



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of October 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-22		Oct-21		Change
High Rise	1,601		3,202		-50.0%
Low Rise	406		1,113		-63.5%
Total	2,007		4,315		-53.5%
Year to Date Sales	Jan.-Oct. 2022		Jan.-Oct. 2021		Y/Y Change
High Rise	19,520		26,261		-25.7%
Low Rise	4,047		12,427		-67.4%
Total	23,567		38,688		-39.1%
Year to Date Supply	Jan.-Oct. 2022		Jan.-Oct. 2021		Y/Y Change
High Rise	22,363		26,045		-14.1%
Low Rise	5,082		11,299		-55.0%
Total	27,445		37,344		-26.5%
Year to Date Completions	Jan.-Oct. 2022		Jan.-Oct. 2021		Y/Y Change
High Rise	10,570		15,951		-33.7%
Remaining Inventory	Oct-22	Sep-22	Oct-21	M/M Change	Y/Y Change
High Rise	10,773	10,914	11,968	-1.3%	-10.0%
Low Rise	1,815	1,588	1,178	14.3%	54.1%
Total	12,588	12,502	13,146	0.7%	-4.2%
Benchmark Price	Oct-22	Sep-22	Oct-21	M/M Change	Y/Y Change
High Rise	\$1,147,318	\$1,159,455	\$1,052,208	-1.0%	9.0%
Low Rise	\$1,815,642	\$1,853,214	\$1,656,043	-2.0%	9.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	7	334	372	115	
High Rise Units	1,235	86,938	103,893	29,173	
% Sold*	18%	88%	93%	74%	
Low Rise Projects	11	171			
Low Rise Units	485	19,067			
% Sold*	55%	90%			

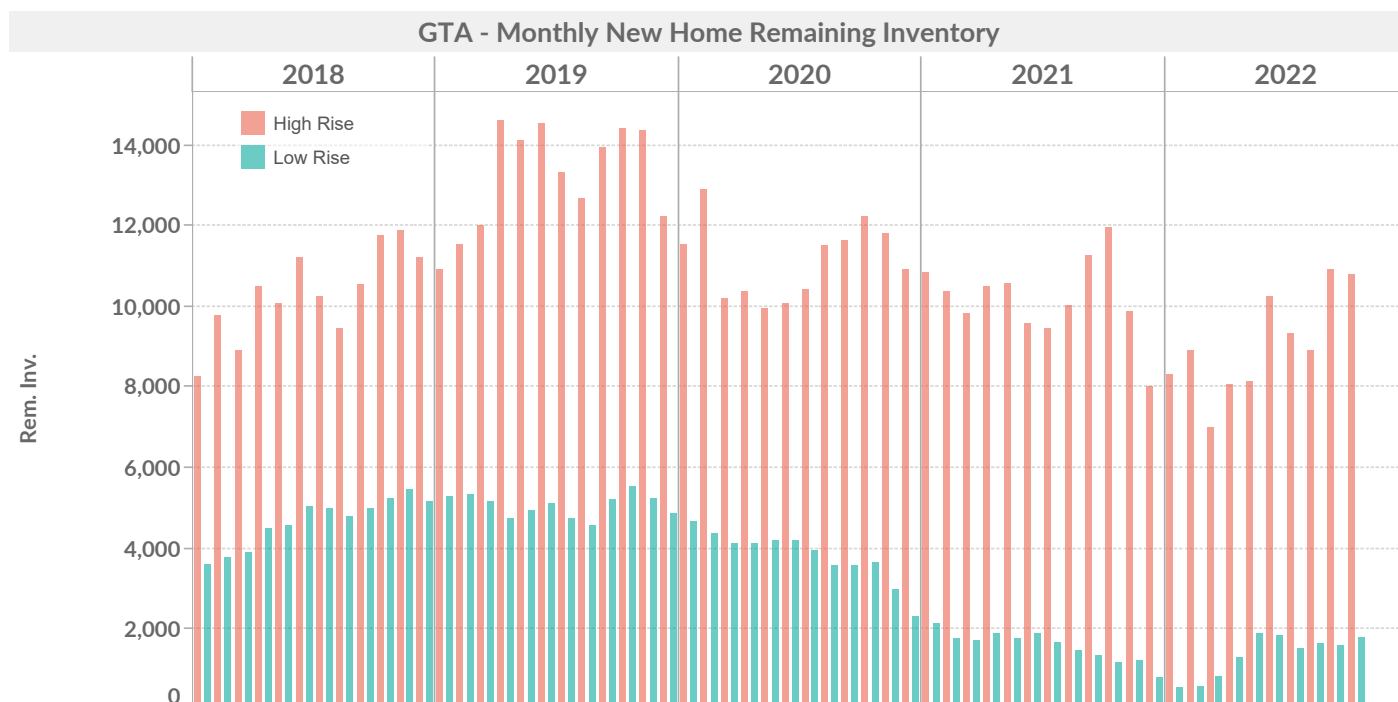
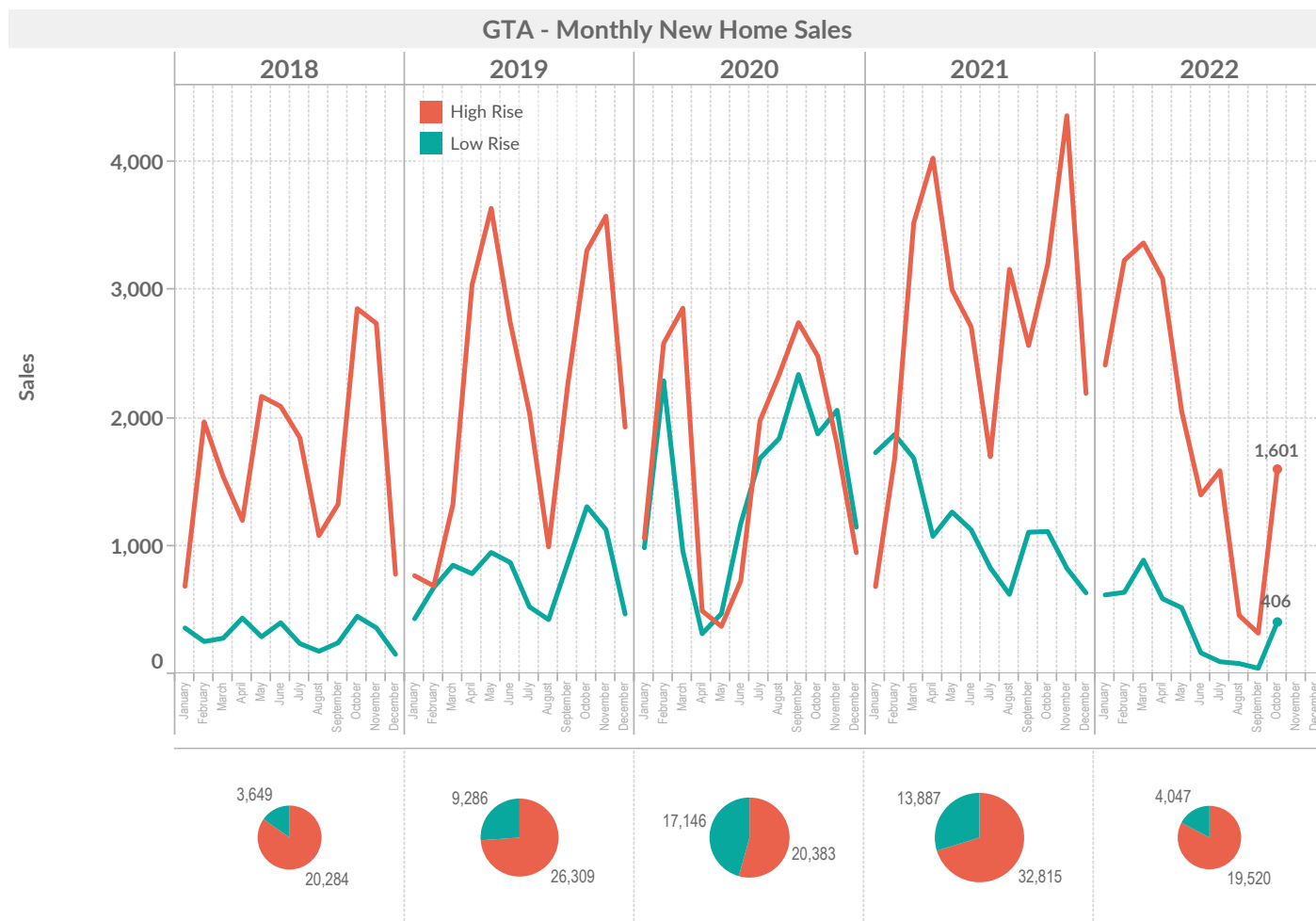
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

