



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of November 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-22		Nov-21		Change
High Rise	1,053		4,362		-75.9%
Low Rise	277		826		-66.5%
Total	1,330		5,188		-74.4%
Year to Date Sales	Jan.-Nov. 2022		Jan.-Nov. 2021		Y/Y Change
High Rise	20,403		30,621		-33.4%
Low Rise	4,328		13,250		-67.3%
Total	24,731		43,871		-43.6%
Year to Date Supply	Jan.-Nov. 2022		Jan.-Nov. 2021		Y/Y Change
High Rise	24,433		28,477		-14.2%
Low Rise	5,344		12,154		-56.0%
Total	29,777		40,631		-26.7%
Year to Date Completions	Jan.-Nov. 2022		Jan.-Nov. 2021		Y/Y Change
High Rise	10,973		17,074		-35.7%
Remaining Inventory	Nov-22	Oct-22	Nov-21	M/M Change	Y/Y Change
High Rise	11,997	10,994	9,895	9.1%	21.2%
Low Rise	1,802	1,816	1,213	-0.8%	48.6%
Total	13,799	12,810	11,108	7.7%	24.2%
Benchmark Price	Nov-22	Oct-22	Nov-21	M/M Change	Y/Y Change
High Rise	\$1,121,906	\$1,147,318	\$1,082,713	-2.2%	3.6%
Low Rise	\$1,741,828	\$1,815,642	\$1,679,941	-4.1%	3.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	345	378	120	
High Rise Units	2,229	88,680	105,910	28,733	
% Sold*	34%	86%	93%	71%	
Low Rise Projects	4	174			
Low Rise Units	156	19,289			
% Sold*	75%	91%			

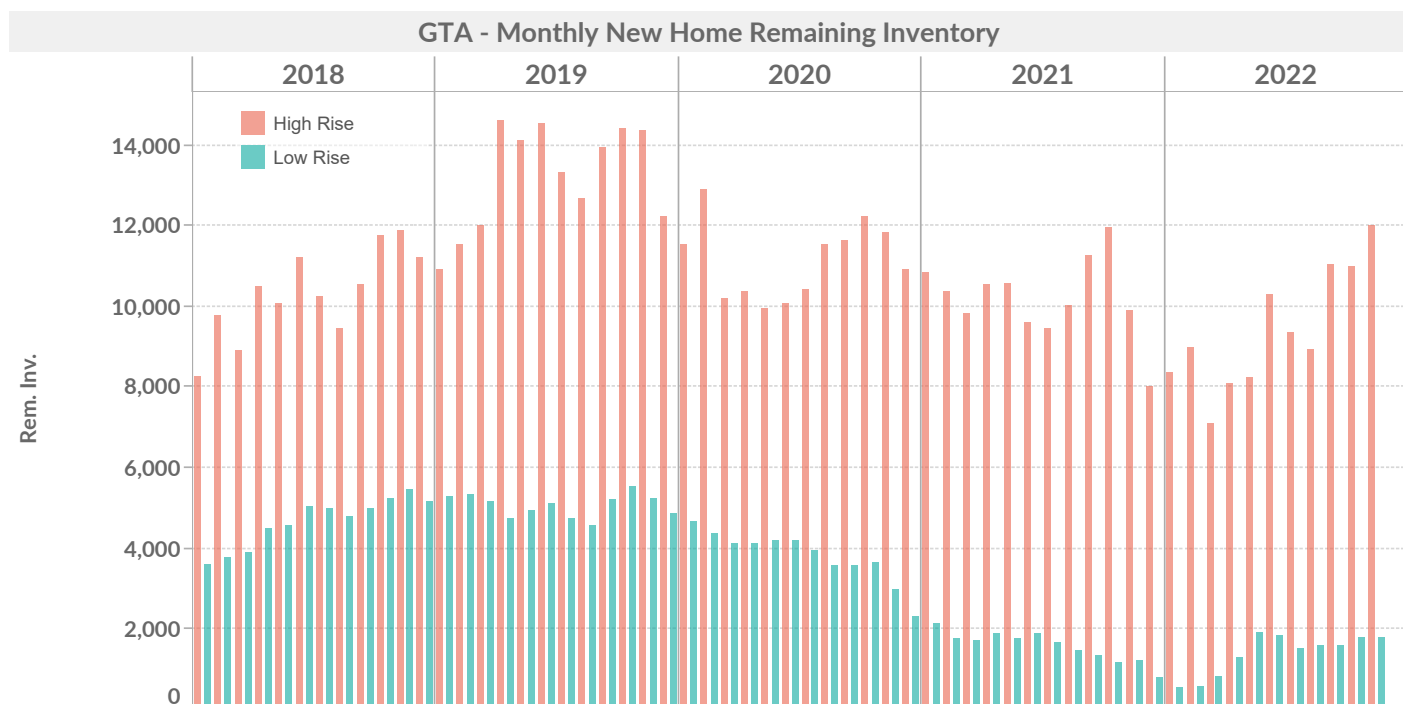
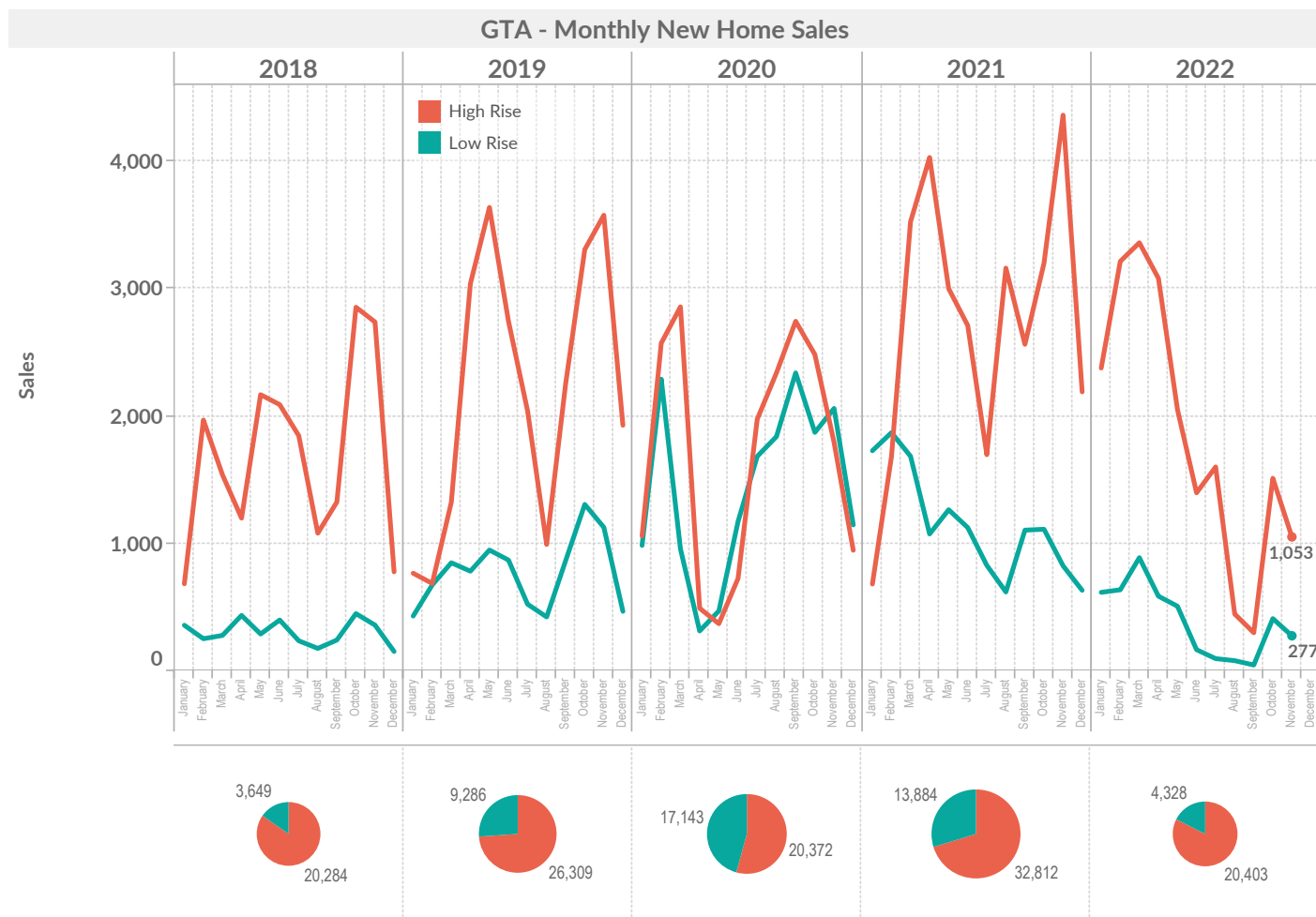
*Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

