



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of August 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Aug-22		Aug-21		Change
High Rise	533		3,161		-83.1%
Low Rise	89		623		-85.7%
Total	622		3,784		-83.6%
Year to Date Sales	Jan.-Aug. 2022		Jan.-Aug. 2021		Y/Y Change
High Rise	17,981		20,494		-12.3%
Low Rise	3,594		10,211		-64.8%
Total	21,575		30,705		-29.7%
Year to Date Supply	Jan.-Aug. 2022		Jan.-Aug. 2021		Y/Y Change
High Rise	18,445		17,637		4.6%
Low Rise	4,458		9,353		-52.3%
Total	22,903		26,990		-15.1%
Year to Date Completions	Jan.-Aug. 2022		Jan.-Aug. 2021		Y/Y Change
High Rise	6,931		12,091		-42.7%
Remaining Inventory	Aug-22	Jul-22	Aug-21	M/M Change	Y/Y Change
High Rise	8,787	9,295	10,040	-5.5%	-12.5%
Low Rise	1,625	1,539	1,459	5.6%	11.4%
Total	10,412	10,834	11,499	-3.9%	-9.5%
Benchmark Price	Aug-22	Jul-22	Aug-21	M/M Change	Y/Y Change
High Rise	\$1,189,682	\$1,191,716	\$1,069,700	-0.2%	11.2%
Low Rise	\$1,861,587	\$1,933,912	\$1,521,968	-3.7%	22.3%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	328	335	159	
High Rise Units	201	84,114	92,666	39,850	
% Sold*	0%	90%	94%	83%	
Low Rise Projects	4	165			
Low Rise Units	157	19,004			
% Sold*	37%	91%			

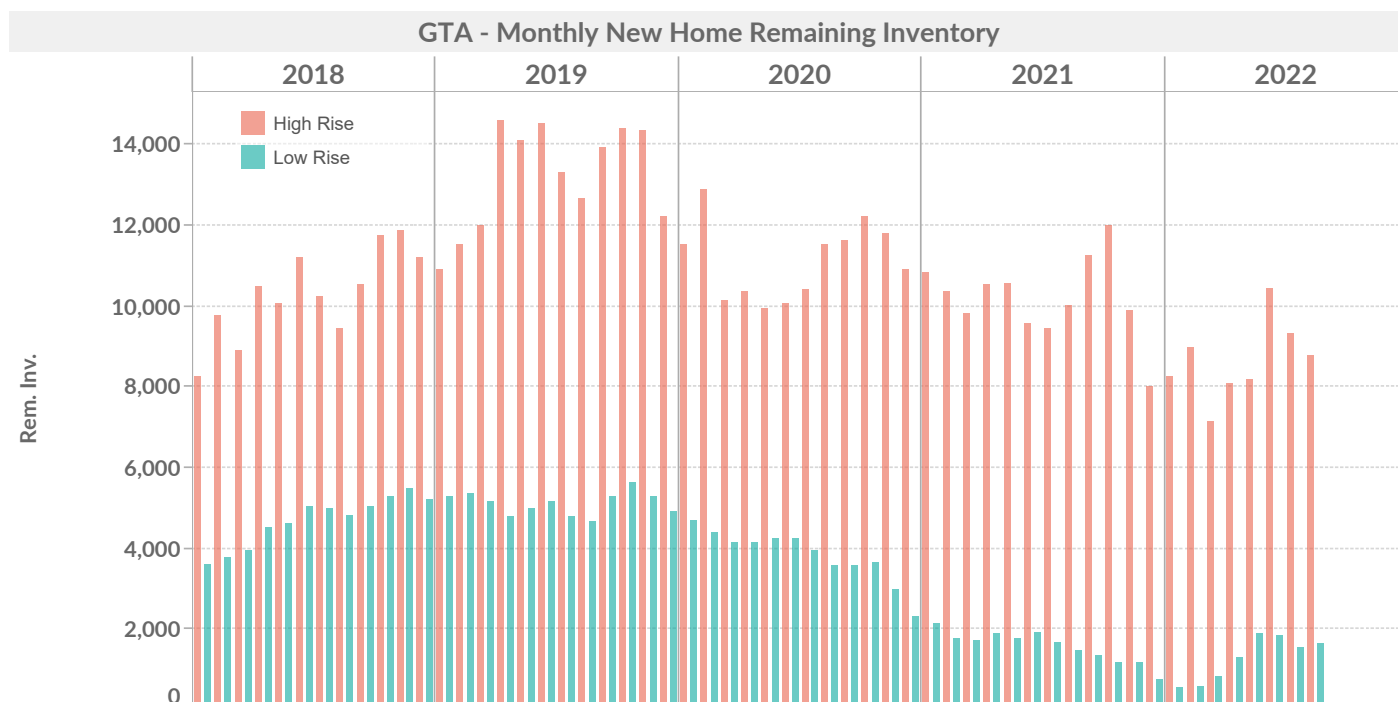
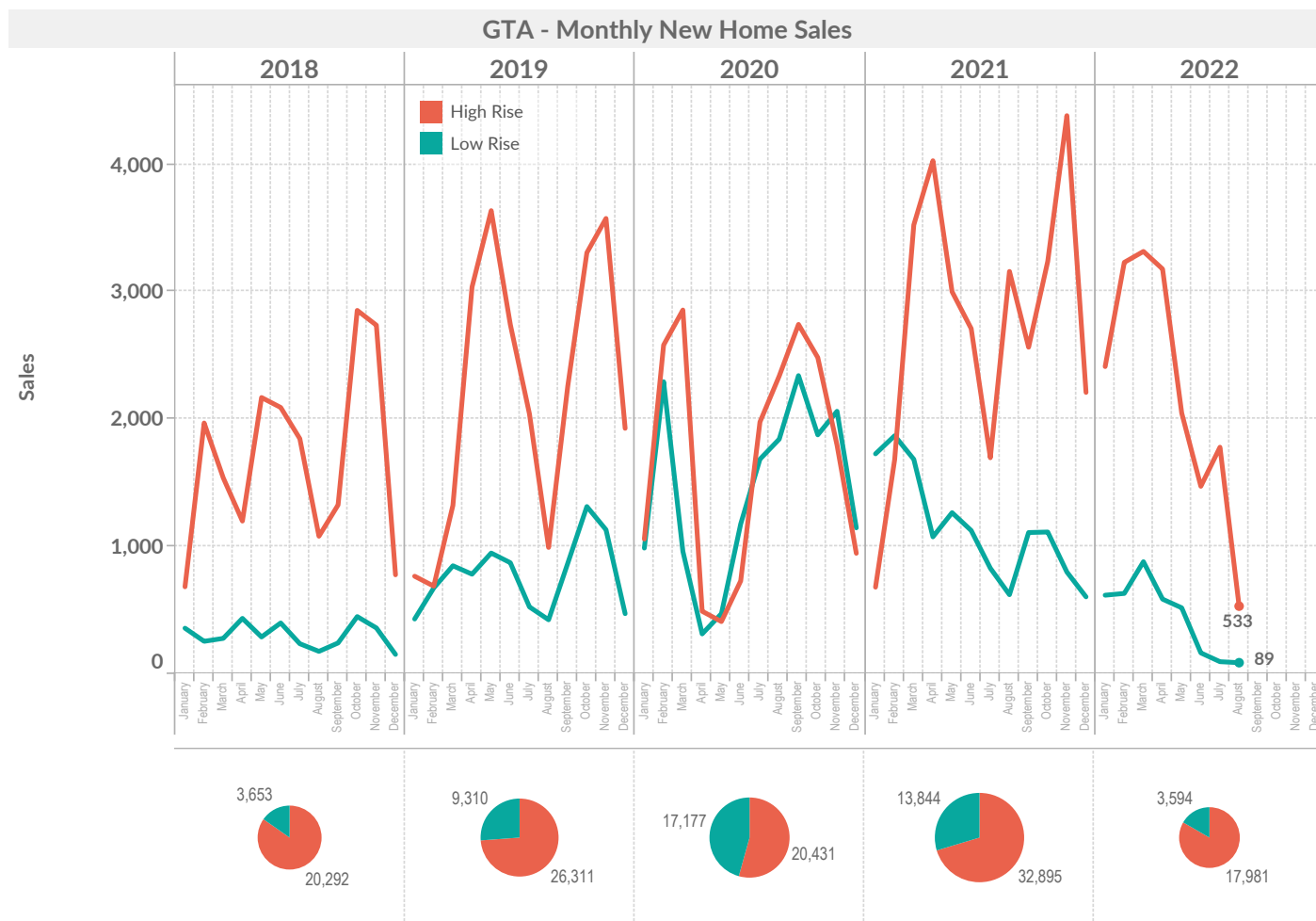
*Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