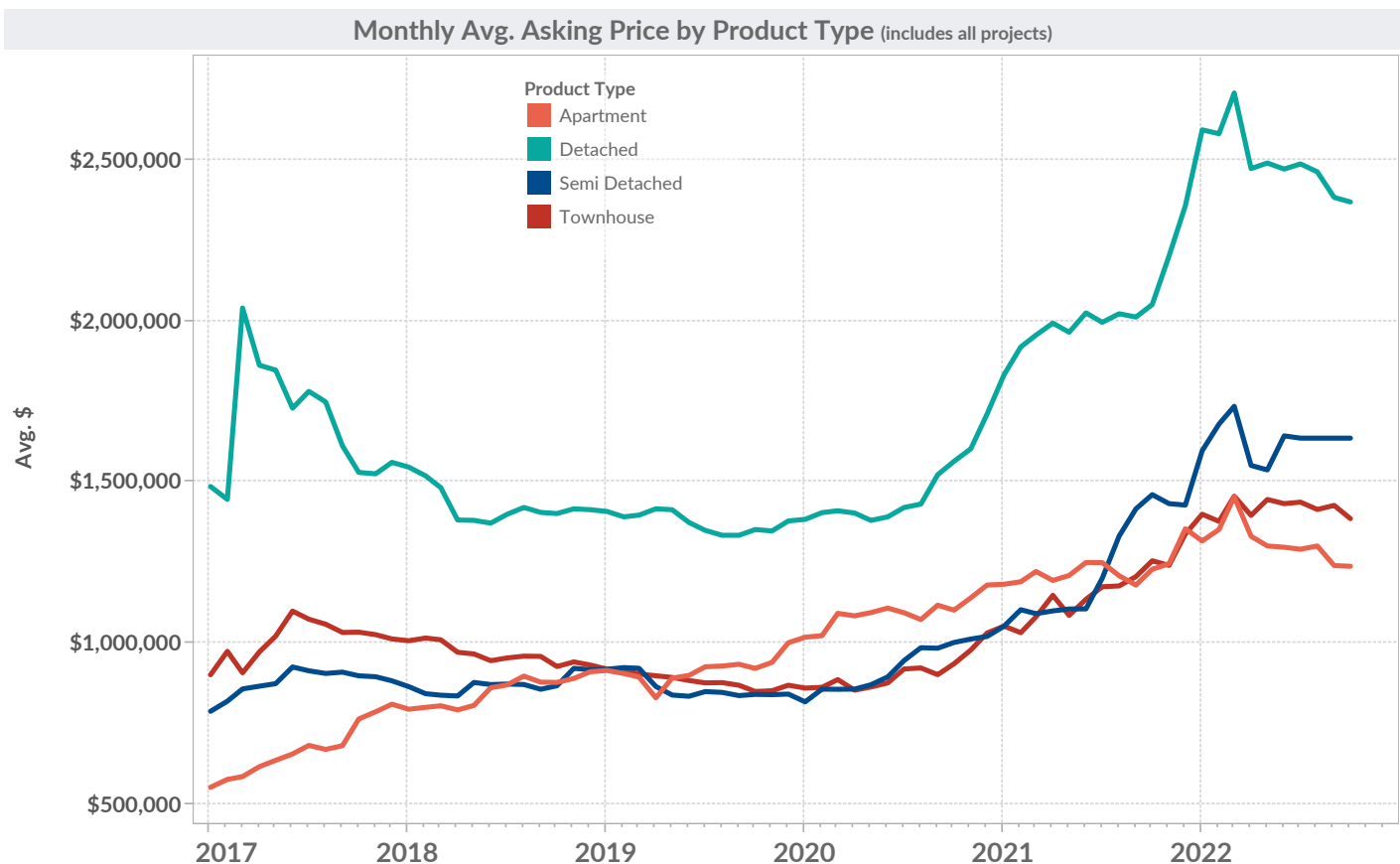
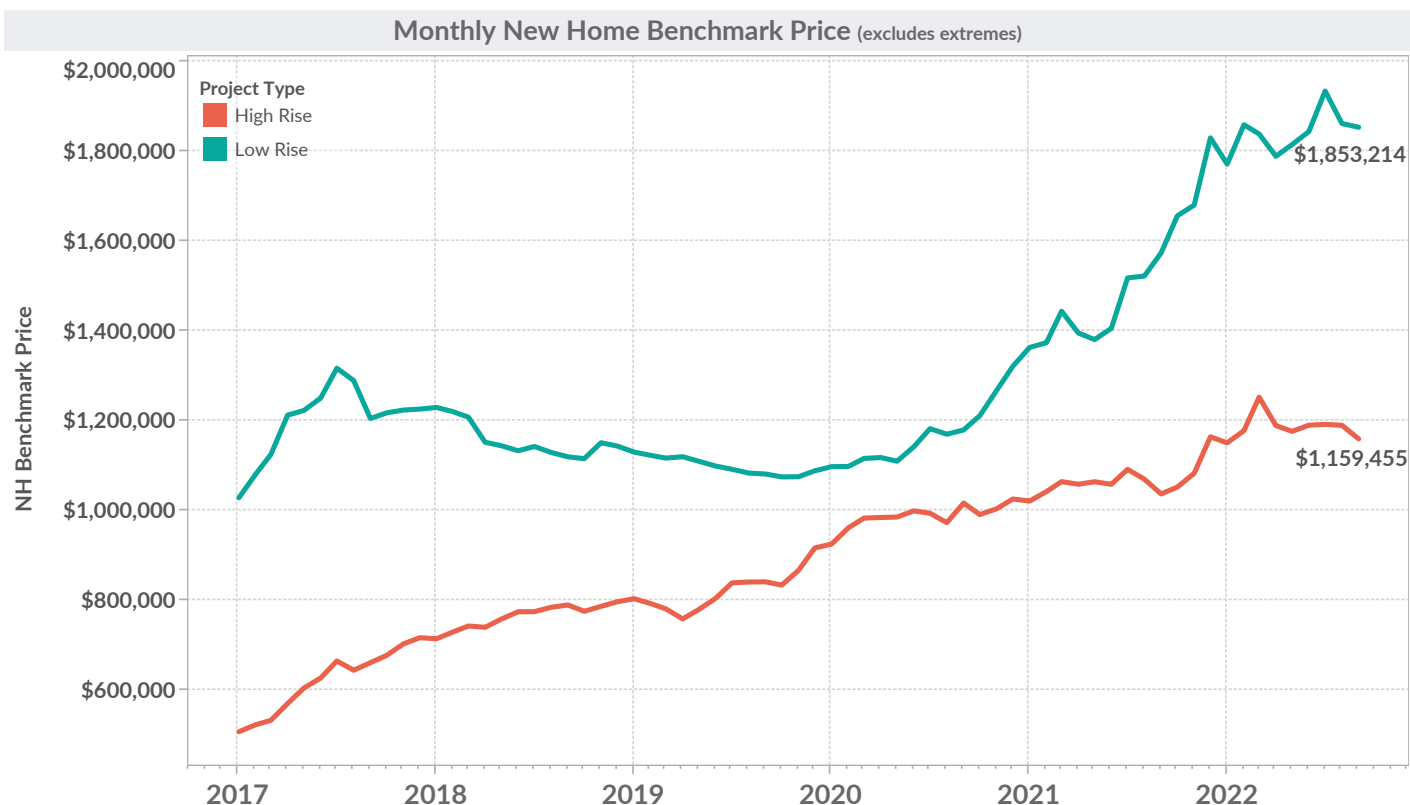
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