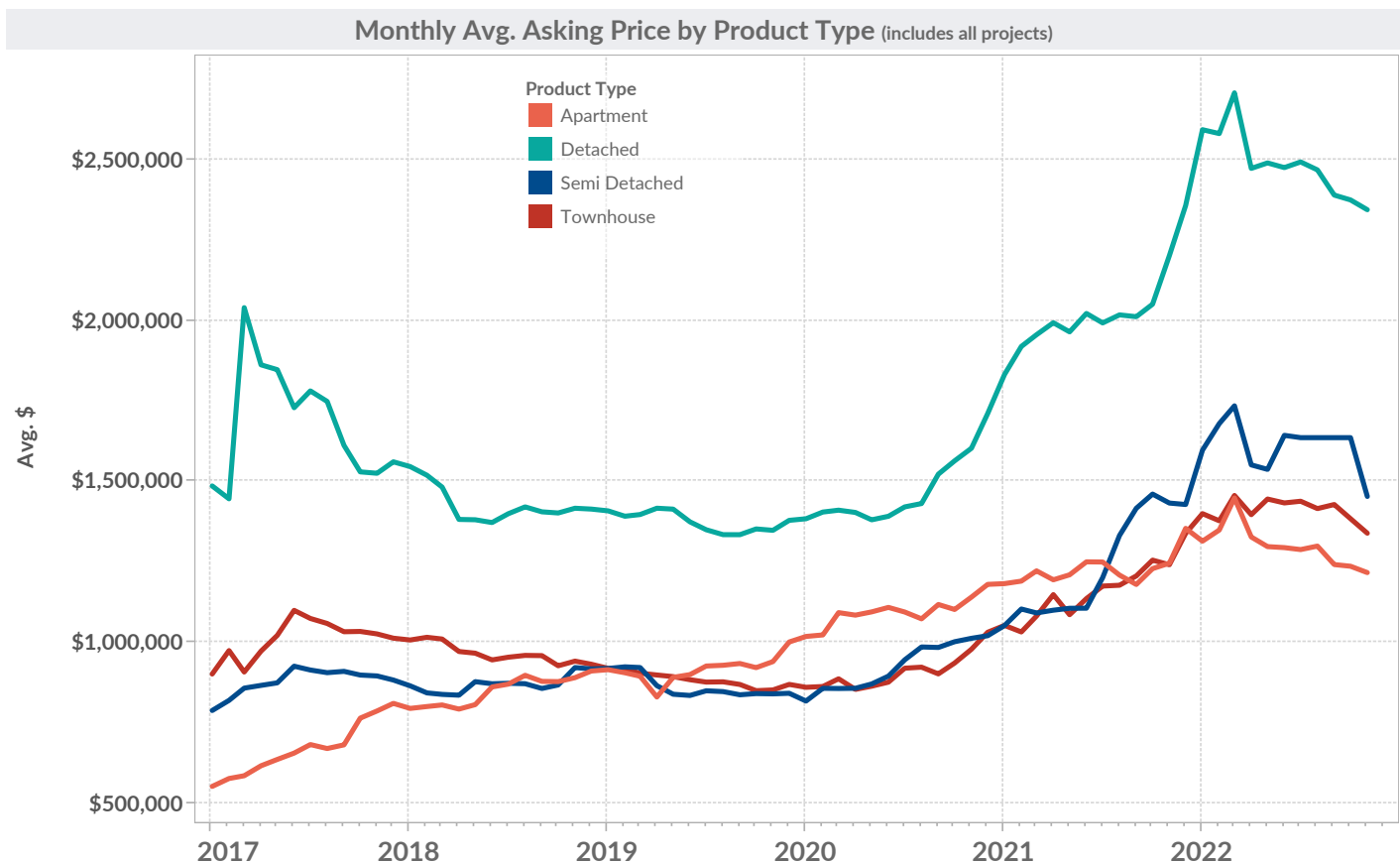
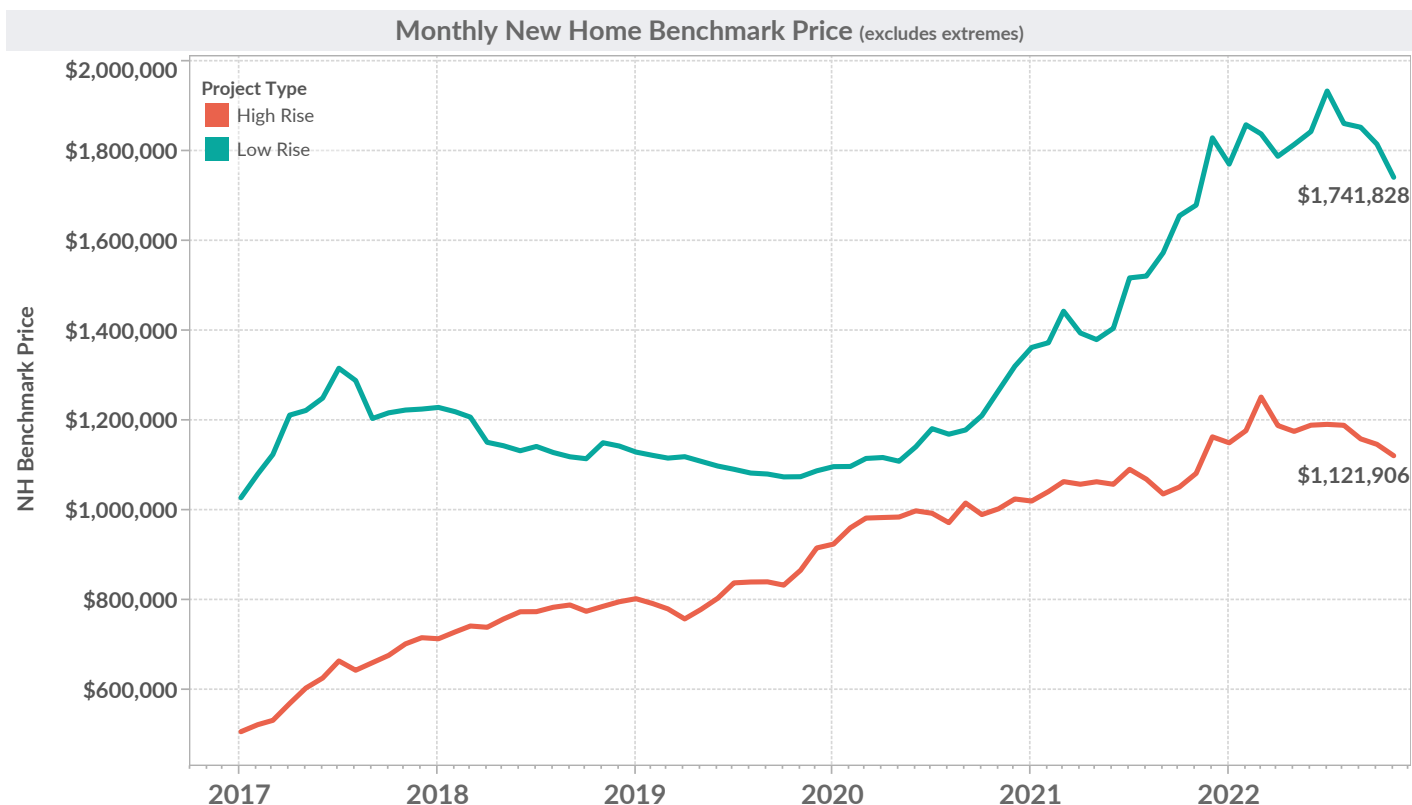
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

