



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of December 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Dec-22	Dec-21	Change
High Rise	398	2,186	-81.8%
Low Rise	165	635	-74.0%
Total	563	2,821	-80.0%

Year to Date Sales	Jan.-Dec.2022	Jan.-Dec.2021	Y/Y Change
High Rise	20,917	32,734	-36.1%
Low Rise	4,483	13,885	-67.7%
Total	25,400	46,619	-45.5%

Year to Date Supply	Jan.-Dec.2022	Jan.-Dec.2021	Y/Y Change
High Rise	24,690	29,081	-15.1%
Low Rise	5,440	12,349	-55.9%
Total	30,130	41,430	-27.3%

Year to Date Completions	Jan.-Dec.2022	Jan.-Dec.2021	Y/Y Change
High Rise	11,689	19,338	-39.6%

Remaining Inventory	Dec-22	Nov-22	Dec-21	M/M Change	Y/Y Change
High Rise	11,590	11,789	7,988	-1.7%	45.1%
Low Rise	1,730	1,798	773	-3.8%	123.8%
Total	13,320	13,587	8,761	-2.0%	52.0%

Benchmark Price	Dec-22	Nov-22	Dec-21	M/M Change	Y/Y Change
High Rise	\$1,131,614	\$1,121,906	\$1,163,924	0.9%	-2.8%
Low Rise	\$1,753,356	\$1,741,828	\$1,829,693	0.7%	-4.2%

Projects	New Openings	All Active	Under Const.	Pre-Const.
High Rise Projects	2	344	387	107
High Rise Units	292	88,333	108,504	25,576
% Sold*	6%	87%	93%	70%
Low Rise Projects	2	177		
Low Rise Units	96	19,424		
% Sold*	15%	91%		

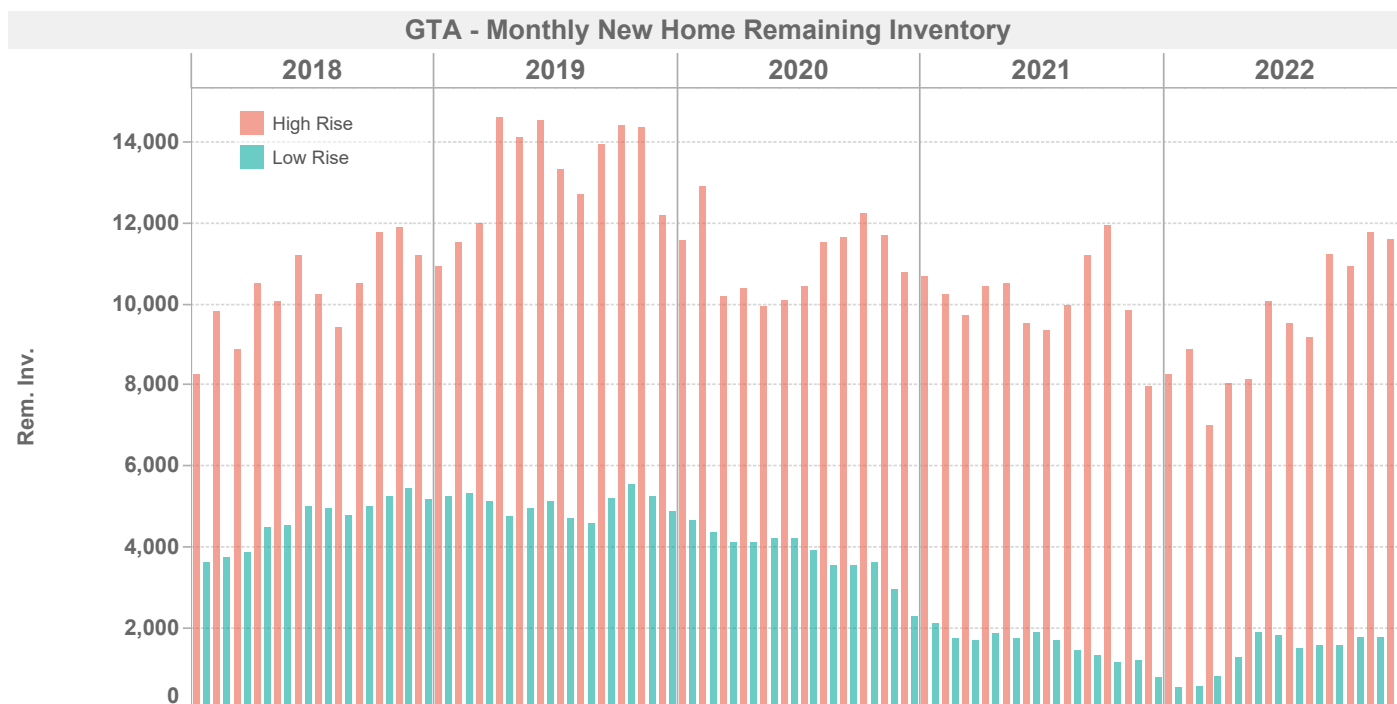
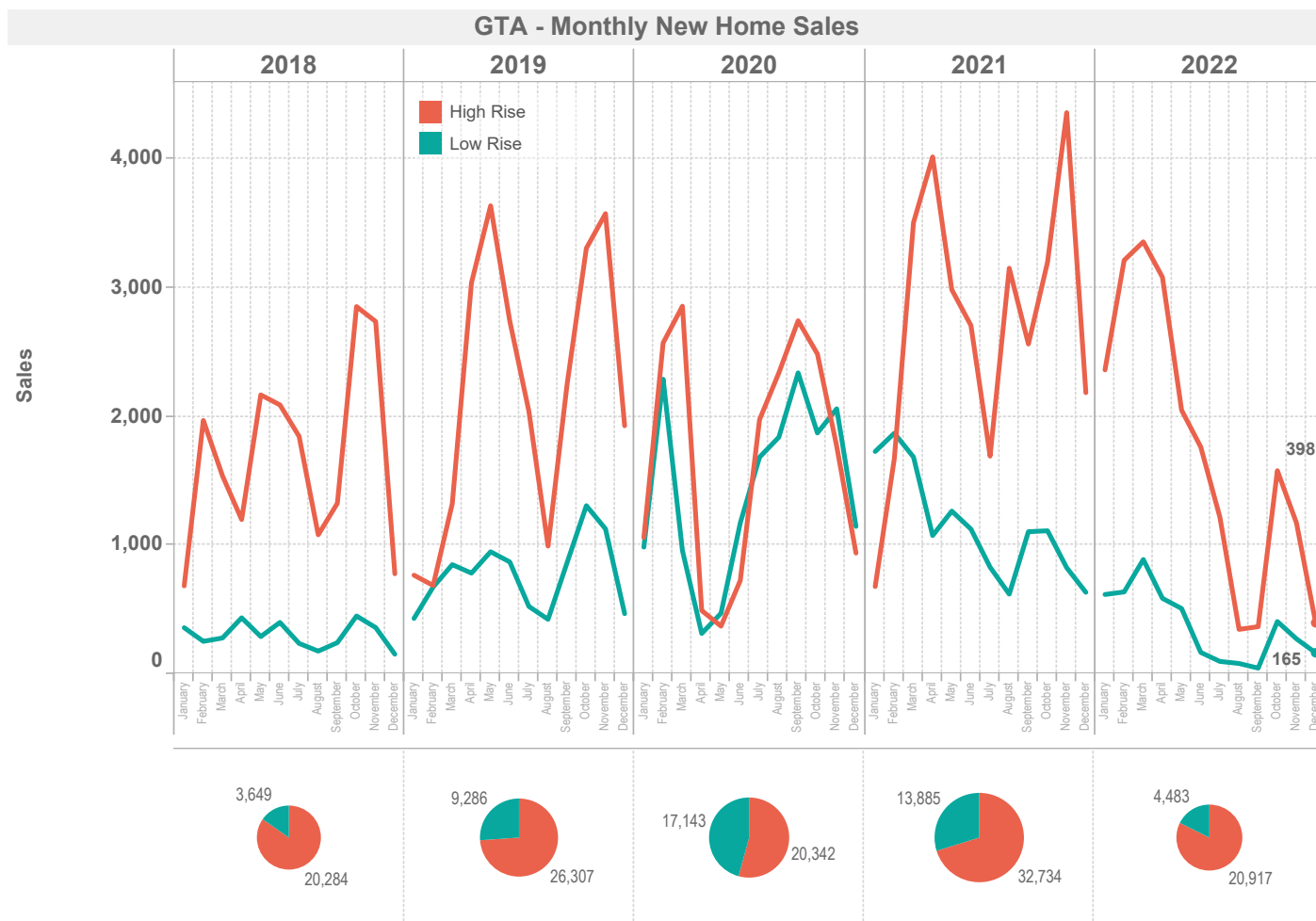
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