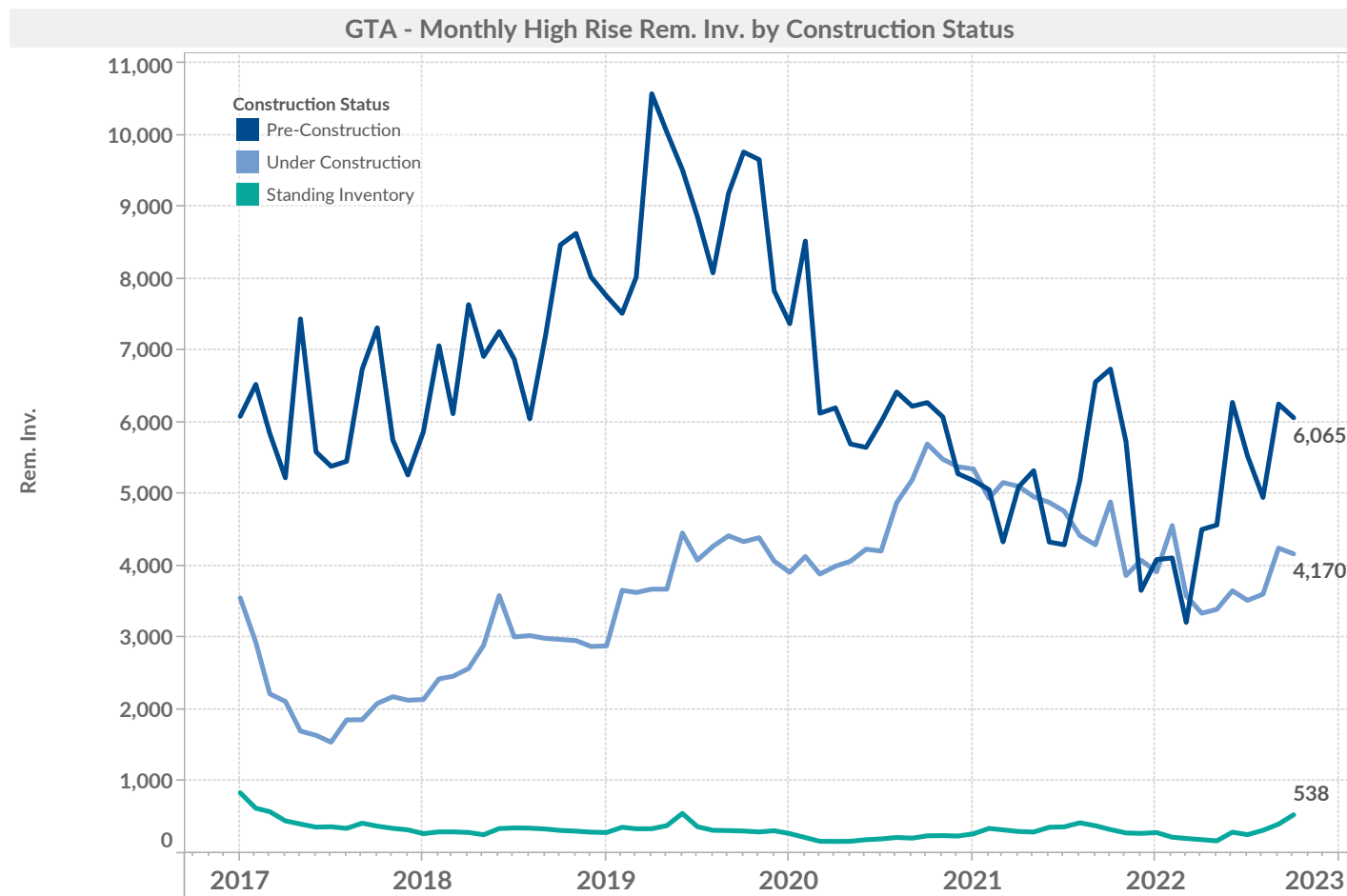
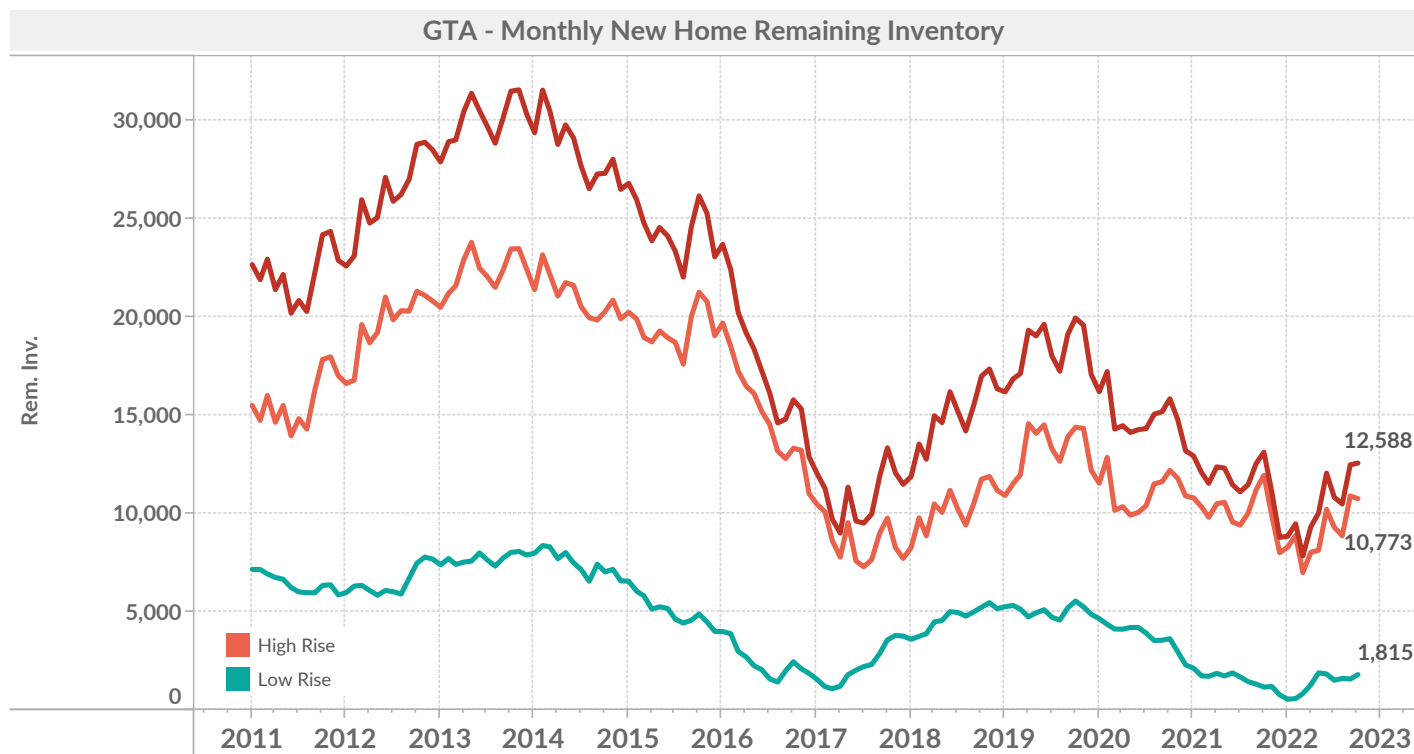
Sales & Remaining Inventory