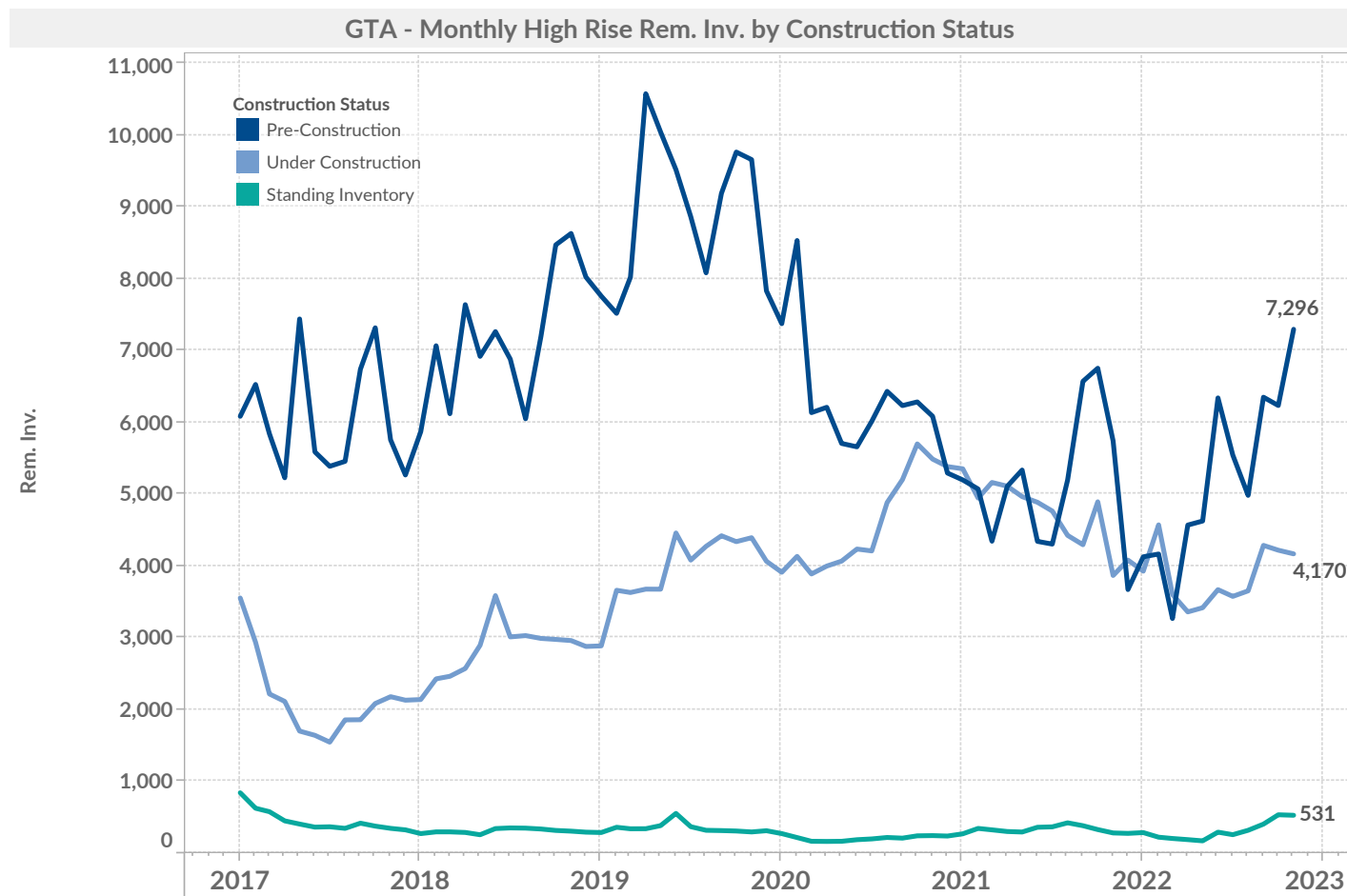
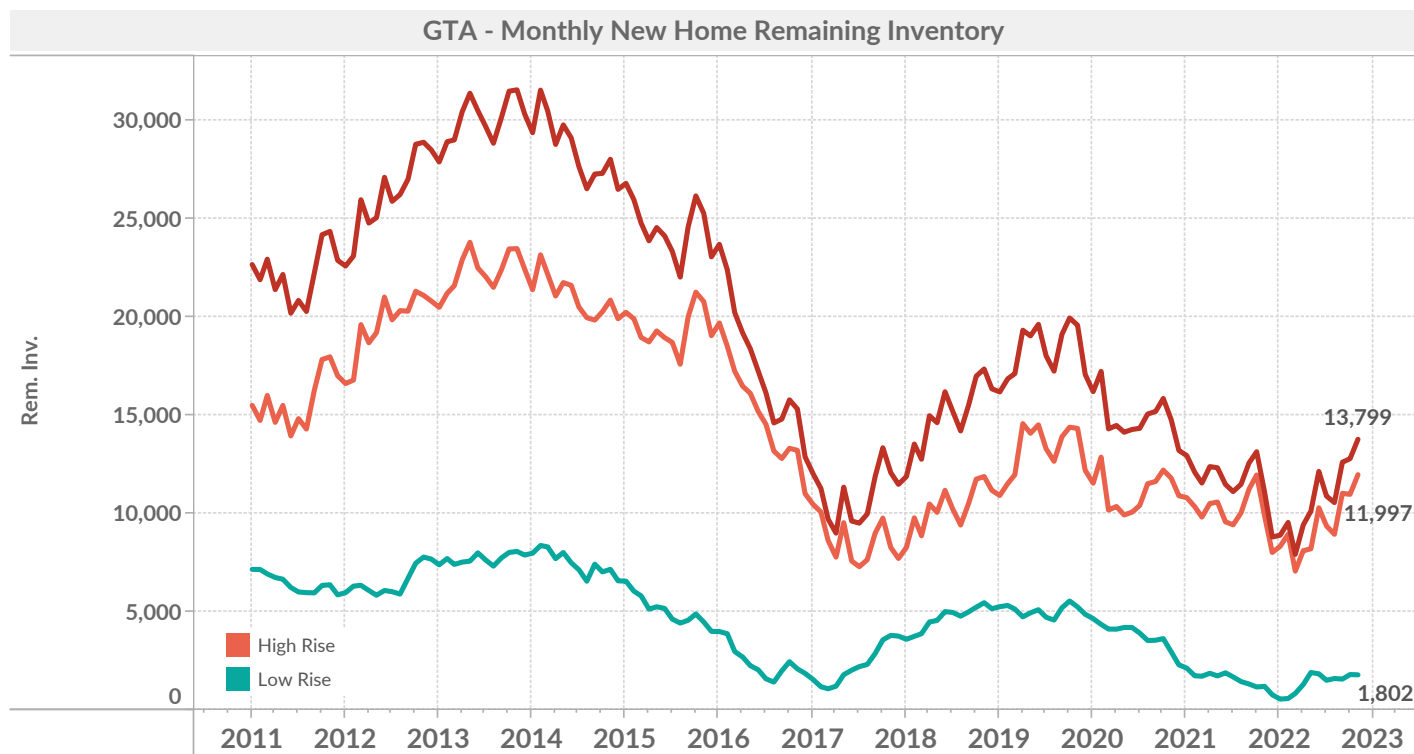
Sales & Remaining Inventory



