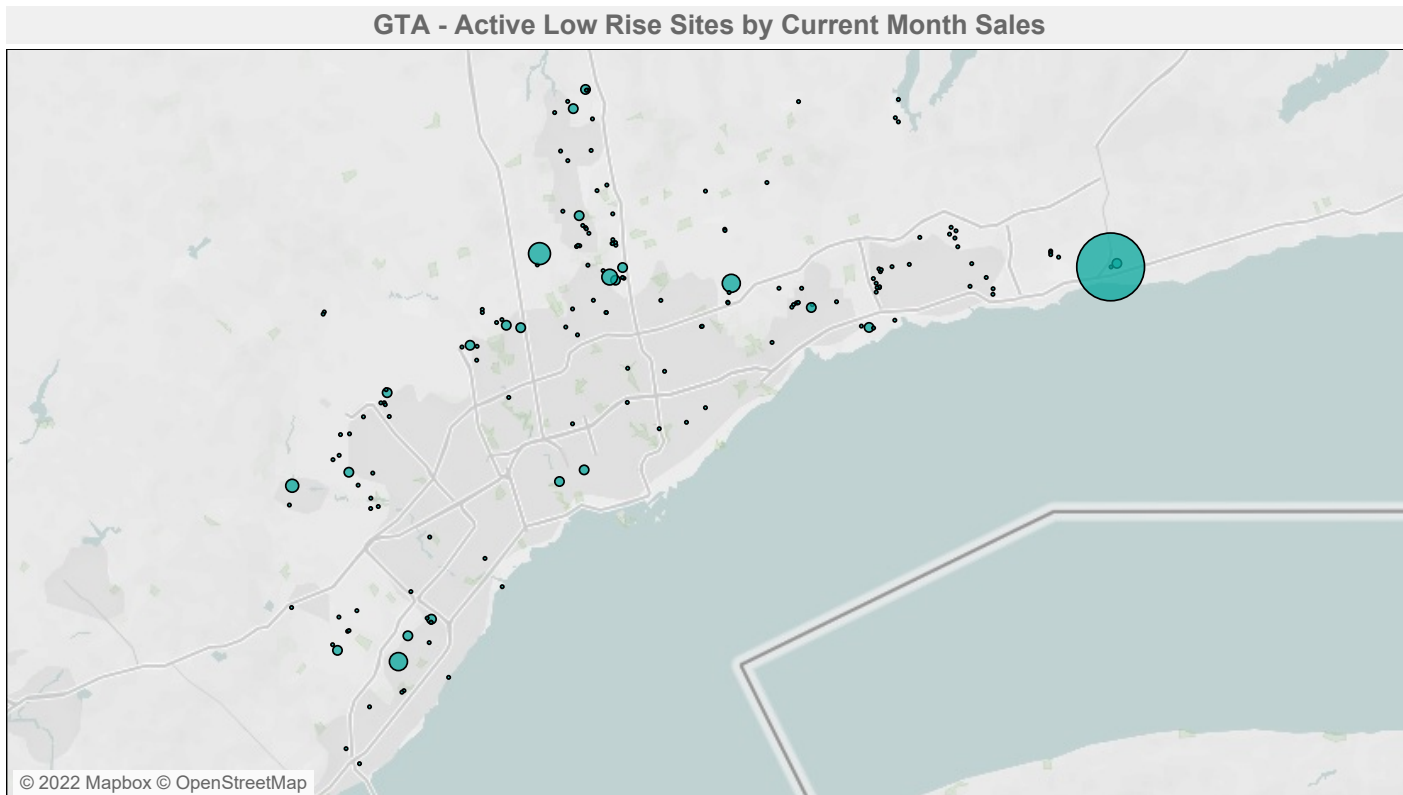
Remaining Inventory



Historical Sales Comparison



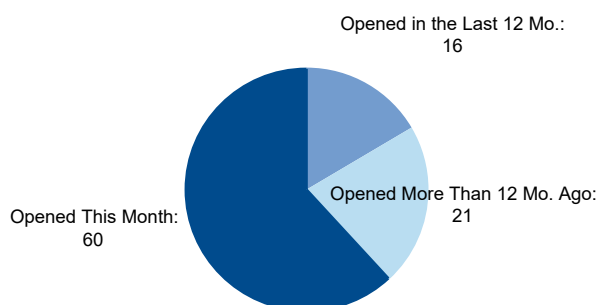
Current Sites



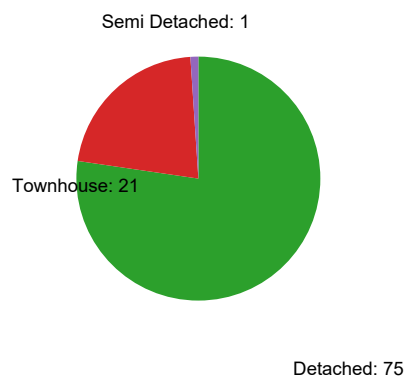
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