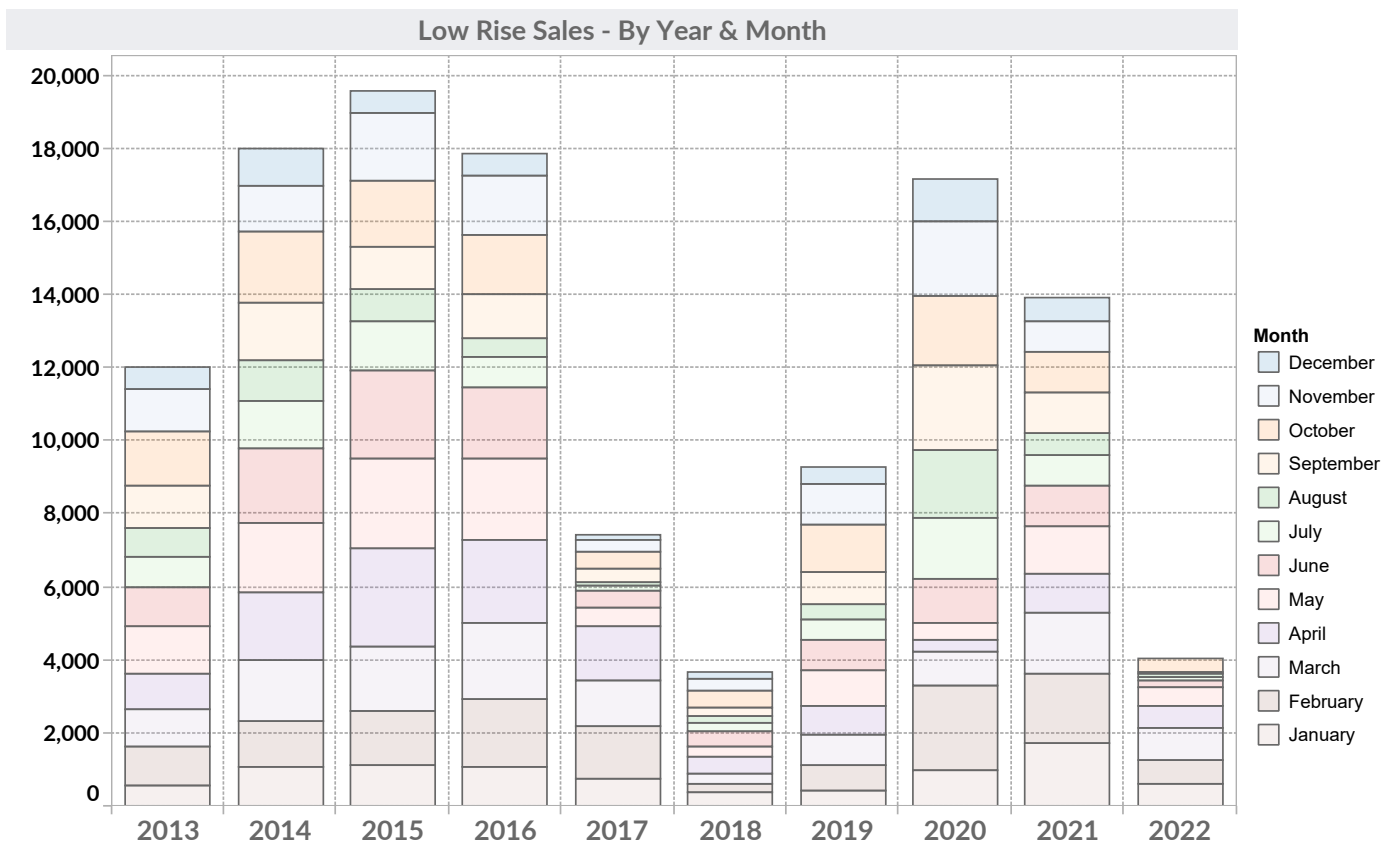
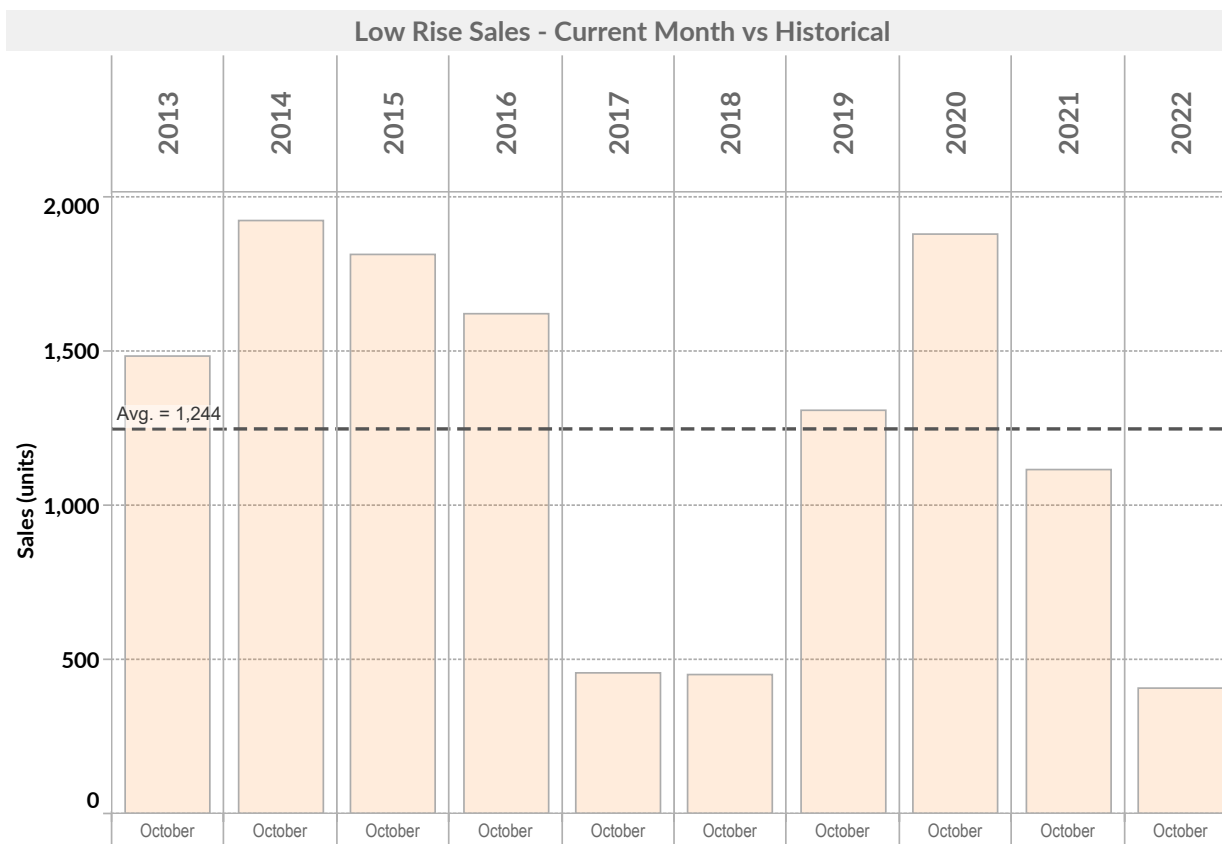
Pricing