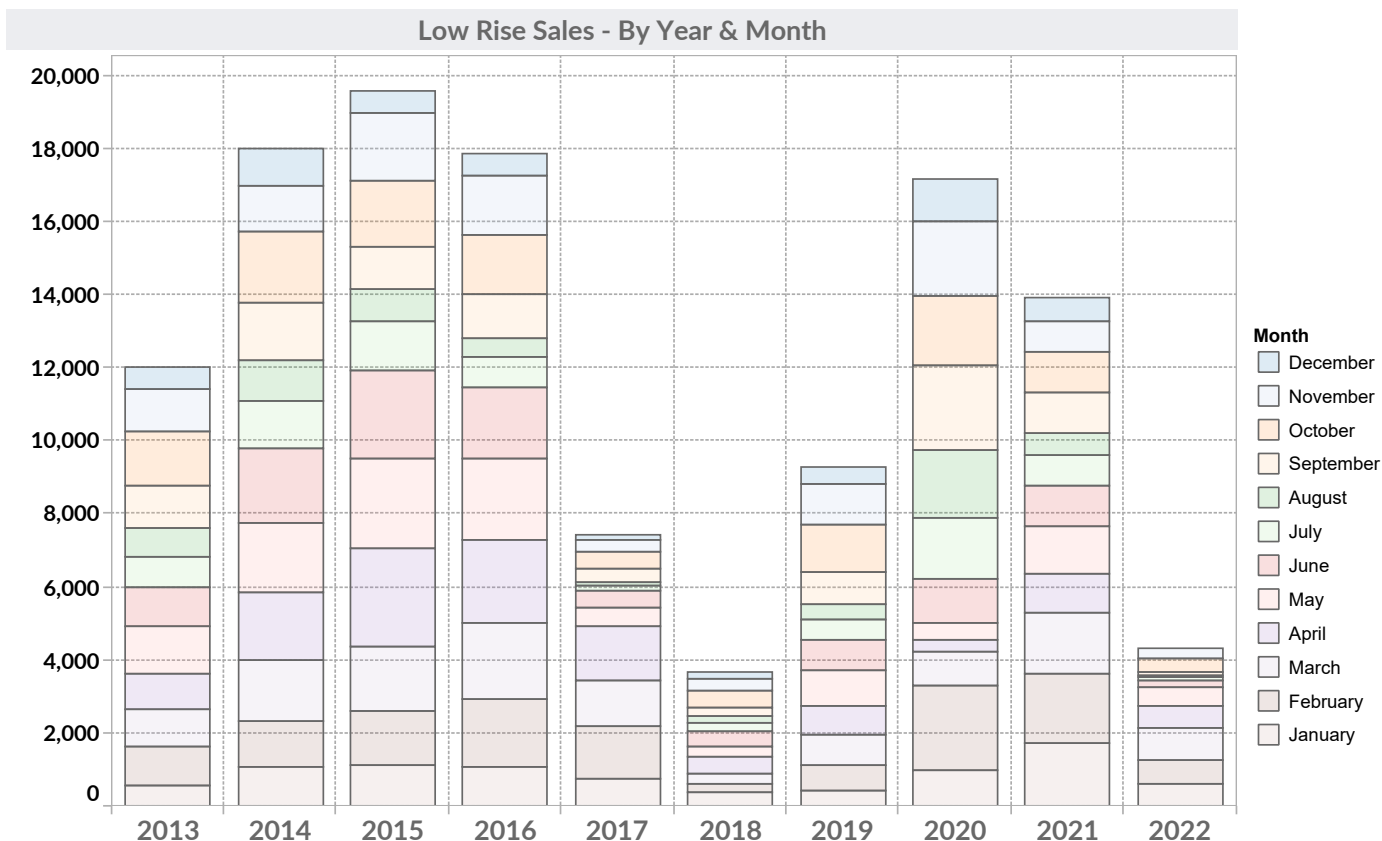
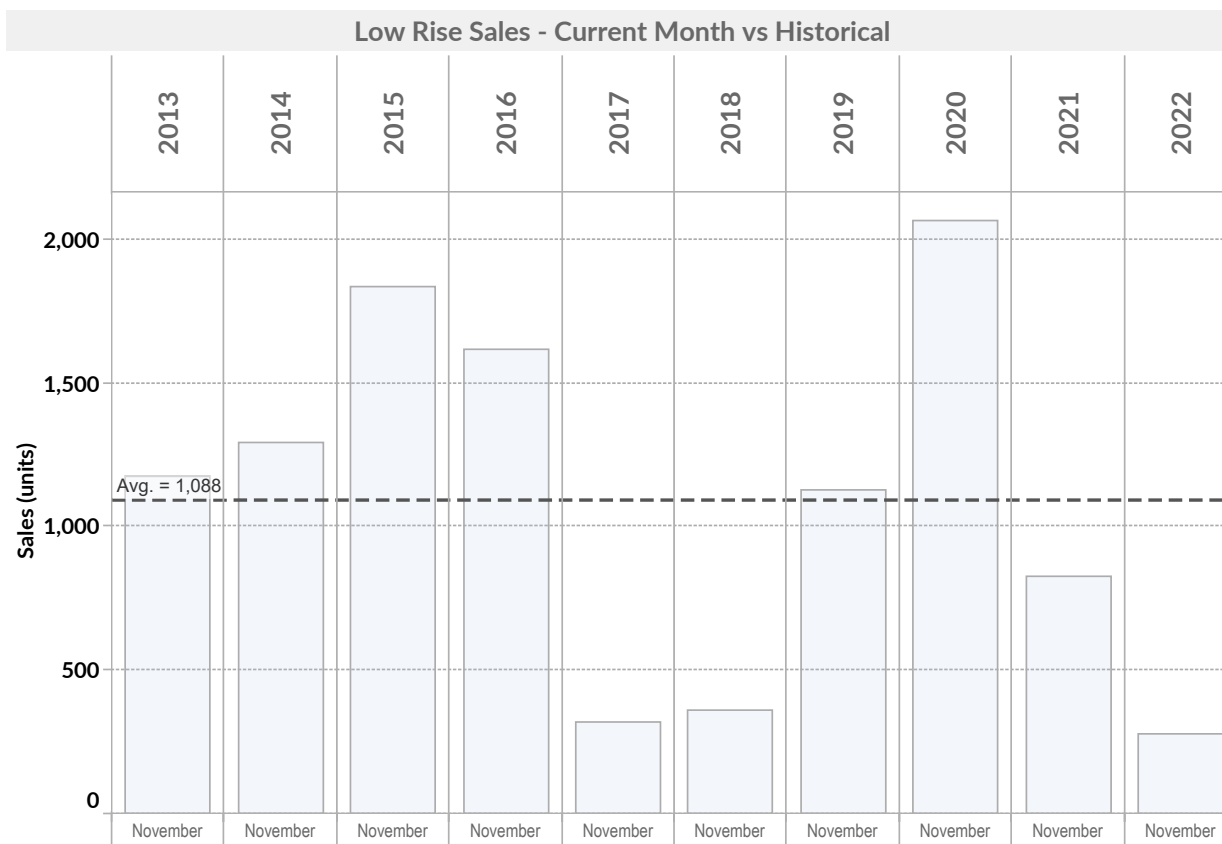
Pricing