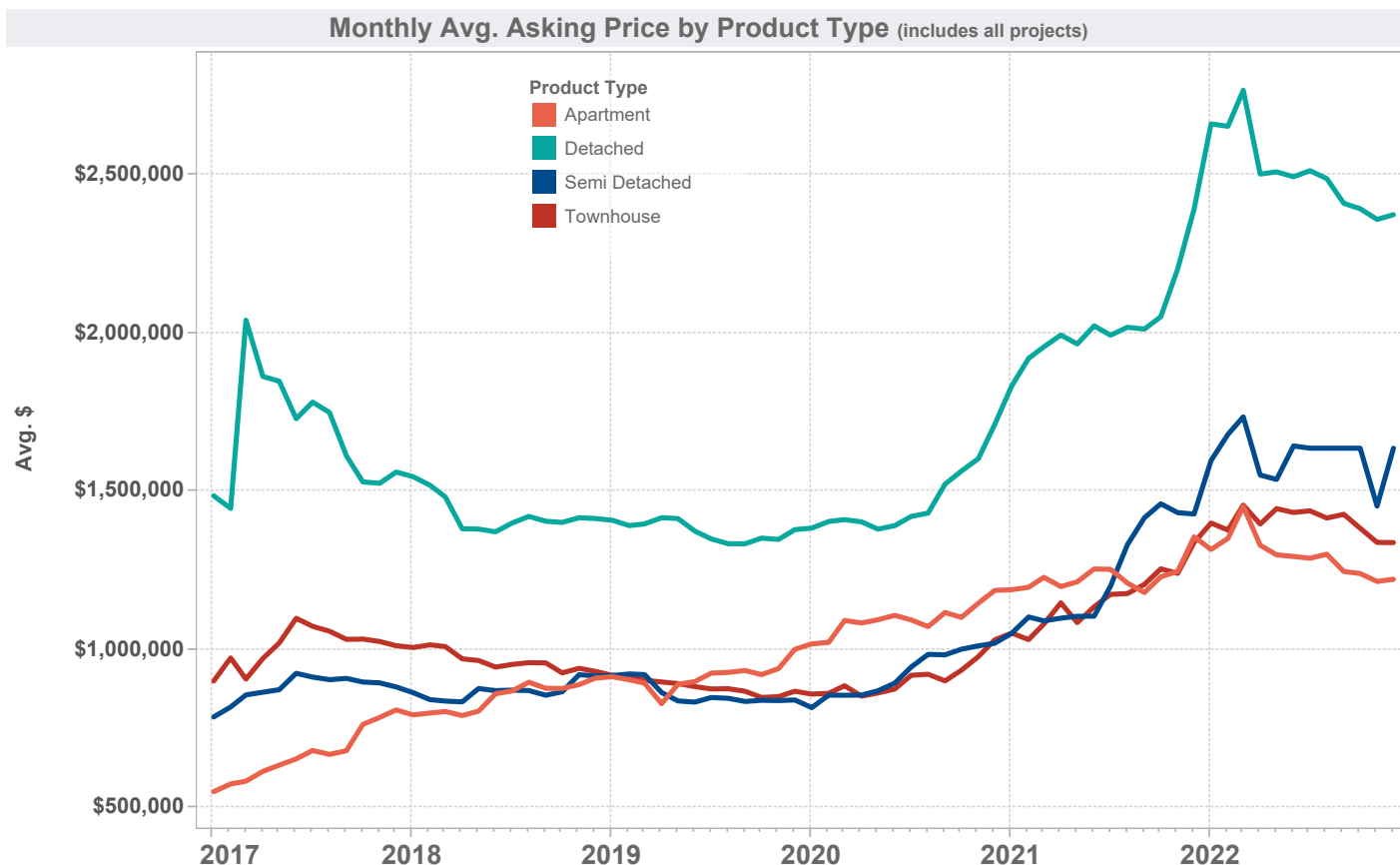
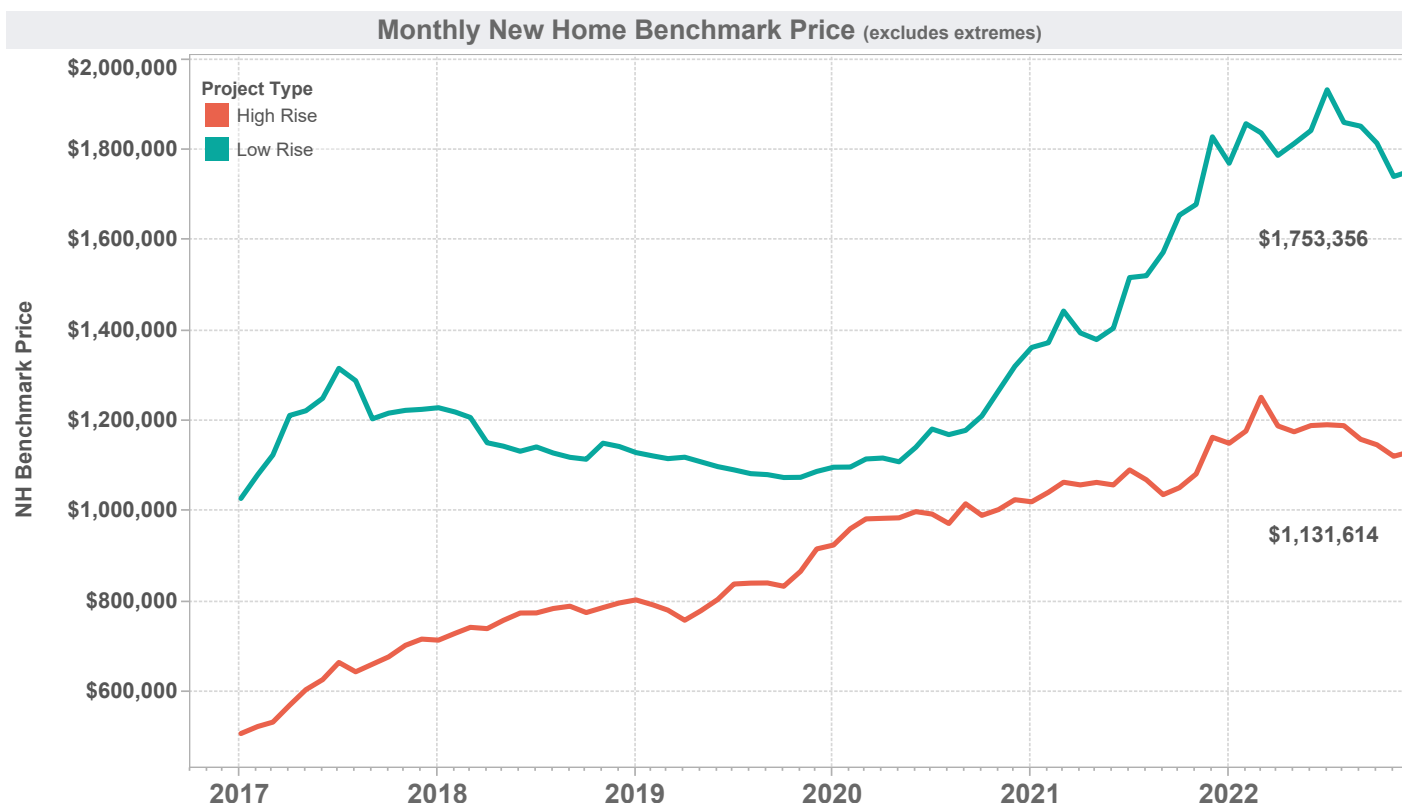
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