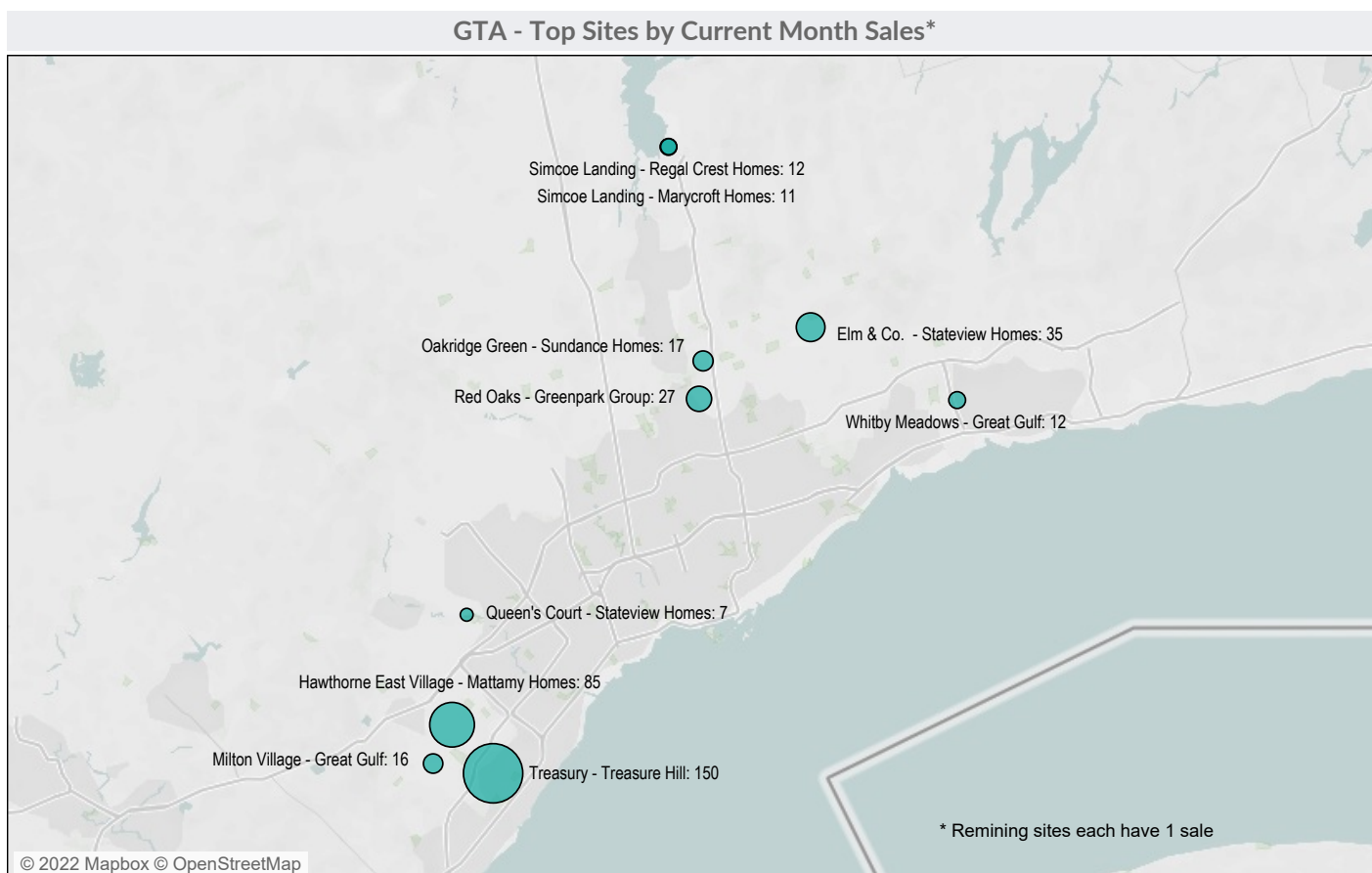
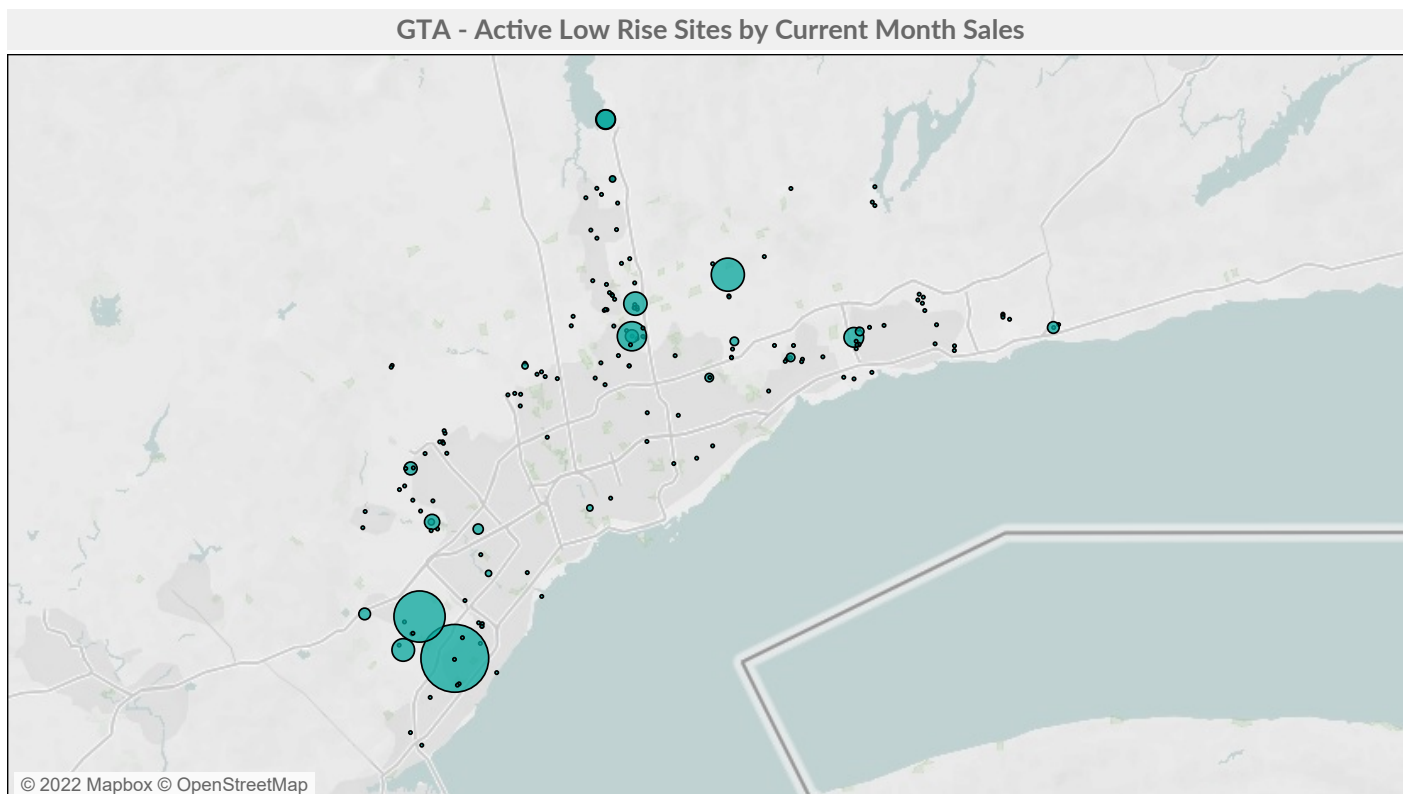
Remaining Inventory