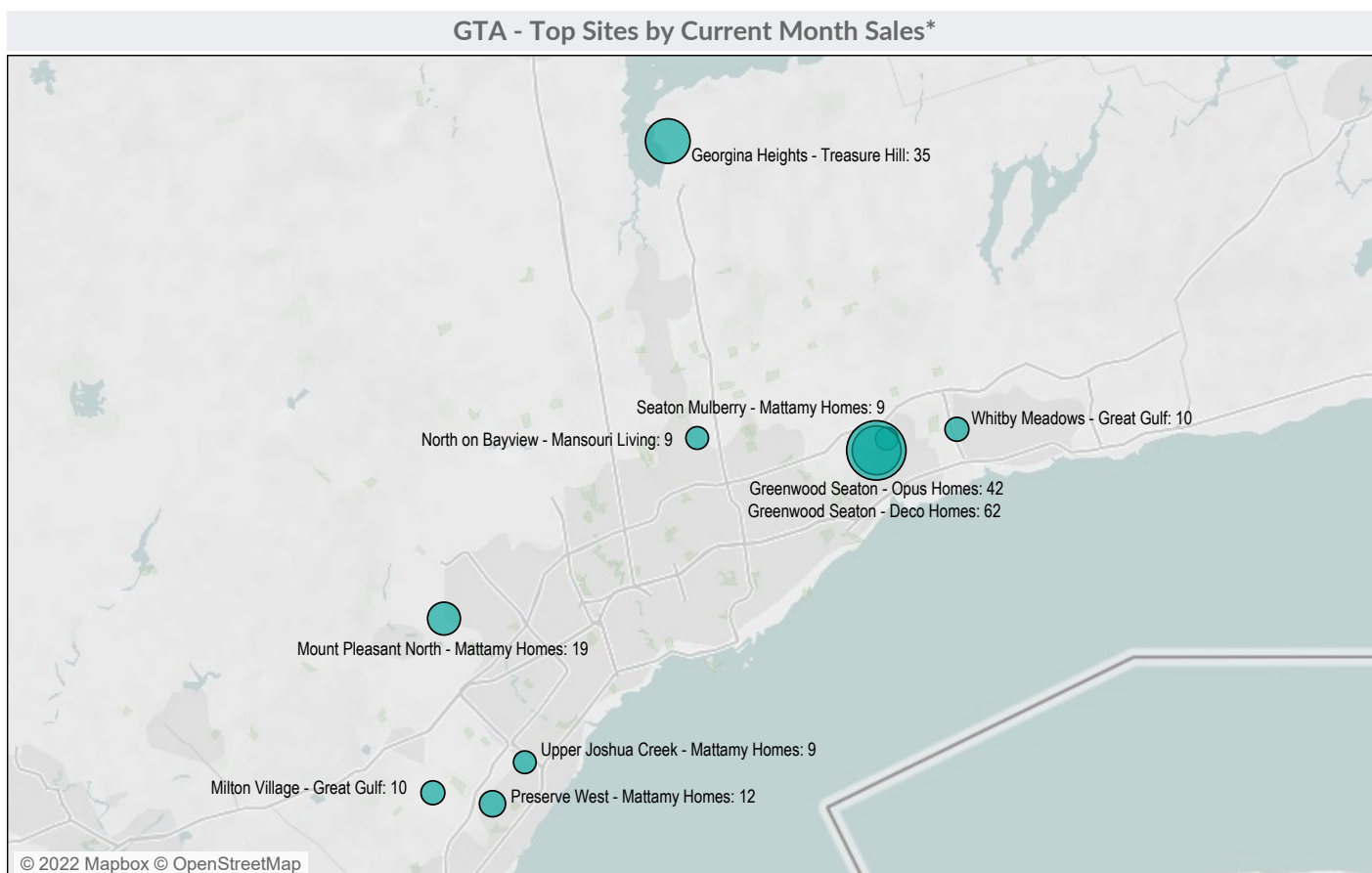
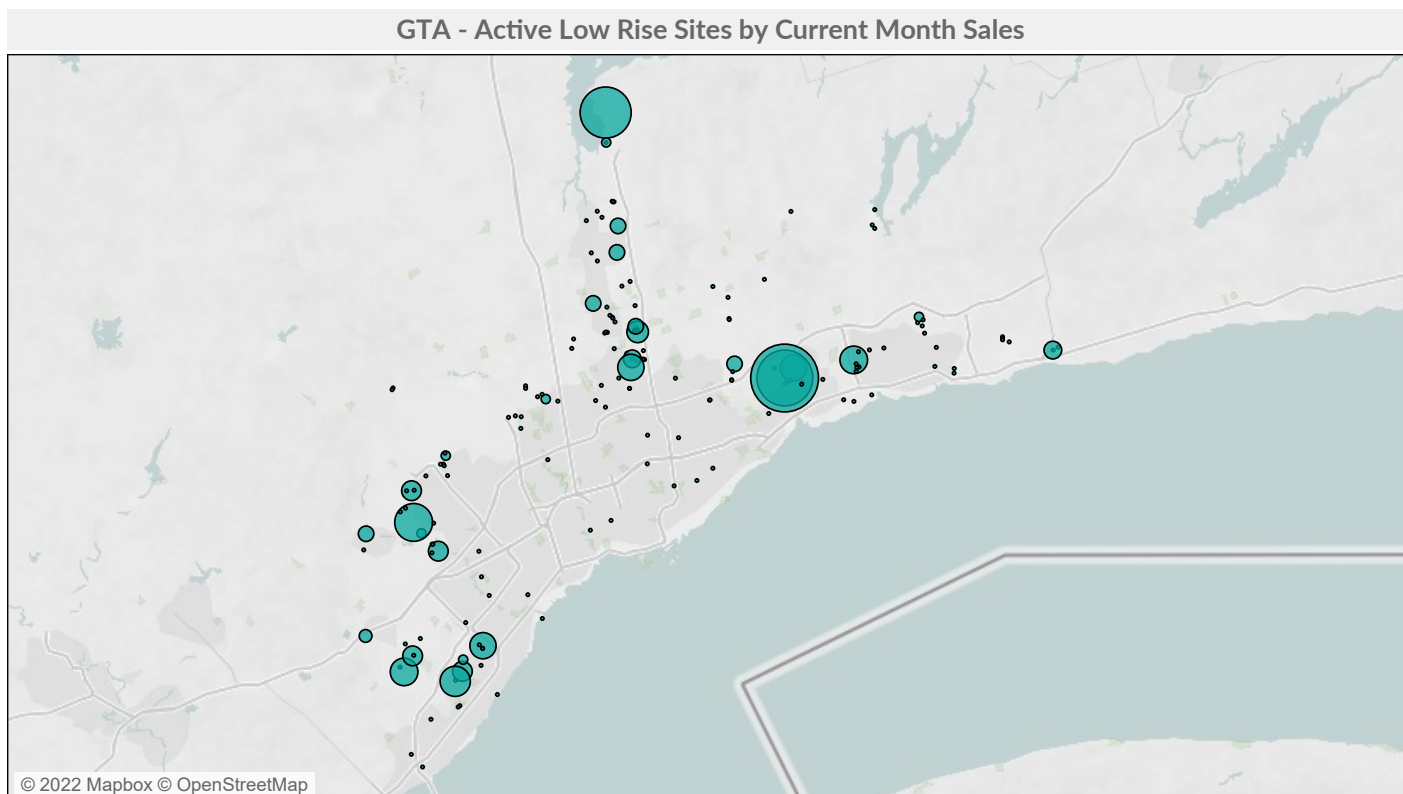
Remaining Inventory