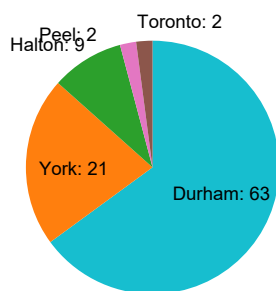
Sales by Opening Date



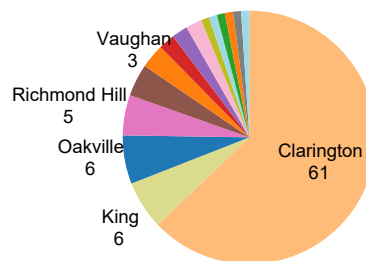
Sales by Product Type



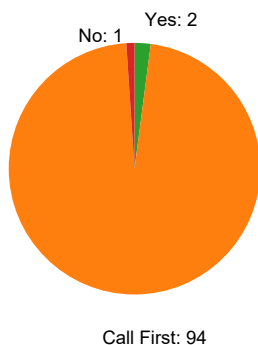
Sales by Region



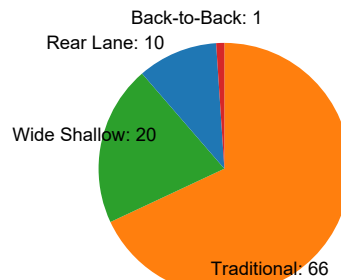
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