Historical Sales Comparison



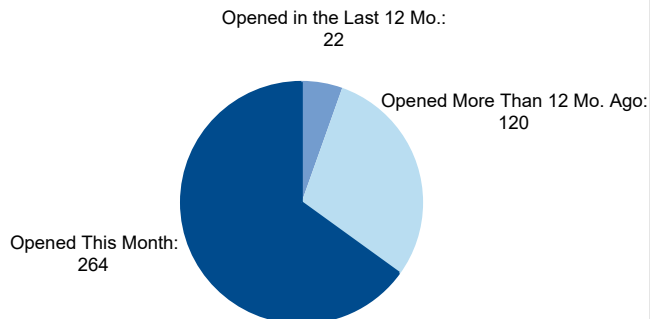
Current Sites



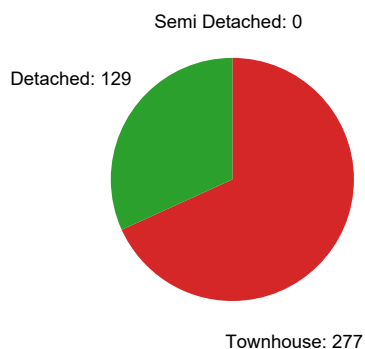
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

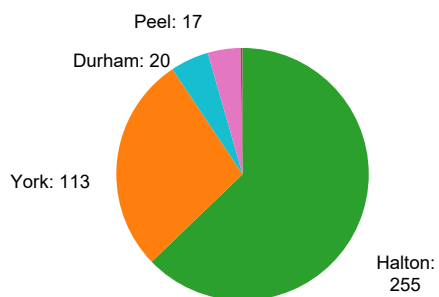
Sales by Opening Date



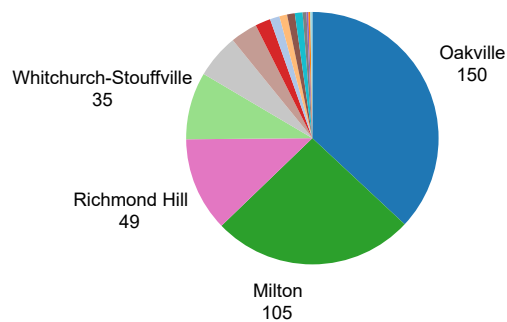
Sales by Product Type



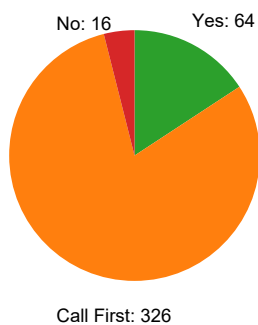
Sales by Region



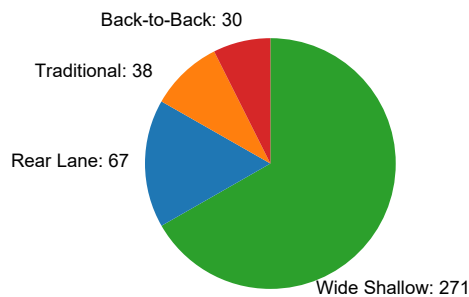
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