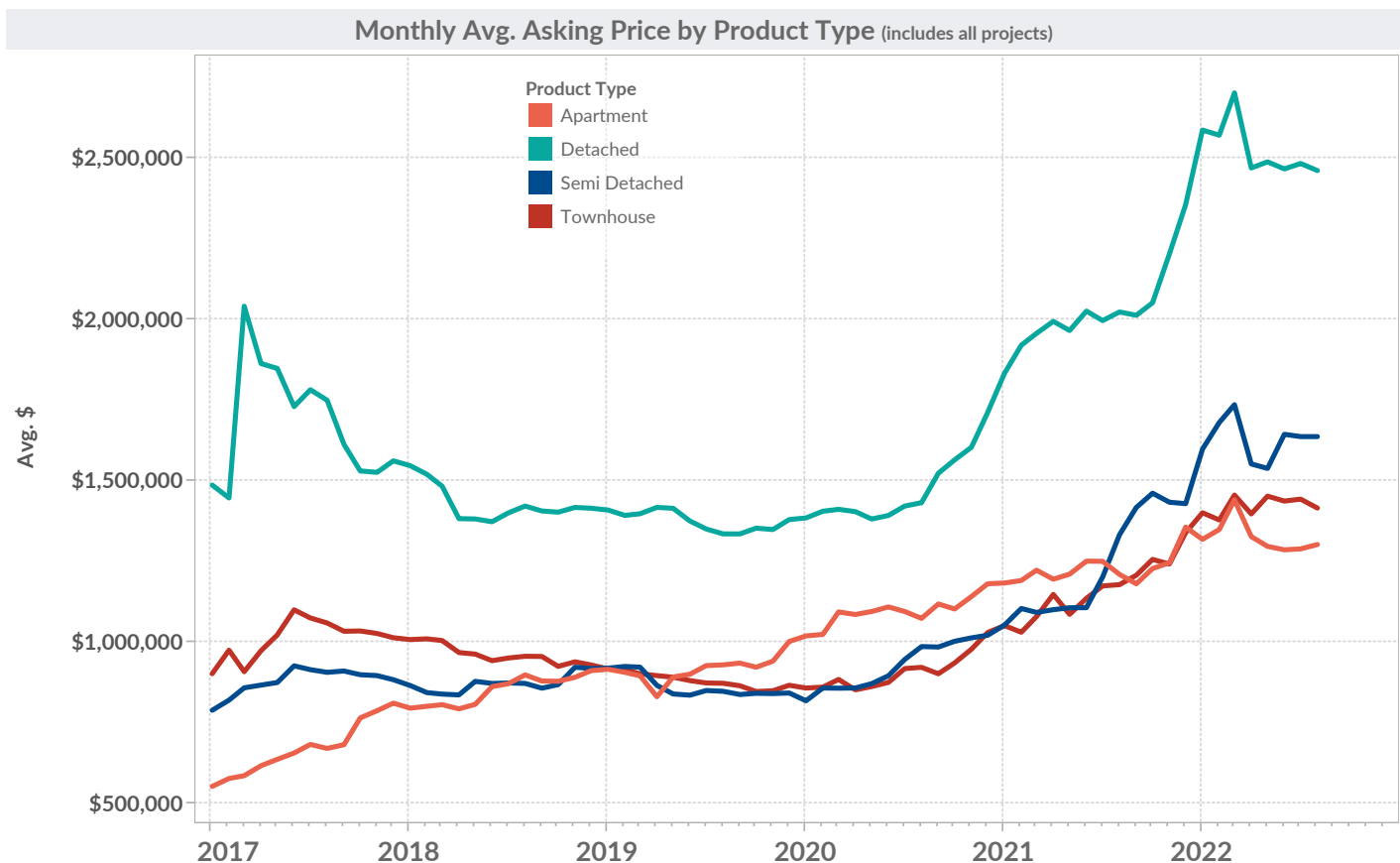
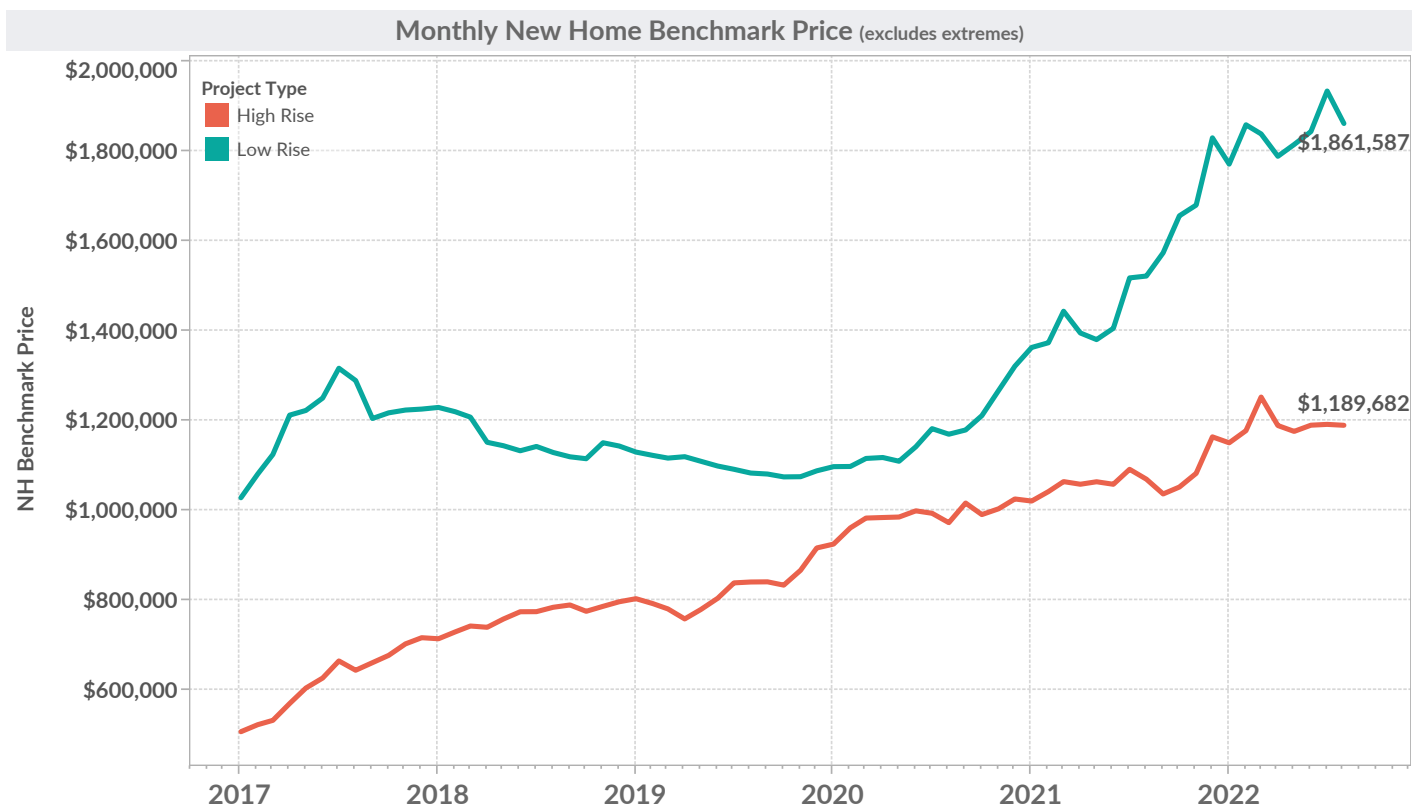
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