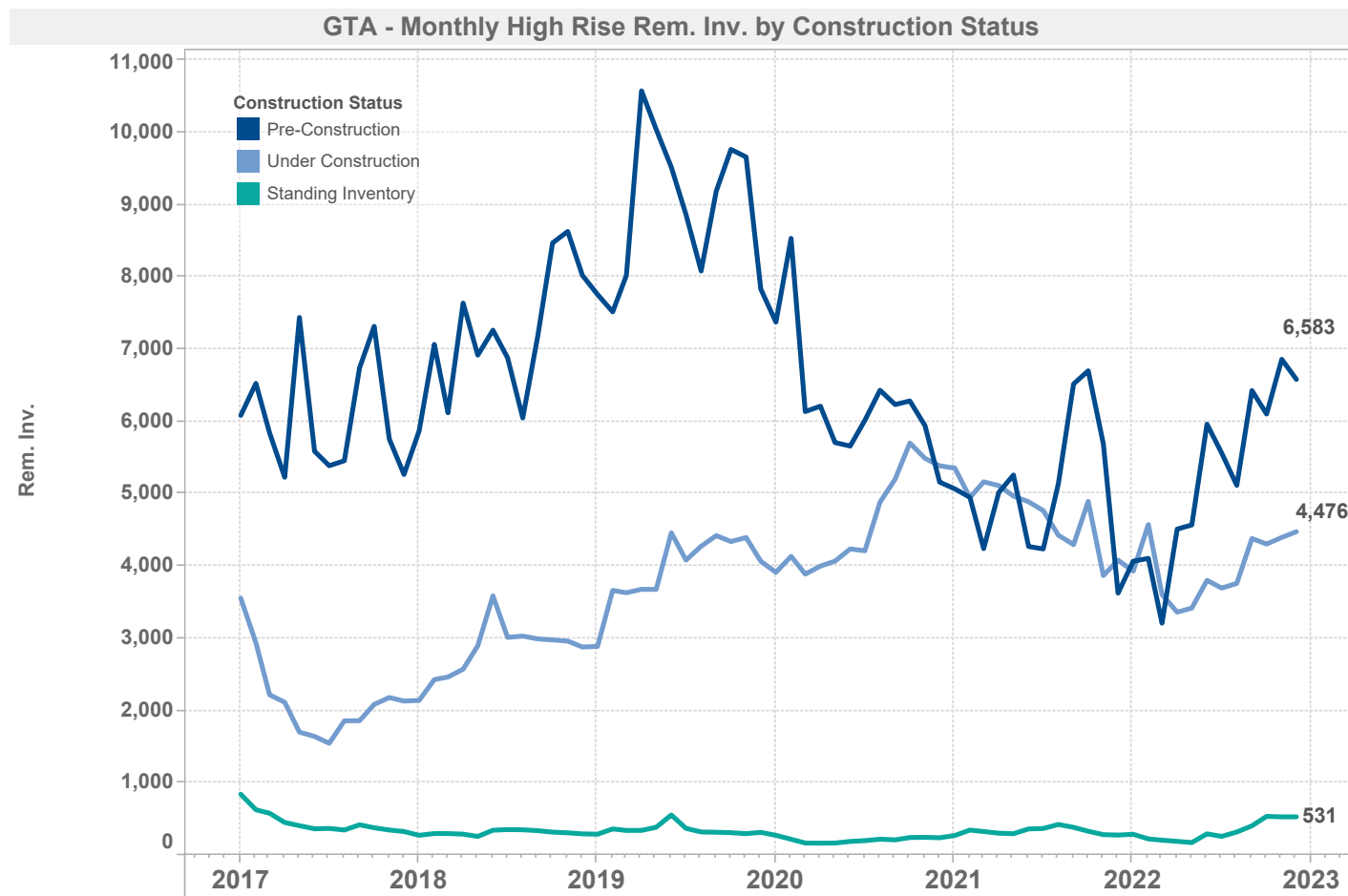
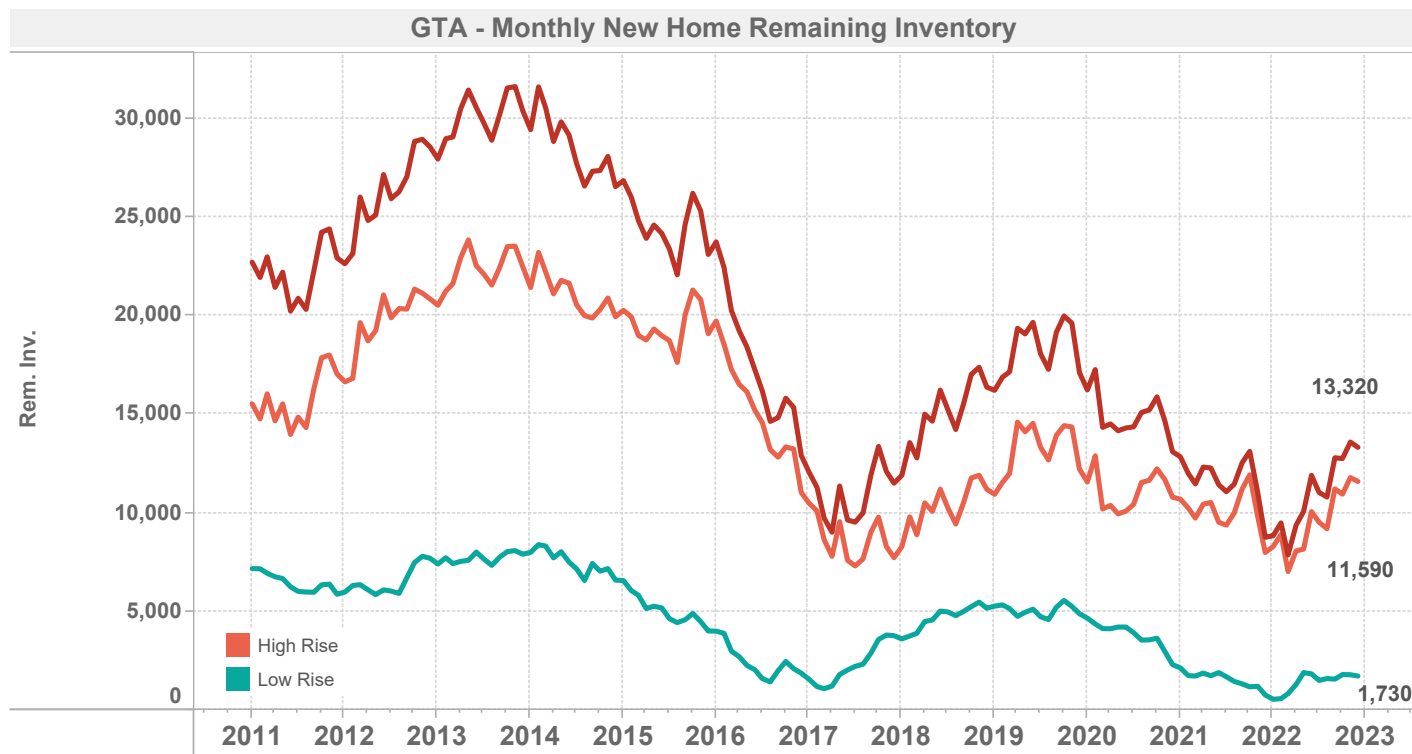
Sales & Remaining Inventory