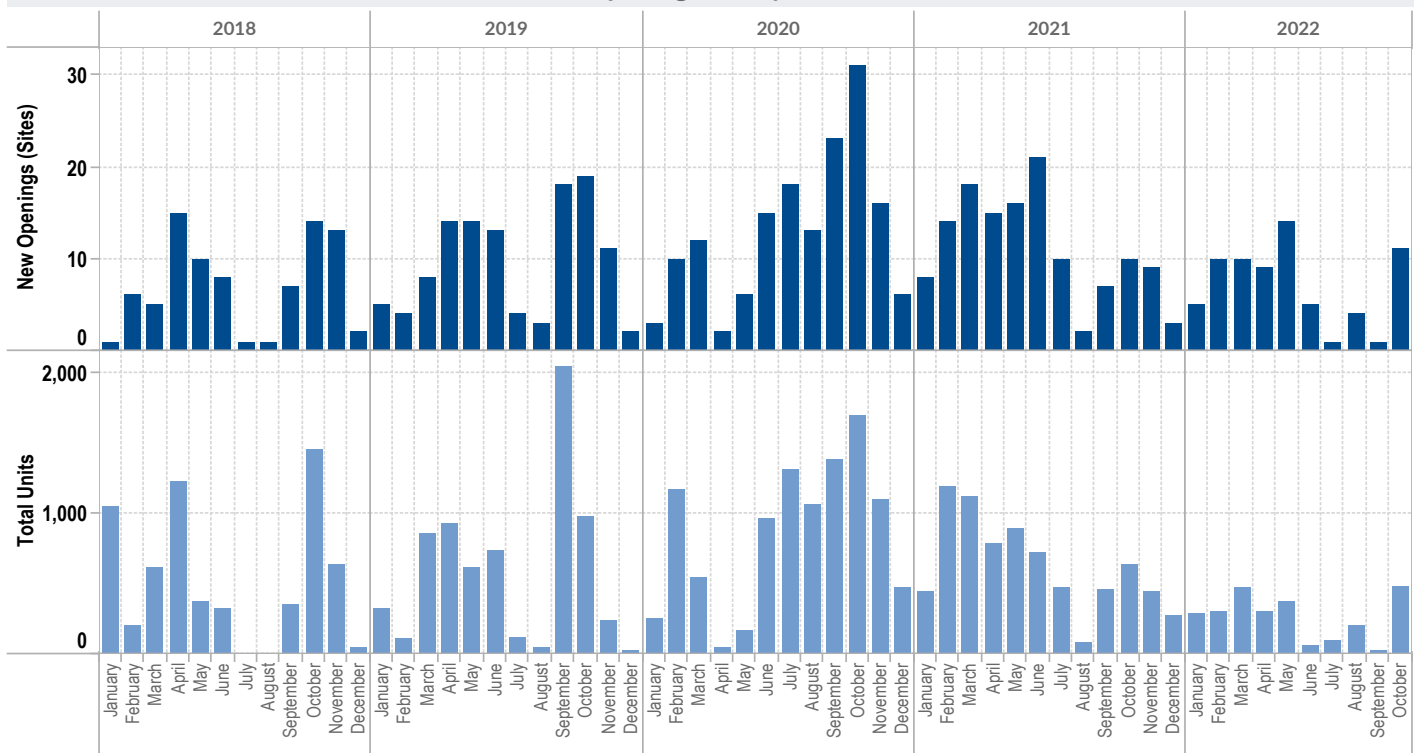
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Treasury - Treasure Hill	Freehold	Oakville	2022-10-01	150	150	0	
Hawthorne East Village - Mattamy Homes	Freehold	Milton	2022-10-08	4	4	0	
Whitby Meadows - Great Gulf	Freehold	Whitby	2022-10-08	36	12	24	\$449
Panorama - Royalpark Homes	Freehold Common Element	Milton	2022-10-11	24	4	20	\$511
Oakridge Green - Sundance Homes	Freehold	Richmond Hill	2022-10-14	32	17	15	\$701
Red Oaks - Greenpark Group	Freehold	Richmond Hill	2022-10-15	42	27	15	\$776
Elm & Co. - Stateview Homes	Freehold Common Element	Whitchurch-Stouf..	2022-10-20	120	35	85	\$494
Ravine Estates on Fletchers Creek - Vandyk Properties Inc.	Freehold	Mississauga	2022-10-20	37	3	34	\$776
Simcoe Landing - Marycroft Homes	Freehold	Georgina	2022-10-22	8	2	6	\$461
Simcoe Landing - Regal Crest Homes	Freehold	Georgina	2022-10-22	16	5	11	\$496
North on Bayview - Mansouri Living	Freehold Common Element	Richmond Hill	2022-10-31	16	0	16	\$662
Grand Total				485	259	226	\$597

* 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	1	85			710	17.5%		17.5%	
Paradise Developments	43	38	56	142	16	2	0	0	0	0			297	7.3%		24.9%	
Treasure Hill	0	0	0	1			60	10	4	154			229	5.7%		30.5%	
Great Gulf	39	32	35	9	4	15	1	1	3	28			167	4.1%		34.7%	
Stateview Homes					32	9	6	53	11	42			153	3.8%		38.4%	
Sundial Homes	0	69	30	0	45	0	0	0	0	0			144	3.6%		42.0%	
Fieldgate Homes and SmartCentres	30	22	17	29	9	0	1	0	0	0			108	2.7%		44.7%	
Gold Park Homes			45	39	23	0	0	0	0	0			107	2.6%		47.3%	
Fieldgate Homes	6	1	16	34	22	6	0	0	0	0			85	2.1%		49.4%	
Arya Corporation	39	25	14										78	1.9%		51.3%	
Profile Developments			77	1	0	0	0	0	0	0			78	1.9%		53.3%	
Branthaven Homes		45	7	6	12	3	0	0	2	1			76	1.9%		55.2%	
Stanford Homes	0	1	0	64	8	1	0	0	0	0			74	1.8%		57.0%	
Andrin Homes	0	0	0	27	32	13	0	0	0	0			72	1.8%		58.8%	
CountryWide Homes	16	16	8	6	13	8	2	0	1	0			70	1.7%		60.5%	
Conservatory Group	8	34	16	0	1	3	1	0	1	0			64	1.6%		62.1%	
Remington Homes	0	0	30	18	13	0	0	0	0	2			63	1.6%		63.6%	
Starlane Home Corporation		50	9										59	1.5%		65.1%	
Aspen Ridge Homes	4	35	0	0	12	5	0	0	1	1			58	1.4%		66.5%	
Caivan					55	1	1	1	0	0			58	1.4%		68.0%	
Linvest	0	16	42	0	0	0	0	0	0	0			58	1.4%		69.4%	
Dunpar Homes	9	39	6	0	0	0	1	0	0	1			56	1.4%		70.8%	
	618	638	890	588	518	166	96	82	45	406			4,047				