Historical Sales Comparison



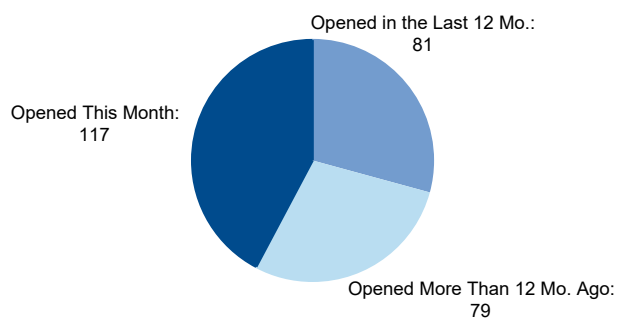
Current Sites



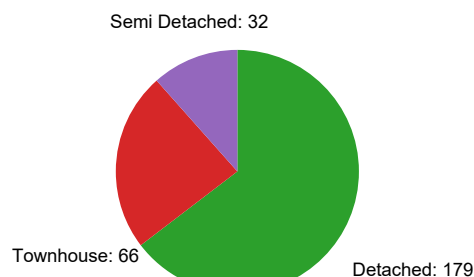
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

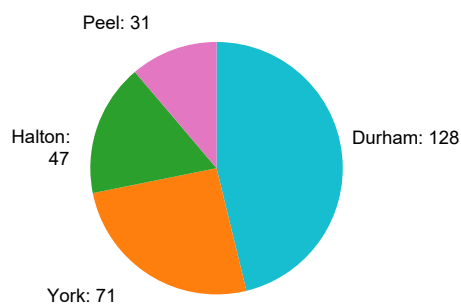
Sales by Opening Date



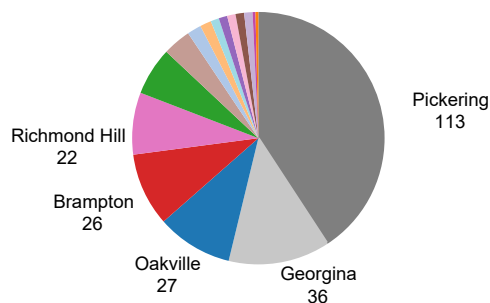
Sales by Product Type



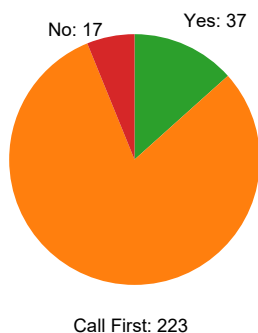
Sales by Region



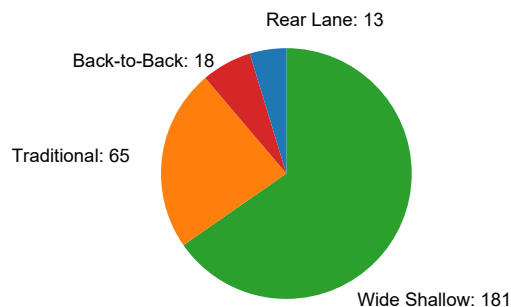
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