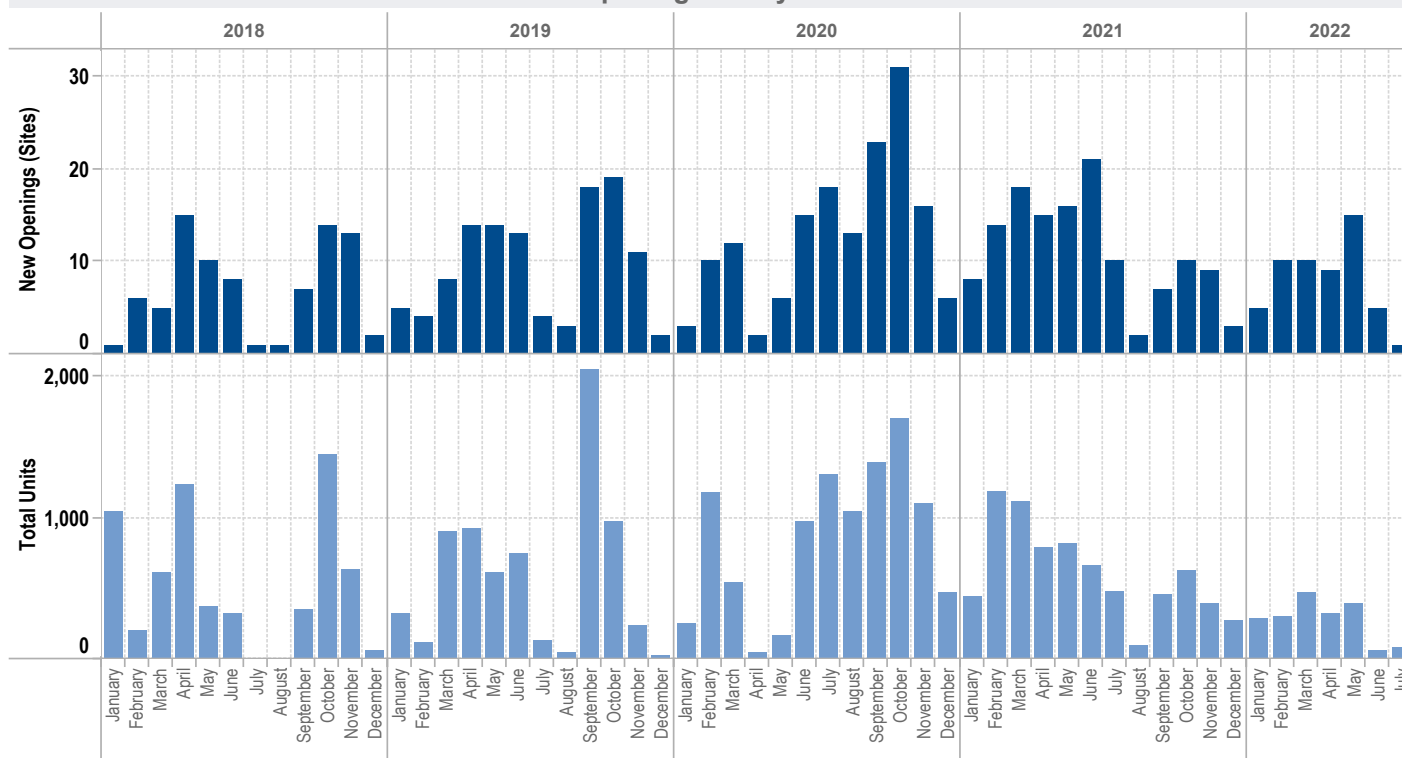
New Openings

July 2022 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Belmont - Treasure Hill	Freehold	Clarington	7/9/2022	86	60	26	\$560
Grand Total				86	60	26	\$560

* 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	120	62	13	6						621	17.8%		17.8%	
Paradise Developments	42	38	56	140	13	3	0						292	8.3%		26.1%	
Sundial Homes	0	69	30	0	45	0	0						144	4.1%		30.2%	
Great Gulf	39	32	31	9	4	14	1						130	3.7%		33.9%	
Fieldgate Homes and SmartCentres	30	22	17	29	9	0	1						108	3.1%		37.0%	
Gold Park Homes			45	39	23	0	0						107	3.1%		40.1%	
Fieldgate Homes	6	1	16	34	22	6	0						85	2.4%		42.5%	
Arya Corporation	39	25	14										78	2.2%		44.7%	
Profile Developments			77	1	0	0	0						78	2.2%		47.0%	
Stanford Homes	0	1	0	64	8	1	0						74	2.1%		49.1%	
Branthaven Homes		45	7	6	12	3	0						73	2.1%		51.2%	
Andrin Homes	0	0	0	27	32	13	0						72	2.1%		53.2%	
CountryWide Homes	16	16	8	6	13	8	2						69	2.0%		55.2%	
Remington Homes	0	0	30	18	13	0	0						61	1.7%		56.9%	
Treasure Hill	0	0	0	1			60						61	1.7%		58.7%	
Starlane Home Corporation		50	9										59	1.7%		60.4%	
Caivan					56	1	1						58	1.7%		62.0%	
Lindvest	0	16	42	0	0	0	0						58	1.7%		63.7%	
Aspen Ridge Homes	4	35	0	0	12	5	0						56	1.6%		65.3%	
Dunpar Homes	9	39	6	0	0	0	1						55	1.6%		66.9%	
Conservatory Group	7	29	9	0	1	3	1						50	1.4%		68.3%	
Pemberton Group			31	18	0	0	0						49	1.4%		69.7%	
	619	633	878	586	519	166	97						3,498				