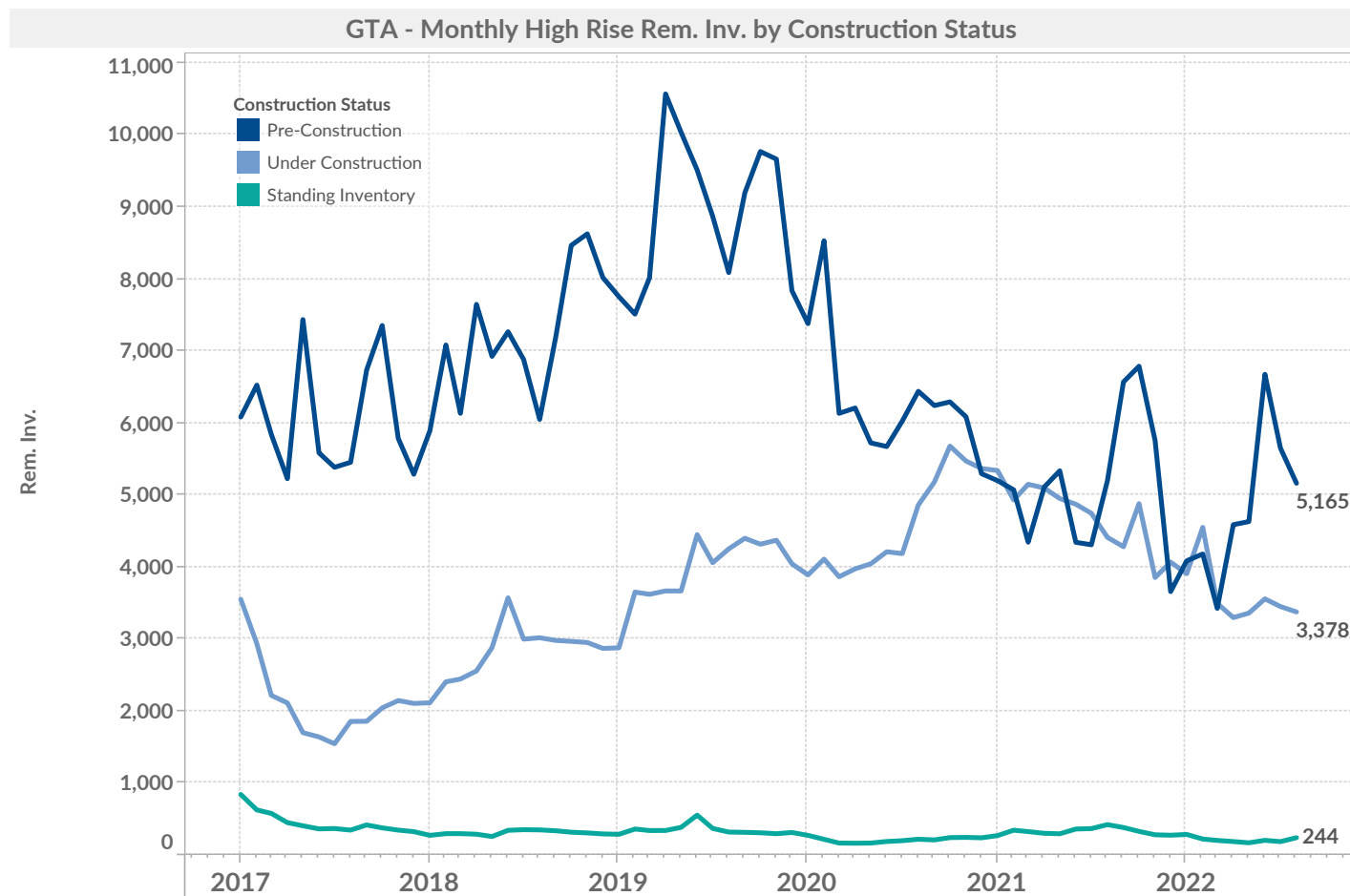
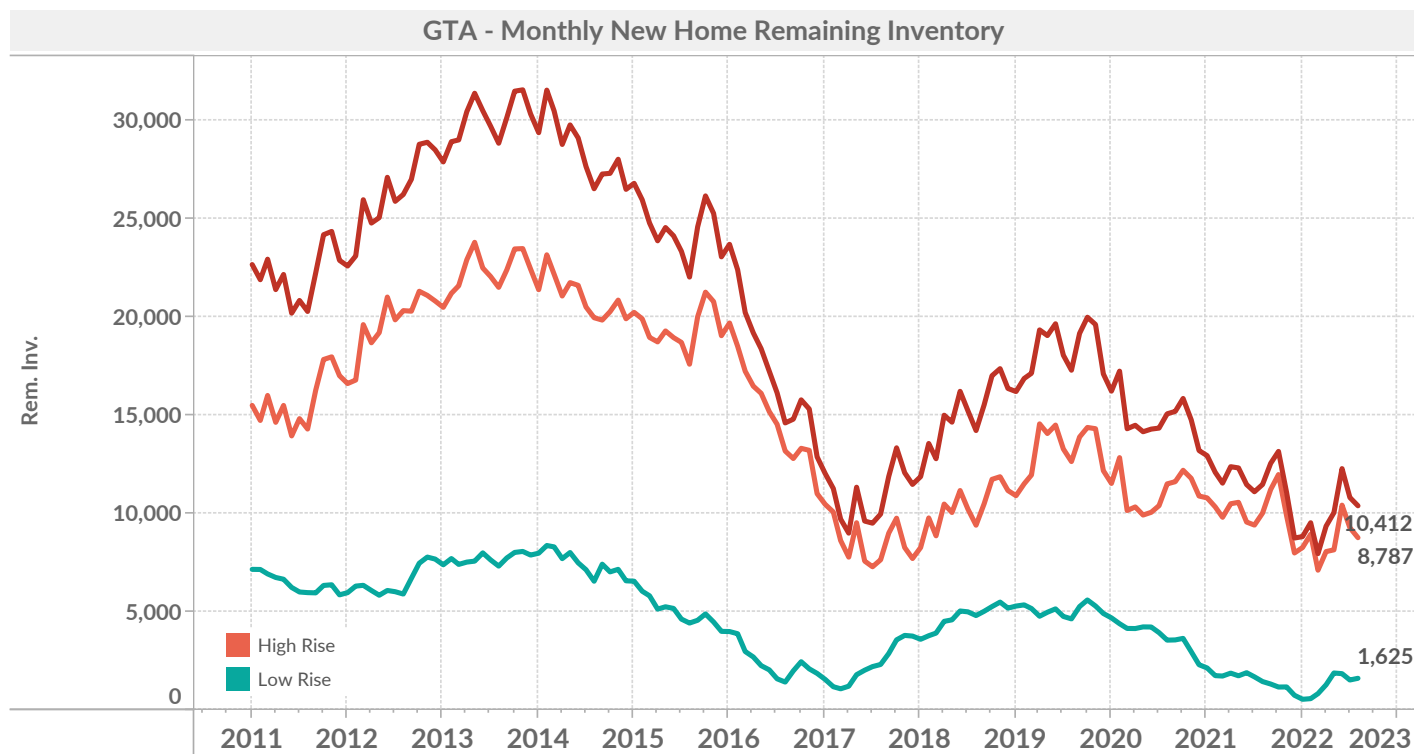
Sales & Remaining Inventory