Top Builders - Last 12 Months

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

	2021		2022										Total	Market Share		Cum. Mkt. Share		
Builder	November	December	January	February	March	April	May	June	July	August	September	October		%		%		
Mattamy Homes	127	21	72	100	248	120	62	13	6	3	1	85	858		15.6%		15.6%	
Paradise Developments	9	3	43	38	56	142	16	2	0	0	0	0	309		5.6%		21.2%	
Great Gulf	48	29	39	32	35	9	4	15	1	1	3	28	244		4.4%		25.6%	
Treasure Hill	9	4	0	0	0	1			60	10	4	154	242		4.4%		30.0%	
Stateview Homes	1						32	9	6	53	11	42	154		2.8%		32.8%	
Primont Homes	48	52	32	9	0	0	2	1	0	1	0	0	145		2.6%		35.4%	
Sundial Homes	0	0	0	69	30	0	45	0	0	0	0	0	144		2.6%		38.1%	
Medallion Developments	46	46	38	8									138		2.5%		40.6%	
CountryWide Homes	43	21	16	16	8	6	13	8	2	0	1	0	134		2.4%		43.0%	
Fieldgate Homes and SmartCentres		25	30	22	17	29	9	0	1	0	0	0	133		2.4%		45.4%	
Hallett Homes	46	45	7				20	0	0	1	2	0	121		2.2%		47.6%	
Gold Park Homes					45	39	23	0	0	0	0	0	107		1.9%		49.6%	
Conservatory Group	20	15	8	34	16	0	1	3	1	0	1	0	99		1.8%		51.4%	
Sorbara	64	8	16	9	1	0	1	0	0	0	0	0	99		1.8%		53.2%	
Arya Corporation		17	39	25	14								95		1.7%		54.9%	
Regal Crest Homes	11	47	17	0	0	1	6	0	0	0	0	12	94		1.7%		56.6%	
Fieldgate Homes	1	4	6	1	16	34	22	6	0	0	0	0	90		1.6%		58.2%	
Profile Developments					77	1	0	0	0	0	0	0	78		1.4%		59.6%	
Stanford Homes	4	0	0	1	0	64	8	1	0	0	0	0	78		1.4%		61.0%	
Branthaven Homes				45	7	6	12	3	0	0	2	1	76		1.4%		62.4%	
Andrin Homes	0	0	0	0	0	27	32	13	0	0	0	0	72		1.3%		63.7%	
Aspen Ridge Homes	10	3	4	35	0	0	12	5	0	0	1	1	71		1.3%		65.0%	
	826	634	618	638	890	588	518	166	96	82	45	406	5,507					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2022 October
Treasury - Treasure Hill	Oakville	Townhouse	18'	100
			20'	50
			Total	150
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	15
			34'	4
			36'	16
			43'	2
			66'	2
		Townhouse	21'	13
			23'	33
			Total	85
Elm & Co. - Stateview Homes	Whitchurch-Stouffville	Townhouse	14'	2
			18'	20
			20'	13
			Total	35
Red Oaks - Greenpark Group	Richmond Hill	Detached	38'	11
			41'	10
			45'	6
			Total	27
Oakridge Green - Sundance Homes	Richmond Hill	Detached	42'	12
			50'	5
			Total	17
Milton Village - Great Gulf	Milton	Detached	31'	0
			36'	0
		Townhouse	21'	16
			Total	16
Simcoe Landing - Regal Crest Homes	Georgina	Detached	36'	1
			45'	6
			50'	4
			60'	1
			Total	12
Whitby Meadows - Great Gulf	Whitby	Detached	36'	0
			20'	0
		Townhouse	22'	12
			Total	12
Simcoe Landing - Marycroft Homes	Georgina	Detached	36'	4
			45'	5
			50'	0
			60'	2
			Total	11
Queen's Court - Stateview Homes	Brampton	Townhouse	18'	1
			20'	6
			Total	7

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	October 2021					October 2022				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0			35	35	0			0	0
	Brock	2				2					
	Clarington	10			1	11	4			0	4
	Oshawa	28	0		35	63	0	0		0	0
	Pickering	1		1	52	54	0		0	2	2
	Scugog	61	26		31	118	0				0
	Uxbridge	1			5	6	0			0	0
	Whitby	11	7	0	1	19	2		0	12	14
	Total	114	33	1	160	308	6	0	0	14	20
Halton	Burlington				0	0			0	0	0
	Halton Hills				0	0	0			0	0
	Milton	35			26	61	39			66	105
	Oakville	20			31	51	0			150	150
	Total	55			57	112	39		0	216	255
Peel	Brampton	189		8	17	214	0		0	8	8
	Caledon	1			3	4	5				5
	Mississauga			0	35	35	3			1	4
	Total	190		8	55	253	8		0	9	17
Toronto	East York										
	Etobicoke										
	North York	0		0	3	3	0			0	0
	Old Toronto			0	0	0			0		0
	Scarborough	0		0	23	23	0			0	0
	York				0	0				1	1
	Total	0		0	26	26	0		0	1	1
York	Aurora	5			5	10	0			0	0
	East Gwillimbury	37		2	1	40	1		0	0	1
	Georgina	0				0	23				23
	King	0				0	0			0	0
	Markham	136			40	176	2			2	4
	Newmarket		0		0	0		0	0	0	0
	Richmond Hill	28	0	0	53	81	49	0	0	0	49
	Vaughan	6			9	15	1			0	1
	Whitchurch-Stouffville	50			42	92	0			35	35
	Total	262	0	2	150	414	76	0	0	37	113
Grand Total		621	33	11	448	1,113	129	0	0	277	406

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	36			76	112	8	0		0	2	10	
	Brock	10				10	0				0	0	
	Clarington	95			29	124	24	0		0	12	36	
	Oshawa	119	2		64	185	0	13		0	38	51	
	Pickering	250		0	210	460	0	0	0	0	27	27	
	Scugog	16			4	20	9	0		0	0	9	
	Uxbridge	3			24	27	20	0		0	26	46	
	Whitby	143	9	71	177	400	8	0		15	35	58	
	Total	672	11	71	584	1,338	69	13	0	15	140	237	
Halton	Burlington	89		0	60	149	0	0		0	7	7	
	Halton Hills	2			36	38	4	0		0	0	4	
	Milton	194		1	116	311	4	0		0	23	27	
	Oakville	290			464	754	159			0	216	375	
	Total	575		1	676	1,252	167	0		0	246	413	
Peel	Brampton	286		18	301	605	50	0		0	109	159	
	Caledon	109			45	154	40	0		0	0	40	
	Mississauga	3		4	103	110	34	0		0	74	108	
	Total	398		22	449	869	124	0		0	183	307	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	0		4	15	19	0	0		0	0	0	
	Old Toronto			1	12	13	0	0		12	0	12	
	Scarborough	6		2	97	105	2	0		0	0	2	
	York				55	55	0			0	3	3	
	Total	6		7	179	192	2	0		12	3	17	
York	Aurora	103			73	176	31	0	0	0	5	36	
	East Gwillimbury	60		10	13	83	85			8	35	128	
	Georgina	66				66	36	0		0	0	36	
	King	0			35	35	0	0		0	4	4	
	Markham	70			94	164	27	0		0	23	50	
	Newmarket		0	7	45	52	0	0		7	4	11	
	Richmond Hill	276	0	31	222	529	185	0		8	120	313	
	Vaughan	239			298	537	127	0		0	44	171	
	Whitchurch-Stouffville	116			98	214	7			0	85	92	
	Total	930	0	48	878	1,856	498	0	0	23	320	841	
Grand Total		2,581	11	149	2,766	5,507	860	13	0	50	892	1,815	

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