Top Builders - Last 12 Months

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

Builder	2021					2022							Total	Market Share		Cum. Mkt. Share	
	August	September	October	November	December	January	February	March	April	May	June	July		%		%	
Mattamy Homes	36	118	140	127	21	72	100	248	120	62	13	6	1,063	13.7%		13.7%	
Paradise Developments	5	101	219	9	3	42	38	56	140	13	3	0	629	8.1%		21.8%	
Great Gulf	13	11	35	48	29	39	32	31	9	4	14	1	266	3.4%		25.3%	
Primont Homes	12	5	59	48	52	32	9	0	0	2	1	0	220	2.8%		28.1%	
Medallion Developments	24	34	14	46	46	38	8						210	2.7%		30.8%	
Sorbara	25	21	58	64	8	16	9	1	0	1	0	0	203	2.6%		33.4%	
Stateview Homes		147	1	1						32	9	6	196	2.5%		35.9%	
CountryWide Homes	12	31	17	43	21	16	16	8	6	13	8	2	193	2.5%		38.4%	
Fieldgate Homes	53	18	14	1	4	6	1	16	34	22	6	0	175	2.3%		40.7%	
Conservatory Group	25	29	22	20	15	7	29	9	0	1	3	1	161	2.1%		42.8%	
Delpark Homes	0	0	113	16	2	0	20	0	0	0	2	0	153	2.0%		44.7%	
Sundial Homes	2	0	0	0	0	0	69	30	0	45	0	0	146	1.9%		46.6%	
Remington Homes	19	52	9	0	0	0	0	30	18	13	0	0	141	1.8%		48.4%	
Fieldgate Homes and SmartCentres					25	30	22	17	29	9	0	1	133	1.7%		50.2%	
Starlane Home Corporation	25	27	18				50	9					129	1.7%		51.8%	
Madison Group	2	64	23	0	0	21	0	0	14	0	0	4	128	1.7%		53.5%	
Brookfield Residential	37	23	15	17	9	10	6	1	3	0	2	2	125	1.6%		55.1%	
Aspen Ridge Homes	9	23	20	10	3	4	35	0	0	12	5	0	121	1.6%		56.6%	
Regal Crest Homes	16	10	9	11	47	17	0	0	1	6	0	0	117	1.5%		58.2%	
Royal Pine Homes	5	66	3	3	8	12	0	14	0	0	0	0	111	1.4%		59.6%	
Gold Park Homes	0	1						45	39	23	0	0	108	1.4%		61.0%	
Townwood Homes	0	108											108	1.4%		62.4%	
	623	1,111	1,115	801	606	619	633	878	586	519	166	97	7,754				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Lot Size	2022 July
Belmont - Treasure Hill	Clarington	Detached	32'	15
			37'	27
			40'	18
		Total		60
High Crown Estates - Stateview Homes	King	Townhouse	20'	6
			Total	6
Cornell Rouge - Madison Group	Markham	Detached	30'	0
			36'	0
			40'	0
		Townhouse	15'	4
			Total	4
Preserve West - Mattamy Homes	Oakville	Detached	34'	1
			38'	3
		Townhouse	19'	0
			20'	0
		Total		4
Red Oaks - Trinity Point Developments	Richmond Hill	Detached	41'	1
			45'	1
			60'	1
		Total		3
Chase - Eden Oak Homes	Halton Hills	Detached	24'	1
			70'	1
		Total		2
Anchor Woods - CountryWide Homes	East Gwillimbury	Detached	45'	0
			60'	1
		Semi Detached	27'	0
		Townhouse	25'	0
			Total	1
Collection Towns - Fieldgate Homes and SmartCentres	Vaughan	Townhouse	18'	1
			20'	0
		Total		1
Creekside - Caivan	Oakville	Detached	31'	0
			40'	0
			42'	0
			50'	0
			Total	0
		Townhouse	20'	0
			24'	1
			Total	1
DeerView Heights - Stonepay	Pickering	Townhouse	18'	1
			Total	1
Ivylea - Marlin Spring	Richmond Hill	Townhouse	20'	1
			Total	1
Kleinburg Hills - CountryWide Homes	Vaughan	Detached	40'	0
			46'	0