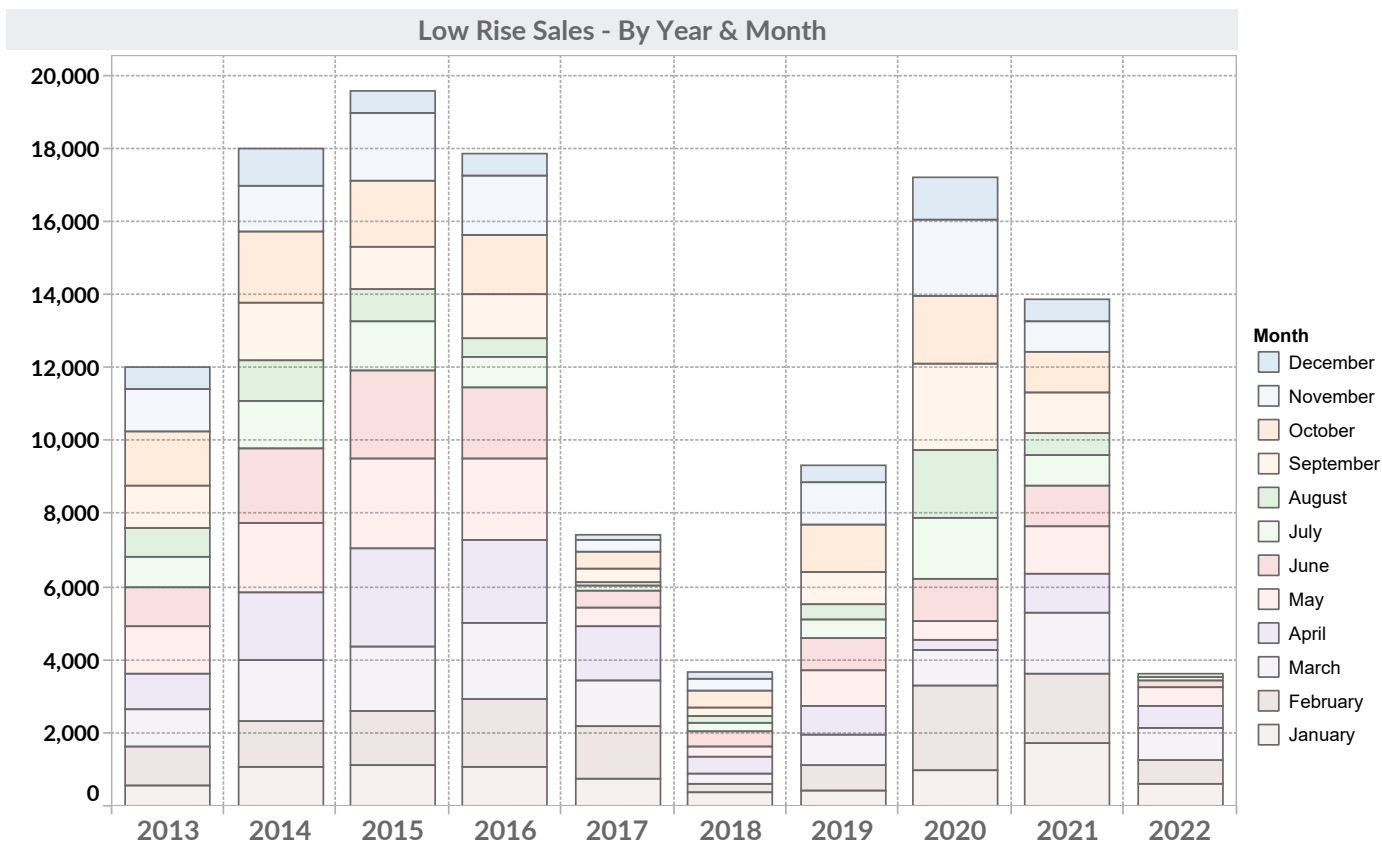
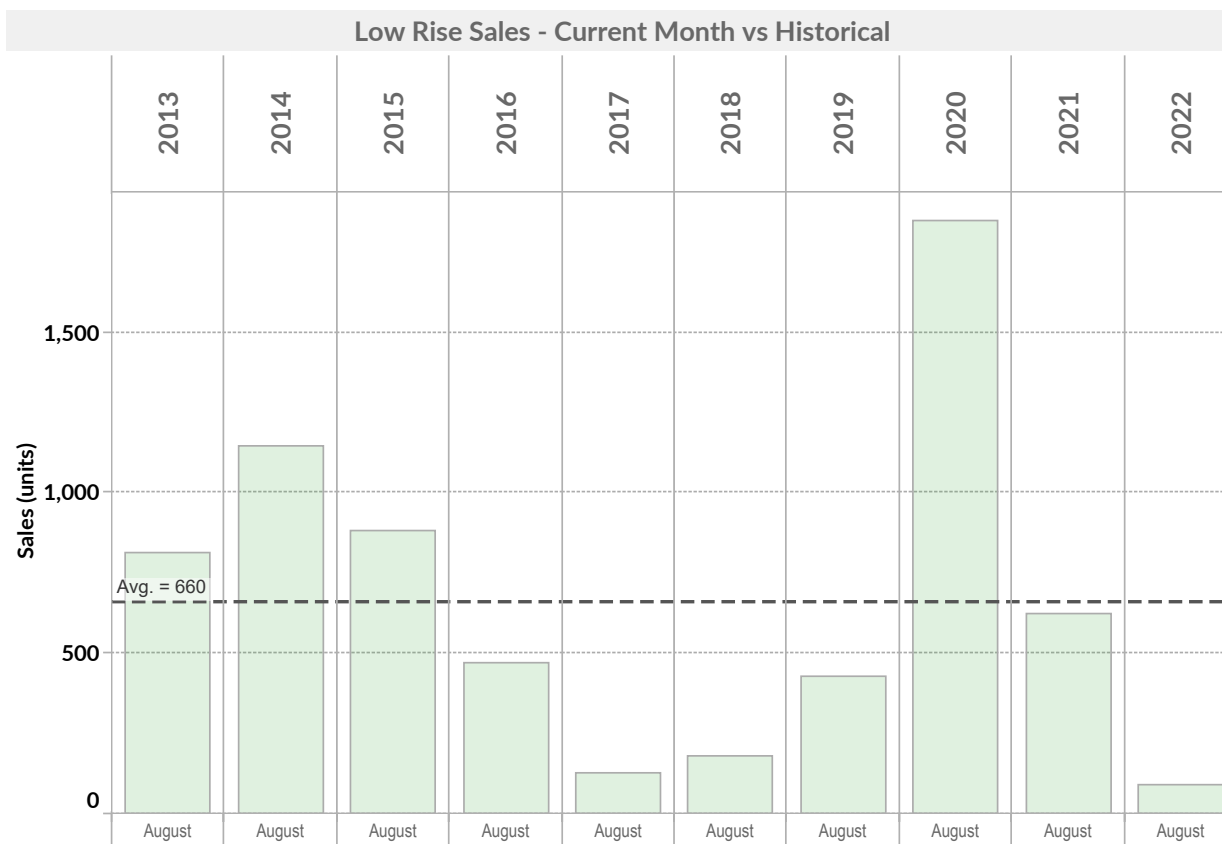
Pricing