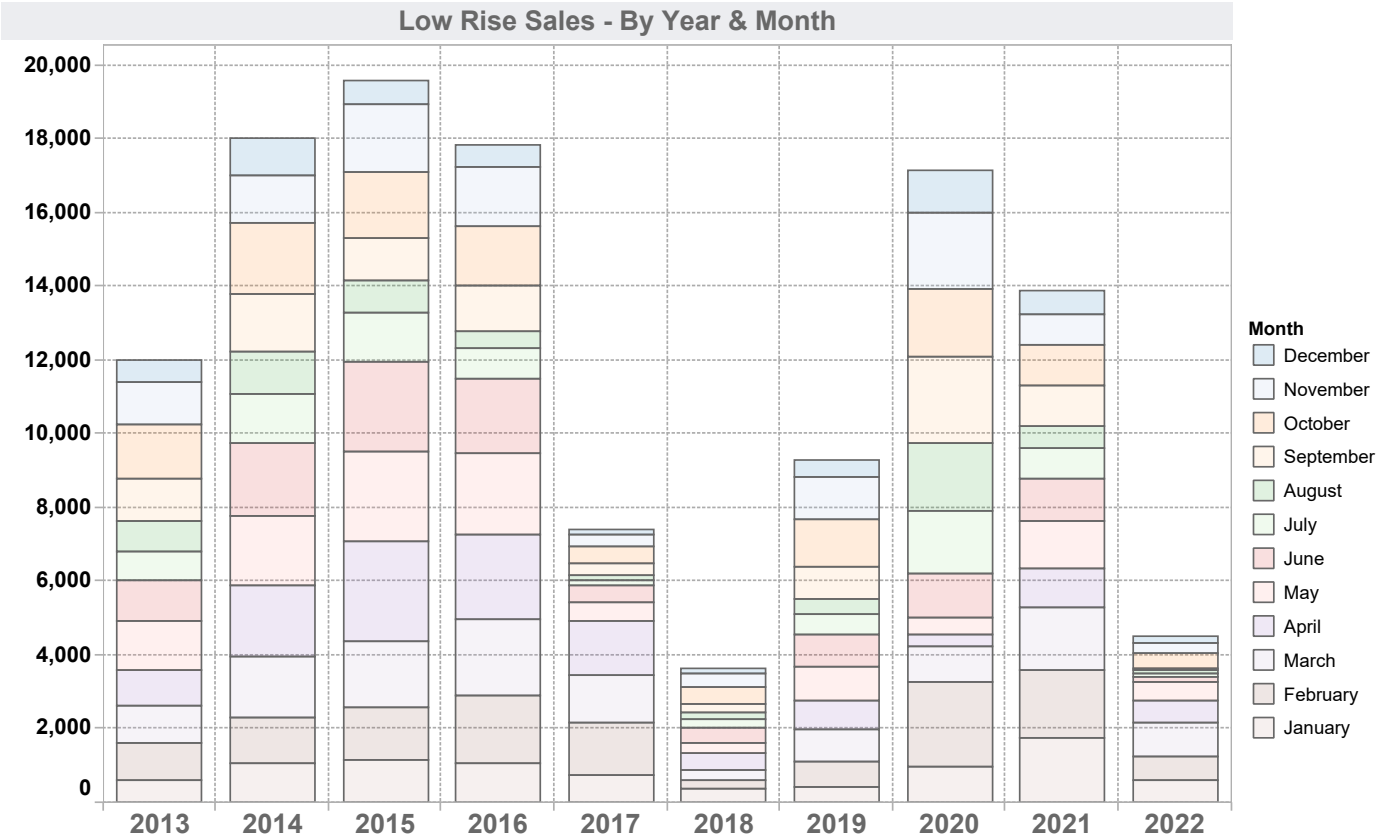
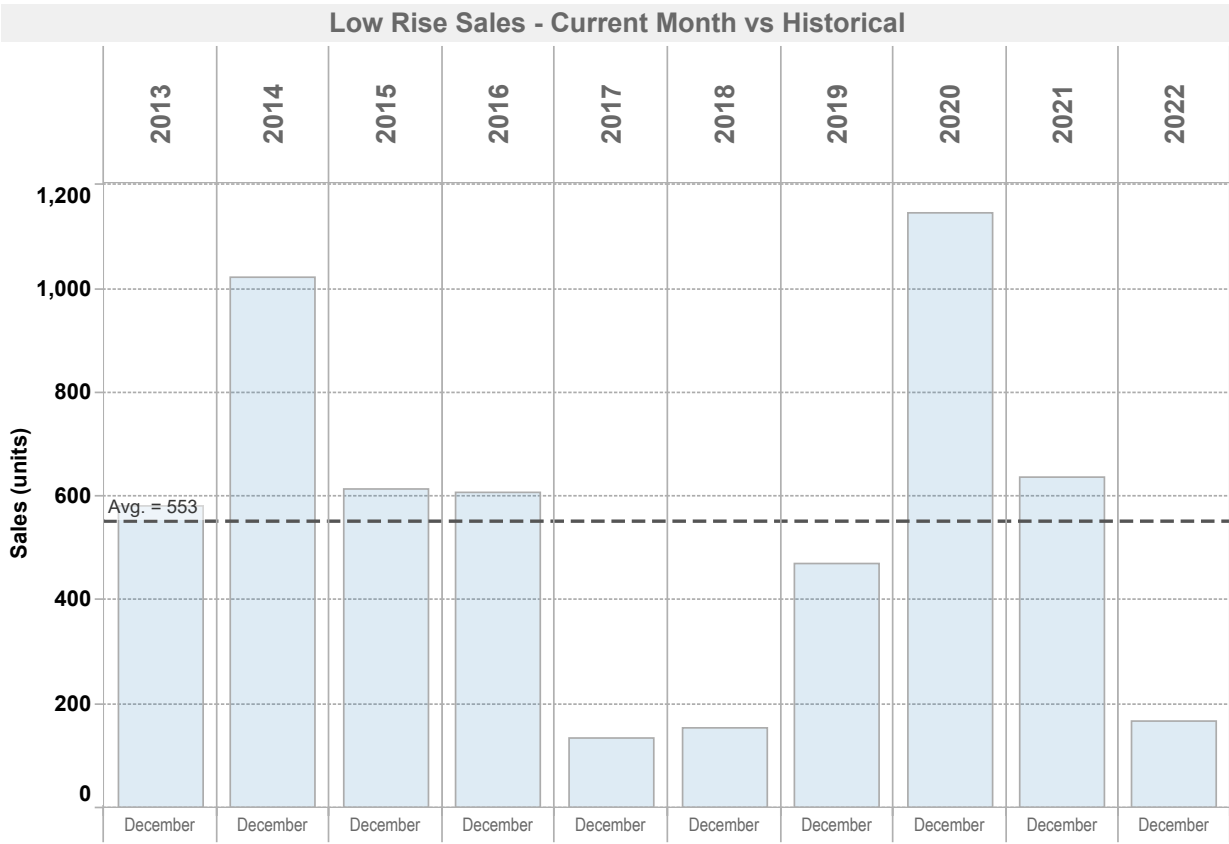
Pricing