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	July 2021					July 2022				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	1			23	24	0			1	1
	Brock	8			5	13					
	Clarington	0			1	1	60			1	61
	Oshawa	41	0		29	70	0	0		0	0
	Pickering	15		6	12	33	0		0	1	1
	Scugog	12			0	12	0				0
	Uxbridge	0			23	23	0			0	0
	Whitby	10	0	12	40	62	0		0	0	0
	Total	87	0	18	133	238	60	0	0	3	63
Halton	Burlington			0	0	0			0	0	0
	Halton Hills				0	0	2			0	2
	Milton	2		6	12	20	0			1	1
	Oakville	36			35	71	5			1	6
	Total	38		6	47	91	7		0	2	9
Peel	Brampton	36		0	4	40	0		0	2	2
	Caledon	14			14	28	0				0
	Mississauga			0	24	24				0	0
	Total	50		0	42	92	0		0	2	2
Toronto	East York										
	Etobicoke										
	North York	0		0	14	14	0			0	0
	Old Toronto			0	0	0			1		1
	Scarborough	0				0	0			0	0
	York				0	0				1	1
	Total	0		0	14	14	0		1	1	2
York	Aurora	5				5	1			0	1
	East Gwillimbury	25		6	6	37	2		0	0	2
	Georgina	26			0	26					
	King	0				0	0			6	6
	Markham	14			40	54	0			4	4
	Newmarket	1	1		0	2		0	0	0	0
	Richmond Hill	10	0	0	43	53	3	0	0	2	5
	Vaughan	136		3	18	157	2			1	3
	Whitchurch-Stouffville	56			6	62	0				0
	Total	273	1	9	113	396	8	0	0	13	21
Grand Total		448	1	33	349	831	75	0	1	21	97

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	39			153	192	8	0		0	2	10	
	Brock	21			4	25	0				0	0	
	Clarington	107			46	153	27	0		0	14	41	
	Oshawa	297	0		202	499	0	0		0	4	4	
	Pickering	267		1	302	570	2	0	0	0	29	31	
	Scugog	84	26		35	145	9	0		0	0	9	
	Uxbridge	6			89	95	18	0		0	26	44	
	Whitby	166	20	84	194	464	11	0		15	47	73	
	Total	987	46	85	1,025	2,143	75	0	0	15	122	212	
Halton	Burlington	89		1	63	153	0	0		0	7	7	
	Halton Hills	2			36	38	4	0		0	3	7	
	Milton	233		3	110	346	4	0		0	0	4	
	Oakville	306			372	678	171			0	199	370	
	Total	630		4	581	1,215	179	0		0	209	388	
Peel	Brampton	703		26	264	993	56	0		0	115	171	
	Caledon	120			60	180	26	0		0	0	26	
	Mississauga			7	172	179	0	0		0	0	0	
	Total	823		33	496	1,352	82	0		0	115	197	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	2		4	34	40	19	0		0	0	19	
	Old Toronto			1	12	13	0	0		12	0	12	
	Scarborough	11		8	172	191	1	0		0	0	1	
	York				55	55	0			0	4	4	
	Total	13		13	273	299	20	0		12	4	36	
York	Aurora	112			92	204	32	0	0	0	5	37	
	East Gwillimbury	186		19	24	229	87			8	35	130	
	Georgina	53			3	56	0	0		0	0	0	
	King	0			30	30	0	0		0	9	9	
	Markham	217			322	539	36	0		0	25	61	
	Newmarket		0	7	45	52	0	0		7	4	11	
	Richmond Hill	299	0	31	318	648	153	0		8	94	255	
	Vaughan	267		4	327	598	154	0		0	45	199	
	Whitchurch-Stouffville	278			111	389	2			0	0	2	
	Total	1,412	0	61	1,272	2,745	464	0	0	23	217	704	
Grand Total	3,865	46	196	3,647	7,754	820	0	0	50	667	1,537		

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