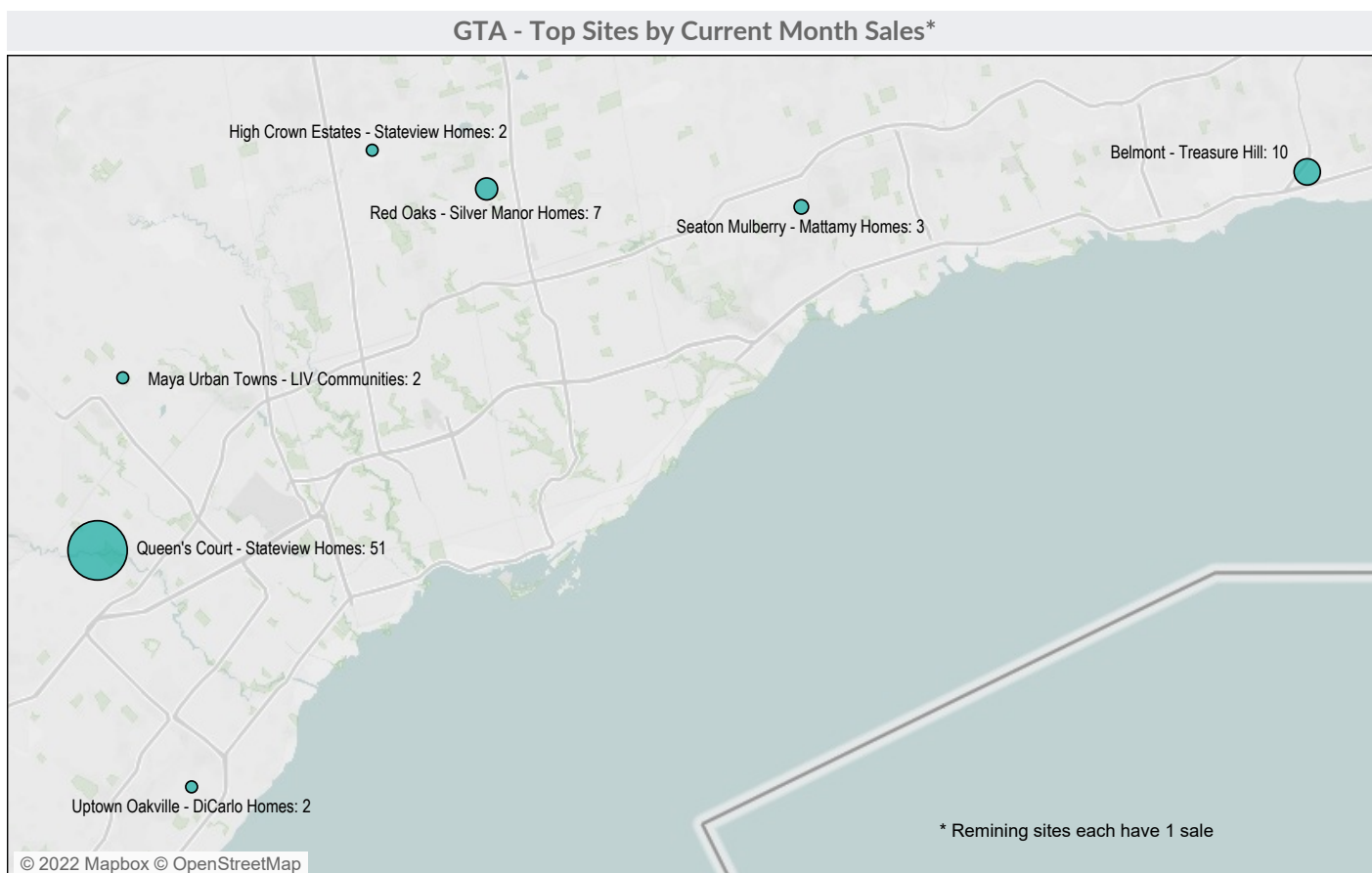
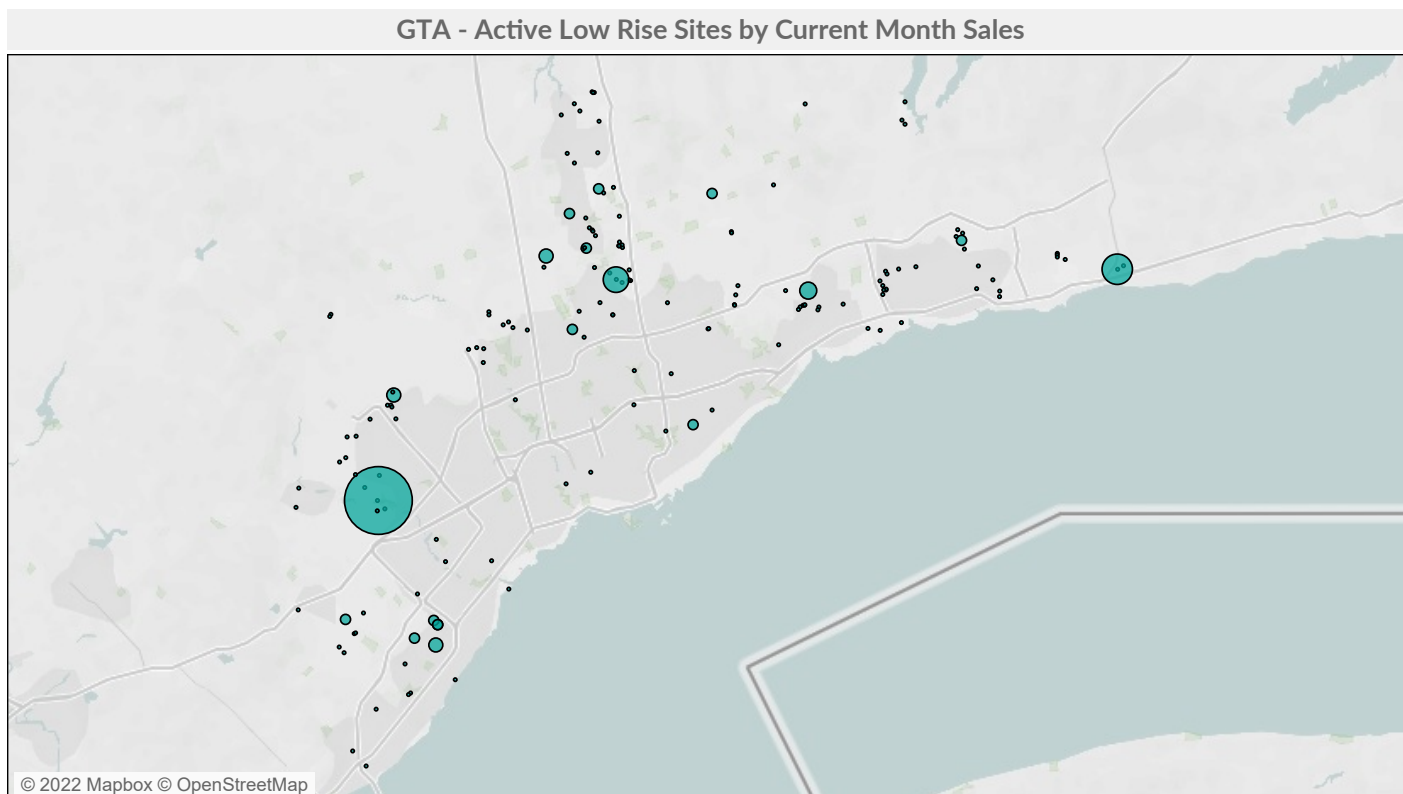
Remaining Inventory