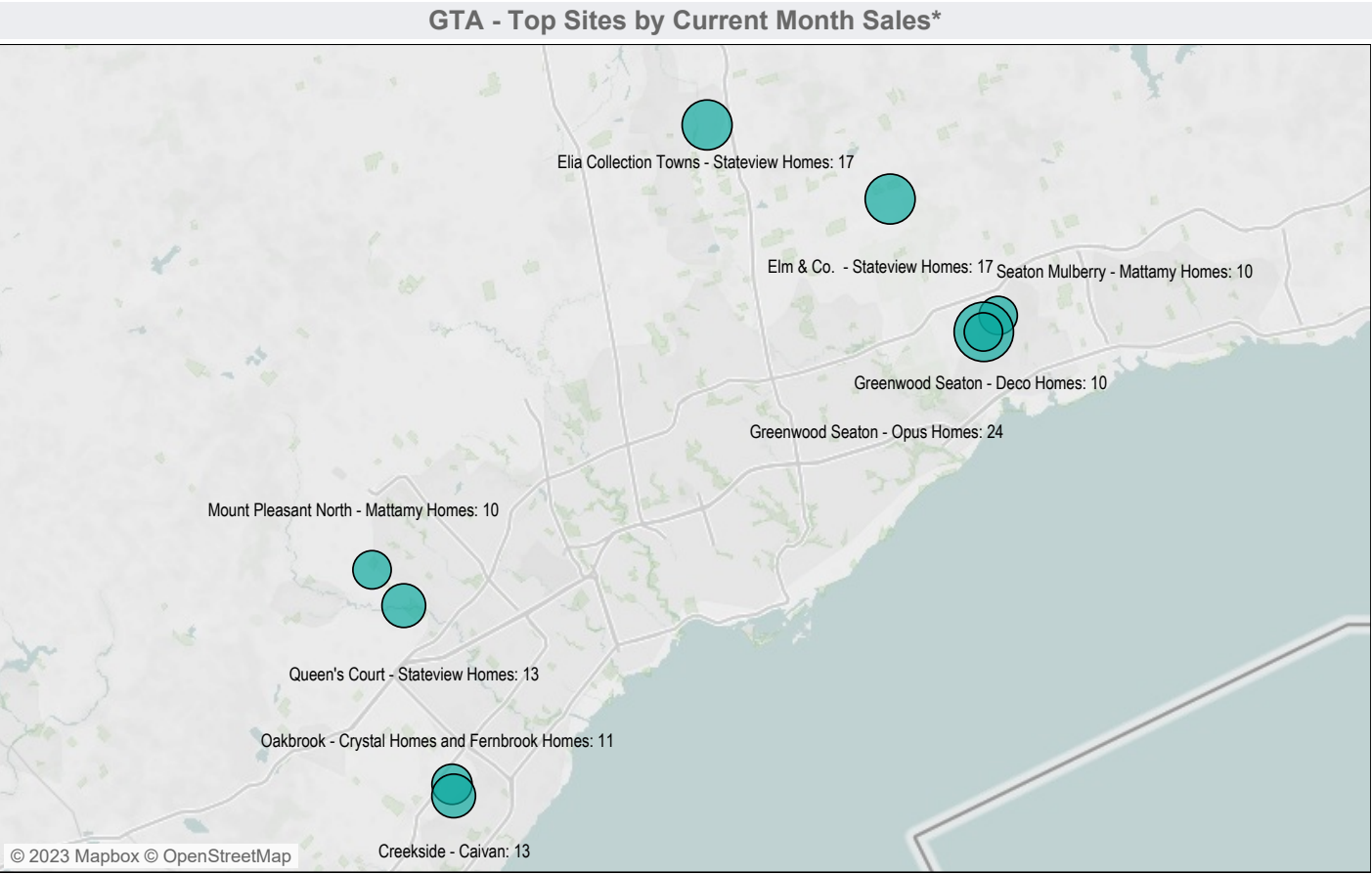