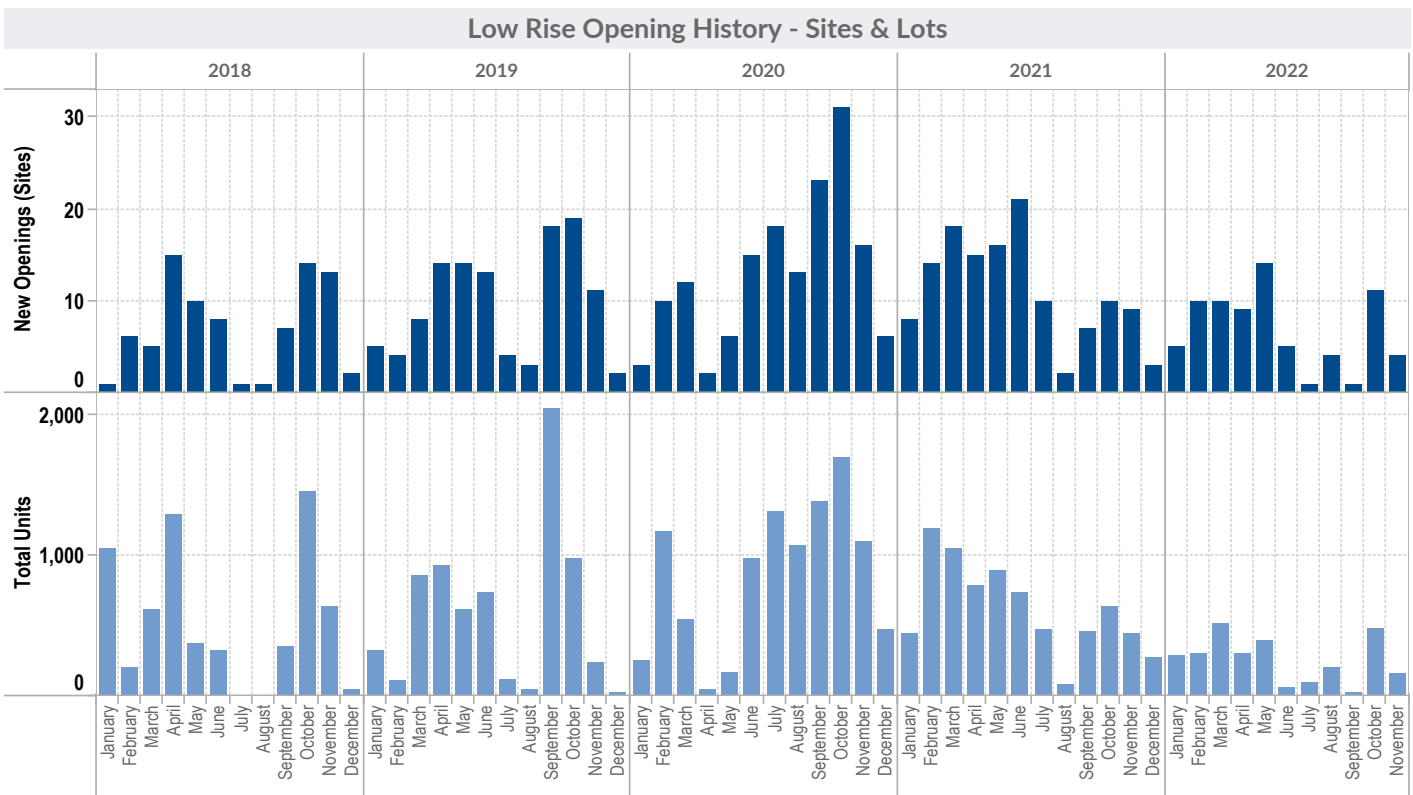
Sales by Lot Type



New Openings

November 2022 - Low Rise Openings - New Projects & Product Offerings							
Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Georgina Heights - Treasure Hill	Freehold	Georgina	2022-11-05	15	8	7	\$565
Trailside Collection - Distrikt	Freehold	Oakville	2022-11-15	17	5	12	\$678
Greenwood Seaton - Deco Homes	Freehold	Pickering	2022-11-19	68	62	6	\$539
Greenwood Seaton - Opus Homes	Freehold	Pickering	2022-11-24	56	42	14	\$570
Grand Total				156	117	39	\$602

* Condominium project openings within 10 days of month end are not able to record firm sales until the following month due to rescission period.



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	54		764	17.7%		17.7%	
Paradise Developments	43	38	56	142	16	2	0	0	0	0	0		297	6.9%		24.5%	
Treasure Hill	0	0	0	1			60	10	4	154	39		268	6.2%		30.7%	
Great Gulf	39	32	35	9	4	15	1	1	3	28	25		192	4.4%		35.1%	
Stateview Homes					26	11	6	53	11	42	3		152	3.5%		38.7%	
Sundial Homes	0	69	30	0	45	0	0	0	0	0	0		144	3.3%		42.0%	
Deco Homes			38	0	10	0	0	0	0	0	62		110	2.5%		44.5%	
Fieldgate Homes and SmartCentres	30	22	17	29	9	0	1	0	0	0	0		108	2.5%		47.0%	
Gold Park Homes			45	39	23	0	0	0	0	0	0		107	2.5%		49.5%	
Fieldgate Homes	6	1	16	34	22	6	0	0	0	0	0		85	2.0%		51.5%	
Arya Corporation	39	25	14										78	1.8%		53.3%	
Profile Developments			77	1	0	0	0	0	0	0	0		78	1.8%		55.1%	
Branthaven Homes		45	7	6	12	3	0	0	2	1	0		76	1.8%		56.8%	
Stanford Homes	0	1	0	64	8	1	0	0	0	0	1		75	1.7%		58.5%	
Andrin Homes	0	0	0	27	32	13	0	0	0	0	0		72	1.7%		60.2%	
CountryWide Homes	16	16	8	6	13	8	2	0	1	0	0		70	1.6%		61.8%	
Conservatory Group	8	34	16	0	1	3	1	0	1	2	0		66	1.5%		63.4%	
Remington Homes	0	0	30	18	13	0	0	0	0	2	0		63	1.5%		64.8%	
Opus Homes	20	0	0	0	0	0	0	0	0	0	42		62	1.4%		66.2%	
Aspen Ridge Homes	4	35	0	0	13	5	0	0	1	1	0		59	1.4%		67.6%	
Starlane Home Corporation		50	9										59	1.4%		69.0%	
Lindvest	0	16	42	0	0	0	0	0	0	0	0		58	1.3%		70.3%	
	618	638	890	588	509	168	98	82	48	412	277		4,328				