Historical Sales Comparison



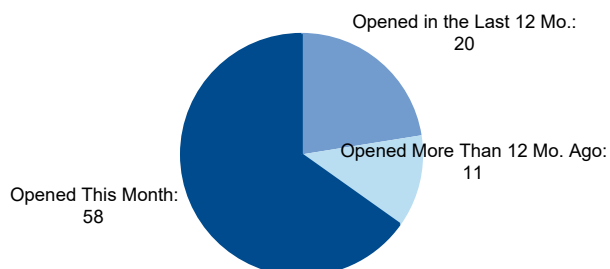
Current Sites



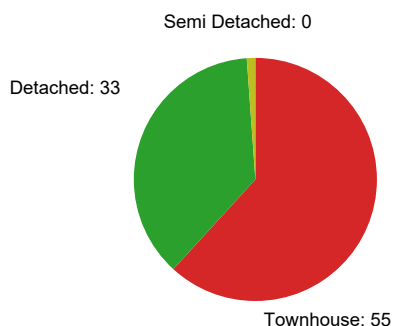
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

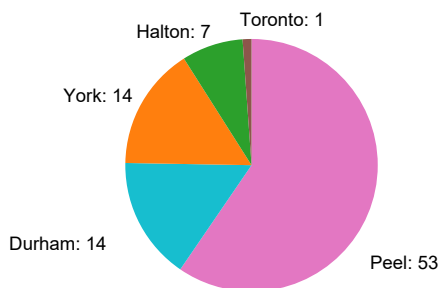
Sales by Opening Date



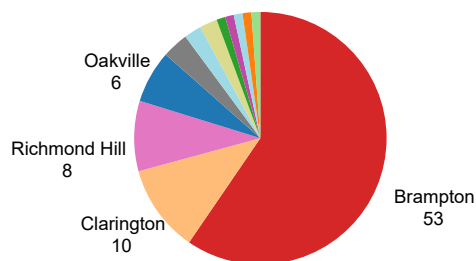
Sales by Product Type



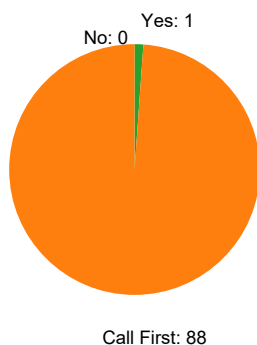
Sales by Region



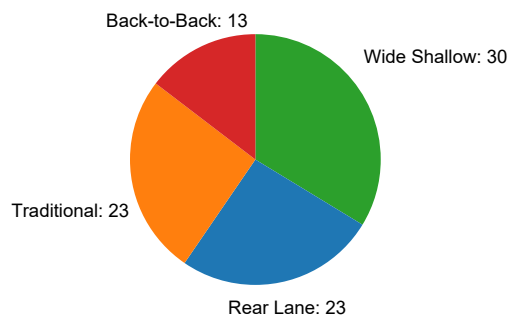
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