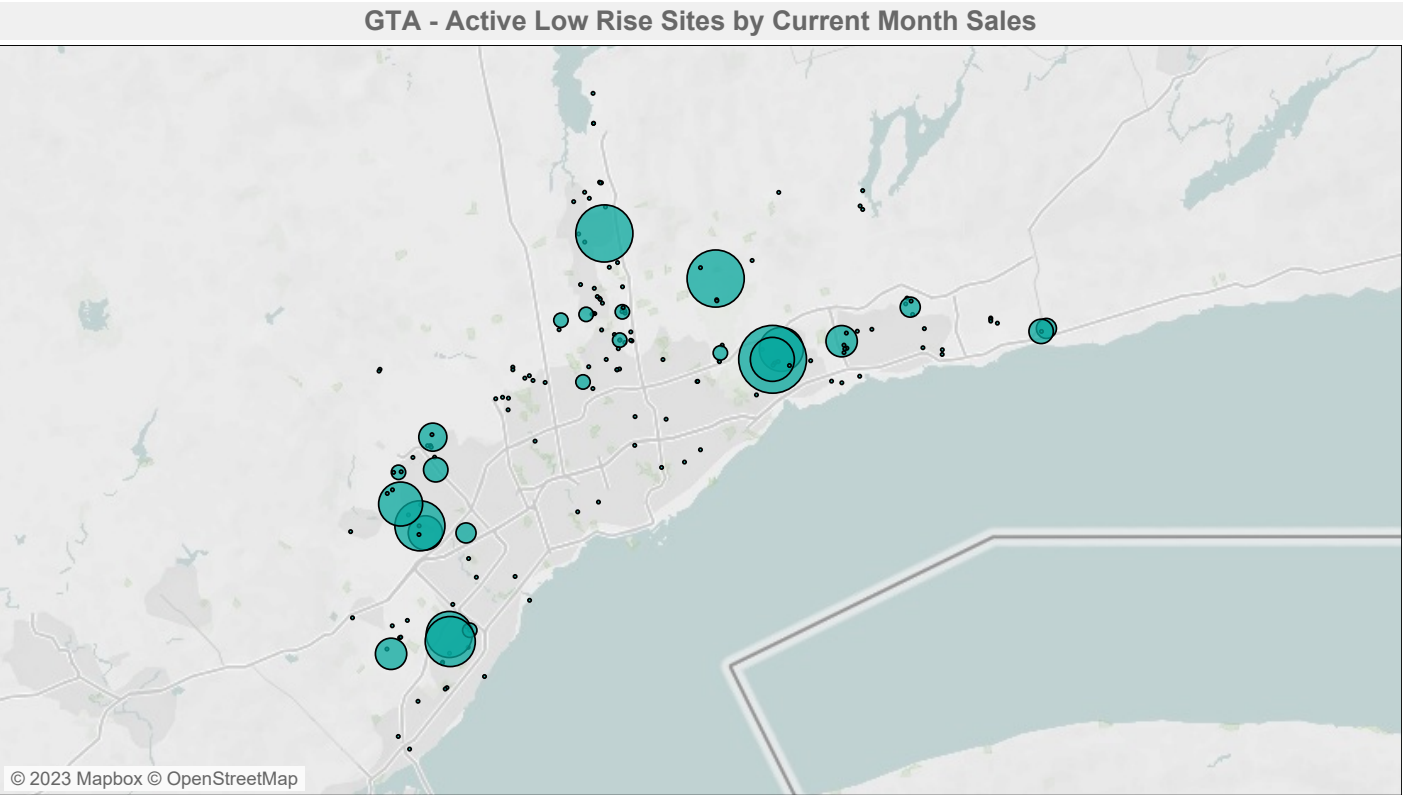
Remaining Inventory