Top Builders - Last 12 Months

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

	2021	2022												Total	Market Share		Cum. Mkt. Share	
Builder	December	January	February	March	April	May	June	July	August	September	October	November		%		%		
Mattamy Homes	21	72	100	248	120	62	13	6	3	1	85	54	785		15.8%		15.8%	
Paradise Developments	3	43	38	56	142	16	2	0	0	0	0	0	300		6.0%		21.9%	
Treasure Hill	4	0	0	0	1			60	10	4	154	39	272		5.5%		27.3%	
Great Gulf	29	39	32	35	9	4	15	1	1	3	28	25	221		4.5%		31.8%	
Stateview Homes						26	11	6	53	11	42	3	152		3.1%		34.9%	
Sundial Homes	0	0	69	30	0	45	0	0	0	0	0	0	144		2.9%		37.8%	
Fieldgate Homes and SmartCentres	25	30	22	17	29	9	0	1	0	0	0	0	133		2.7%		40.4%	
Deco Homes				38	0	10	0	0	0	0	0	62	110		2.2%		42.7%	
Gold Park Homes				45	39	23	0	0	0	0	0	0	107		2.2%		44.8%	
Primont Homes	52	32	9	0	0	2	1	0	1	0	0	0	97		2.0%		46.8%	
Arya Corporation	17	39	25	14									95		1.9%		48.7%	
Medallion Developments	46	38	8										92		1.9%		50.5%	
CountryWide Homes	21	16	16	8	6	13	8	2	0	1	0	0	91		1.8%		52.4%	
Fieldgate Homes	4	6	1	16	34	22	6	0	0	0	0	0	89		1.8%		54.2%	
Conservatory Group	15	8	34	16	0	1	3	1	0	1	2	0	81		1.6%		55.8%	
Regal Crest Homes	47	17	0	0	1	6	0	0	0	0	9	0	80		1.6%		57.4%	
Profile Developments				77	1	0	0	0	0	0	0	0	78		1.6%		59.0%	
Branthaven Homes			45	7	6	12	3	0	0	2	1	0	76		1.5%		60.5%	
Hallett Homes	45	7				20	0	0	1	2	0	0	75		1.5%		62.0%	
Stanford Homes	0	0	1	0	64	8	1	0	0	0	0	1	75		1.5%		63.5%	
Andrin Homes	0	0	0	0	27	32	13	0	0	0	0	0	72		1.5%		65.0%	
Remington Homes	0	0	0	30	18	13	0	0	0	0	2	0	63		1.3%		66.3%	
	634	618	638	890	588	509	168	98	82	48	412	277	4,962					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2022 November
Greenwood Seaton - Deco Homes	Pickering	Detached	30'	26
			36'	12
		Semi Detached	25'	24
		Total		62
Greenwood Seaton - Opus Homes	Pickering	Detached	30'	23
			36'	11
		Semi Detached	25'	8
		Total		42
Georgina Heights - Treasure Hill	Georgina	Detached	36'	8
			40'	24
			50'	3
		Total		35
Mount Pleasant North - Mattamy Homes	Brampton	Townhouse	21'	17
			23'	2
		Total		19
Preserve West - Mattamy Homes	Oakville	Detached	34'	3
			38'	9
		Townhouse	19'	0
			20'	0
		Total		12
Milton Village - Great Gulf	Milton	Detached	31'	0
			36'	0
			45'	0
		Semi Detached	26'	0
		Townhouse	21'	10
		Total		10
Whitby Meadows - Great Gulf	Whitby	Detached	36'	0
		Townhouse	20'	0
			22'	10
		Total		10
North on Bayview - Mansouri Living	Richmond Hill	Townhouse	20'	9
		Total		9
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	4
			36'	2
			43'	3
			66'	0
		Total		9
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34'	6
			38'	2
			45'	1
		Townhouse	20'	0
			23'	0
		Total		9

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	November 2021					November 2022				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	1			19	20	0			0	0
	Brock	6				6					
	Clarington	1			2	3	4			0	4
	Oshawa	43	0		26	69	0	0		1	1
	Pickering	20		0	10	30	81		32	0	113
	Scugog	3			0	3	0				0
	Uxbridge	1			0	1	0			0	0
	Whitby	36	4	35	47	122	0		0	10	10
	Total	111	4	35	104	254	85	0	32	11	128
Halton	Burlington				0	0			0	0	0
	Halton Hills				3	3	3			0	3
	Milton	70		0	15	85	5		0	12	17
	Oakville	29			71	100	21			6	27
	Total	99		0	89	188	29		0	18	47
Peel	Brampton	30		0	8	38	1		0	25	26
	Caledon	36			2	38	5				5
	Mississauga			0	25	25	0			0	0
	Total	66		0	35	101	6		0	25	31
Toronto	East York										
	Etobicoke										
	North York	0		0	0	0	0			0	0
	Old Toronto			0	0	0			0		0
	Scarborough	0		0	0	0	0			0	0
	York				0	0				0	0
	Total	0		0	0	0	0		0	0	0
York	Aurora	7			3	10	3			0	3
	East Gwillimbury	23		1	1	25	3		0	0	3
	Georgina	18				18	36				36
	King	0				0	0			0	0
	Markham	39			23	62	3			0	3
	Newmarket		0		0	0		0	0	3	3
	Richmond Hill	30	0	2	49	81	13	0	0	9	22
	Vaughan	5			10	15	1			0	1
	Whitchurch-Stouffville	26			46	72	0			0	0
	Total	148	0	3	132	283	59	0	0	12	71
Grand Total		424	4	38	360	826	179	0	32	66	277

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	35			57	92	8	0		0	2	10	
	Brock	4				4	0				0	0	
	Clarington	98			27	125	20	0		0	12	32	
	Oshawa	76	2		45	123	0	13		0	42	55	
	Pickering	311		32	200	543	0	0	0	20	27	47	
	Scugog	13			4	17	9	0		0	0	9	
	Uxbridge	2			24	26	20	0		0	26	46	
	Whitby	107	5	36	140	288	8	0		15	25	48	
	Total	646	7	68	497	1,218	65	13	0	35	134	247	
Halton	Burlington	89		0	60	149	0	0		0	7	7	
	Halton Hills	6			33	39	0	0		0	0	0	
	Milton	131		1	113	245	3	0		0	18	21	
	Oakville	282			395	677	138			0	231	369	
	Total	508		1	601	1,110	141	0		0	256	397	
Peel	Brampton	257		18	318	593	49	0		0	156	205	
	Caledon	78			43	121	35	0		0	0	35	
	Mississauga	3		4	78	85	34	0		0	74	108	
	Total	338		22	439	799	118	0		0	230	348	
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	99			70	169	28	0	0	0	5	33	
	East Gwillimbury	40		9	12	61	79			8	36	123	
	Georgina	81				81	73	0		0	0	73	
	King	0			35	35	0	0		0	4	4	
	Markham	34			71	105	25	0		0	23	48	
	Newmarket		0	7	44	51	0	0		7	36	43	
	Richmond Hill	259	0	29	183	471	138	0		8	66	212	
	Vaughan	240			288	528	121	0		0	44	165	
	Whitchurch-Stouffville	90			52	142	7			0	85	92	
	Total	843	0	45	755	1,643	471	0	0	23	299	793	
Grand Total		2,341	7	143	2,471	4,962	797	13	0	70	922	1,802	

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