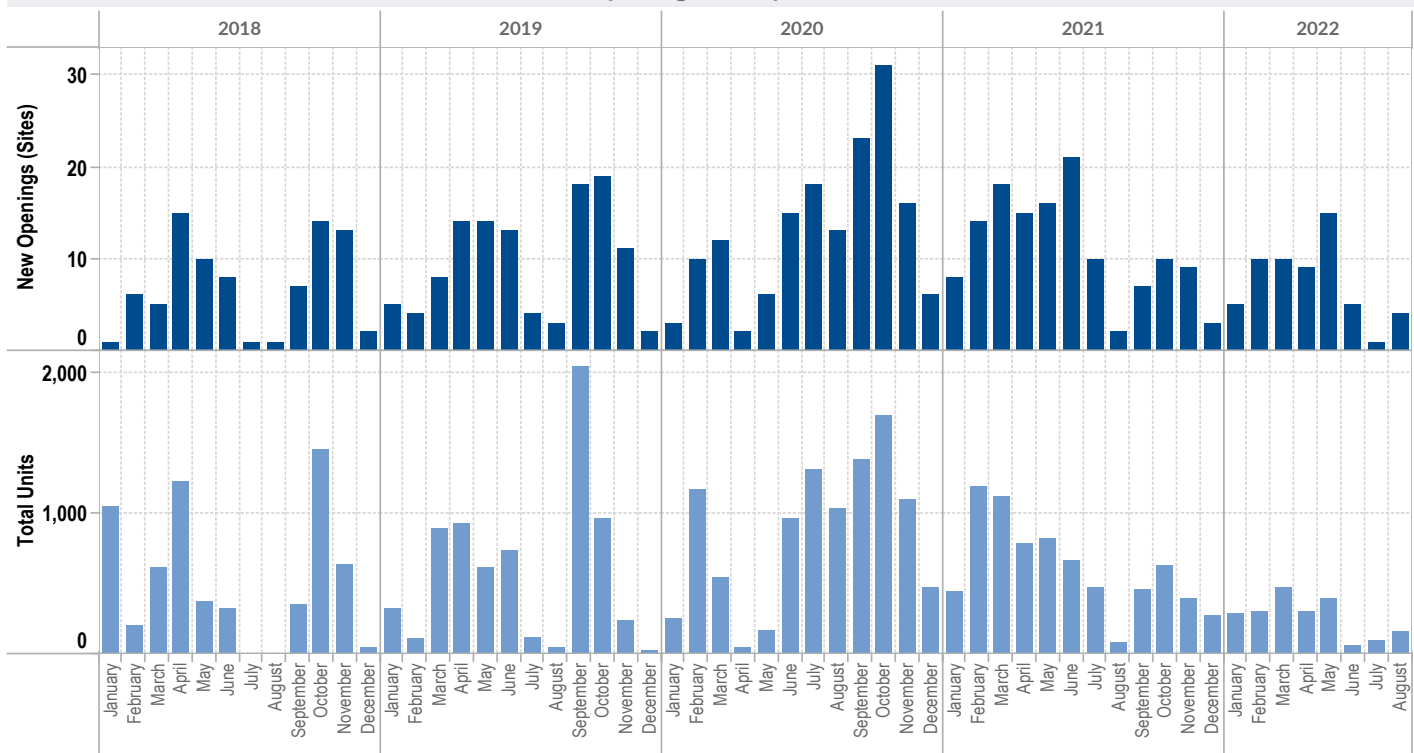
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Red Oaks - Silver Manor Homes	Freehold	Richmond Hill	2022-08-04	12	7	5	\$762
Fields of Harmony - Greycrest Homes	Freehold	Oshawa	2022-08-06	34	0	34	\$491
Queen's Court - Stateview Homes	Freehold	Brampton	2022-08-15	82	51	31	\$508
Artisan Towns - Centra Homes	Freehold Common Element	Mississauga	2022-08-17	29	0	29	\$681
Grand Total				157	58	99	\$573

* 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	3					624	17.4%		17.4%	
Paradise Developments	43	38	56	142	16	2	0	0					297	8.3%		25.6%	
Sundial Homes	0	69	30	0	45	0	0	0					144	4.0%		29.6%	
Great Gulf	39	32	35	9	4	15	1	1					136	3.8%		33.4%	
Fieldgate Homes and SmartCentres	30	22	17	29	9	0	1	0					108	3.0%		36.4%	
Gold Park Homes			45	39	23	0	0	0					107	3.0%		39.4%	
Stateview Homes					32	9	6	53					100	2.8%		42.2%	
Fieldgate Homes	6	1	16	34	22	6	0	0					85	2.4%		44.5%	
Arya Corporation	39	25	14										78	2.2%		46.7%	
Profile Developments			77	1	0	0	0	0					78	2.2%		48.9%	
Stanford Homes	0	1	0	64	8	1	0	0					74	2.1%		50.9%	
Branthaven Homes		45	7	6	12	3	0	0					73	2.0%		53.0%	
Andrin Homes	0	0	0	27	32	13	0	0					72	2.0%		55.0%	
Treasure Hill	0	0	0	1			60	10					71	2.0%		57.0%	
CountryWide Homes	16	16	8	6	13	8	2	0					69	1.9%		58.9%	
Remington Homes	0	0	30	18	13	0	0	0					61	1.7%		60.6%	
Starlane Home Corporation		50	9										59	1.6%		62.2%	
Caivan					55	1	1	1					58	1.6%		63.8%	
Lindvest	0	16	42	0	0	0	0	0					58	1.6%		65.4%	
Aspen Ridge Homes	4	35	0	0	12	5	0	0					56	1.6%		67.0%	
Dunpar Homes	9	39	6	0	0	0	1	0					55	1.5%		68.5%	
Conservatory Group	7	29	9	0	1	3	1	1					51	1.4%		69.9%	
	619	633	882	588	520	166	97	89					3,594				

Top Builders - Last 12 Months

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

Builder	2021				2022								Total	Market Share		Cum. Mkt. Share	
	September	October	November	December	January	February	March	April	May	June	July	August		%		%	
Mattamy Homes	118	140	127	21	72	100	248	120	62	13	6	3	1,030	14.3%		14.3%	
Paradise Developments	101	219	9	3	43	38	56	142	16	2	0	0	629	8.7%		23.0%	
Great Gulf	11	35	48	29	39	32	35	9	4	15	1	1	259	3.6%		26.5%	
Stateview Homes	147	1	1						32	9	6	53	249	3.4%		30.0%	
Primont Homes	5	59	48	52	32	9	0	0	2	1	0	1	209	2.9%		32.9%	
Medallion Developments	34	14	46	46	38	8							186	2.6%		35.5%	
CountryWide Homes	31	17	43	21	16	16	8	6	13	8	2	0	181	2.5%		38.0%	
Sorbara	21	58	64	8	16	9	1	0	1	0	0	0	178	2.5%		40.4%	
Delpark Homes	0	113	16	2	0	20	0	0	0	2	0	0	153	2.1%		42.5%	
Sundial Homes	0	0	0	0	0	69	30	0	45	0	0	0	144	2.0%		44.5%	
Conservatory Group	29	22	20	15	7	29	9	0	1	3	1	1	137	1.9%		46.4%	
Fieldgate Homes and SmartCentres				25	30	22	17	29	9	0	1	0	133	1.8%		48.3%	
Madison Group	64	23	0	0	21	0	0	14	0	0	5	0	127	1.8%		50.0%	
Fieldgate Homes	18	14	1	4	6	1	16	34	22	6	0	0	122	1.7%		51.7%	
Remington Homes	52	9	0	0	0	0	30	18	13	0	0	0	122	1.7%		53.4%	
Aspen Ridge Homes	23	20	10	3	4	35	0	0	12	5	0	0	112	1.5%		54.9%	
Gold Park Homes	1						45	39	23	0	0	0	108	1.5%		56.4%	
Townwood Homes	108												108	1.5%		57.9%	
Royal Pine Homes	66	3	3	8	12	0	14	0	0	0	0	0	106	1.5%		59.4%	
Starlane Home Corporation	27	18				50	9						104	1.4%		60.8%	
Lindvest	19	25	0	0	0	16	42	0	0	0	0	0	102	1.4%		62.3%	
Regal Crest Homes	10	9	11	47	17	0	0	1	6	0	0	0	101	1.4%		63.7%	
	1,111	1,115	801	606	619	633	882	588	520	166	97	89	7,227				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2022 August
Queen's Court - Stateview Homes	Brampton	Detached	30'	5
		Townhouse	18'	19
			20'	27
		Total		51
Belmont - Treasure Hill	Clarington	Detached	32'	2
			37'	5
			40'	3
		Total		10
Red Oaks - Silver Manor Homes	Richmond Hill	Detached	38'	7
		Total		7
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	0
			36'	2
			43'	0
			66'	1
		Total		3
High Crown Estates - Stateview Homes	King	Townhouse	20'	2
		Total		2
Maya Urban Towns - LIV Communities	Brampton	Townhouse	18'	2
		Total		2
Uptown Oakville - DiCarlo Homes	Oakville	Townhouse	15'	2
		Total		2
Allegro - Geranium	Aurora	Detached	52'	1
			61'	0
		Total		1
Castlewoods Estates - First View Homes	Whitchurch-Stouffville	Detached	150'	1
		Total		1
Creekside - Caivan	Oakville	Detached	31'	0
			40'	0
			42'	0
			50'	0
		Townhouse	20'	0
			24'	1
			Total	1
Dufferin Vista - Uniq Communities	Vaughan	Townhouse	20'	1
		Total		1
Fields of Harmony - Greycrest Homes	Oshawa	Link	30'	1
		Townhouse	20'	0
		Total		1
Jasper Village - Conservatory Group	Milton	Detached	36'	1
		Total		1
Joshua Creek Montage - Hallett Homes	Oakville	Detached	38'	1
			42'	0
		Townhouse	21'	0
			Total	1

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	August 2021					August 2022				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	1			30	31	0			0	0
	Brock	6			4	10					
	Clarington	1			10	11	10			0	10
	Oshawa	40	0		50	90	0	1		0	1
	Pickering	0		0	4	4	3		0	0	3
	Scugog	4			0	4	0				0
	Uxbridge	0			40	40	0			0	0
	Whitby	10	3	10	12	35	0		0	0	0
	Total	62	3	10	150	225	13	1	0	0	14
Halton	Burlington			0	1	1			0	0	0
	Halton Hills				0	0	0			0	0
	Milton	41		3	2	46	1			0	1
	Oakville	1			72	73	3			3	6
	Total	42		3	75	120	4		0	3	7
Peel	Brampton	19		0	5	24	5		0	48	53
	Caledon	8			11	19	0				0
	Mississauga			3	22	25				0	0
	Total	27		3	38	68	5		0	48	53
Toronto	East York										
	Etobicoke										
	North York	1		0	10	11	0			0	0
	Old Toronto			0	0	0			0		0
	Scarborough	0				0	1			0	1
	York				0	0				0	0
	Total	1		0	10	11	1		0	0	1
York	Aurora	4				4	2			0	2
	East Gwillimbury	22		2	7	31	0		0	0	0
	Georgina	5			3	8					
	King	0				0	0			2	2
	Markham	8			7	15	0			0	0
	Newmarket		0		0	0		0	0	0	0
	Richmond Hill	22	0	0	21	43	7	0	0	1	8
	Vaughan	16		2	13	31	0			1	1
	Whitchurch-Stouffville	62			5	67	1				1
	Total	139	0	4	56	199	10	0	0	4	14
Grand Total		271	3	20	329	623	33	1	0	55	89

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	38			123	161	8	0		0	2	10	
	Brock	15				15	0				0	0	
	Clarington	116			35	151	32	0		0	15	47	
	Oshawa	257	1		152	410	0	14		0	38	52	
	Pickering	270		1	297	568	1	0	0	0	30	31	
	Scugog	80	26		35	141	9	0		0	0	9	
	Uxbridge	6			49	55	18	0		0	26	44	
	Whitby	156	17	74	182	429	13	0		15	47	75	
	Total	938	44	75	873	1,930	81	14	0	15	158	268	
Halton	Burlington	89		1	62	152	0	0		0	7	7	
	Halton Hills	2			36	38	4	0		0	3	7	
	Milton	193			108	301	3	0		0	0	3	
	Oakville	307			303	610	169			0	196	365	
	Total	591		1	509	1,101	176	0		0	206	382	
Peel	Brampton	690		26	307	1,023	56	0		0	144	200	
	Caledon	112			49	161	26	0		0	0	26	
	Mississauga			4	150	154	0	0		0	29	29	
	Total	802		30	506	1,338	82	0		0	173	255	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	1		4	23	28	19	0		0	0	19	
	Old Toronto			1	12	13	0	0		12	0	12	
	Scarborough	12		8	172	192	2	0		0	0	2	
	York				55	55	0			0	4	4	
	Total	13		13	262	288	21	0		12	4	37	
York	Aurora	115			96	211	31	0	0	0	5	36	
	East Gwillimbury	164		17	17	198	87			8	35	130	
	Georgina	48				48	0	0		0	0	0	
	King	0			32	32	0	0		0	7	7	
	Markham	210			315	525	35	0		0	25	60	
	Newmarket		0	7	45	52	0	0		7	4	11	
	Richmond Hill	284	0	31	298	613	158	0		8	93	259	
	Vaughan	251		2	315	568	131	0		0	44	175	
	Whitchurch-Stouffville	217			106	323	5			0	0	5	
	Total	1,289	0	57	1,224	2,570	447	0	0	23	213	683	
Grand Total		3,633	44	176	3,374	7,227	807	14	0	50	754	1,625	

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