Historical Sales Comparison

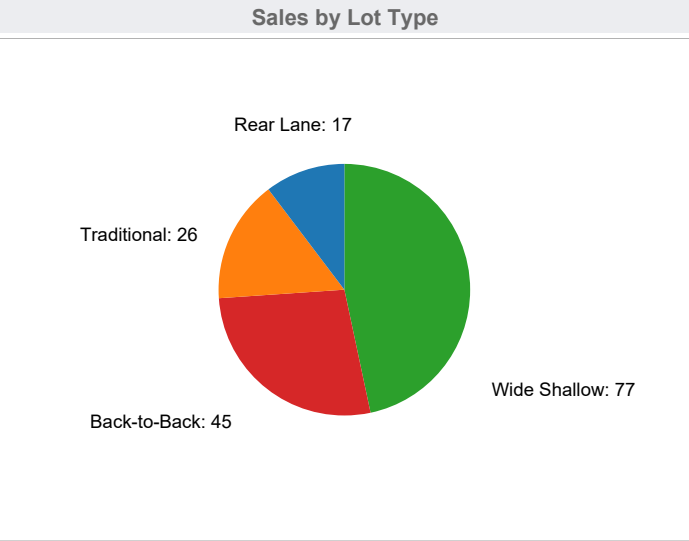
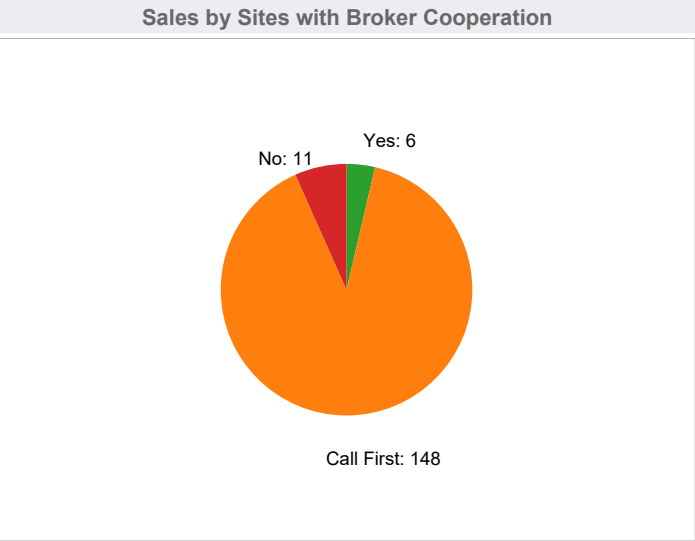
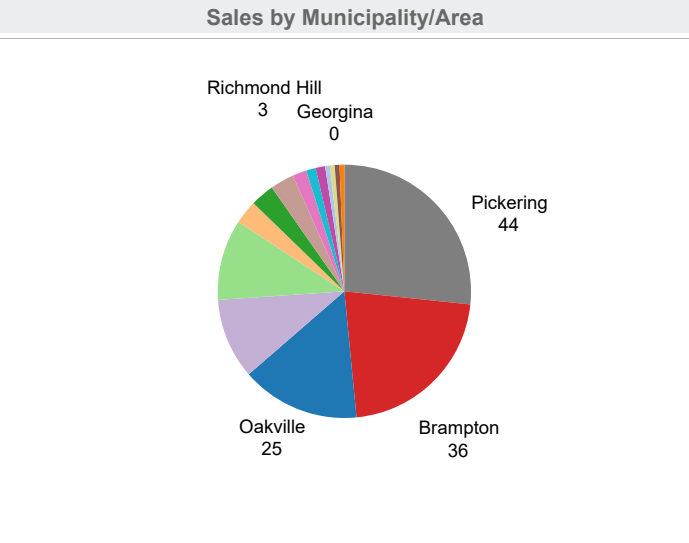
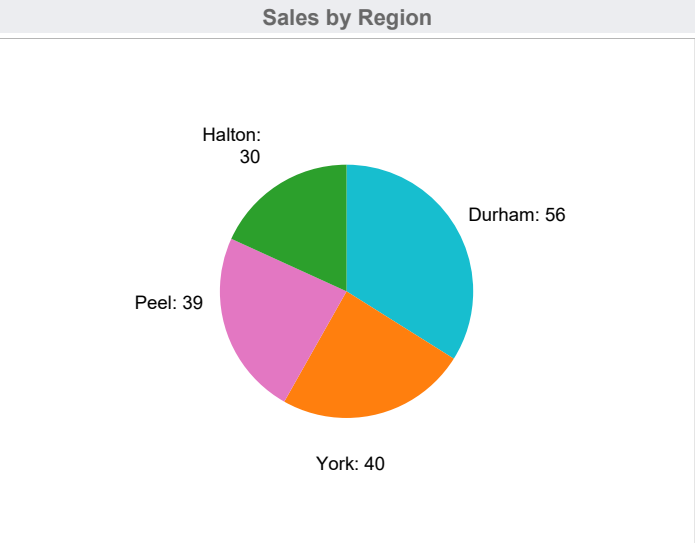
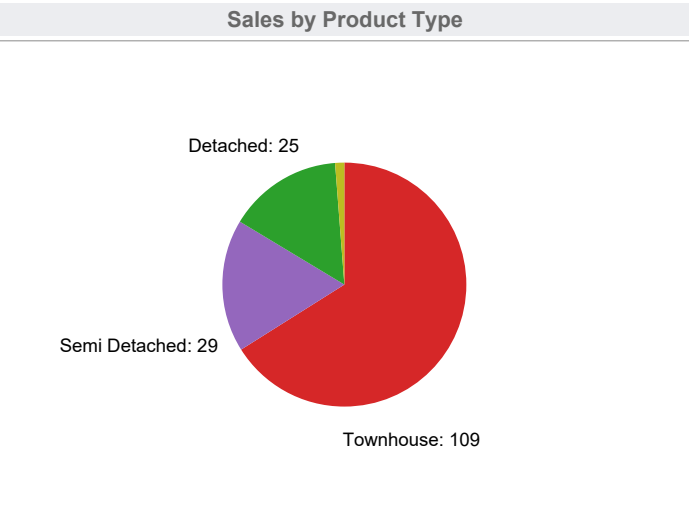
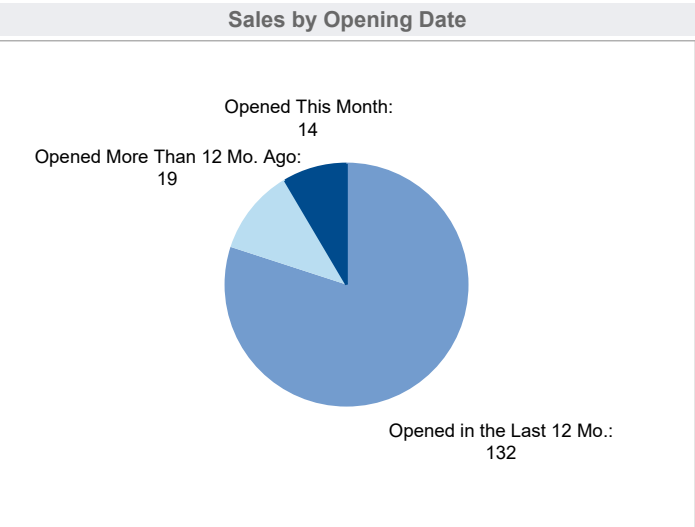


Current Sites



Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown



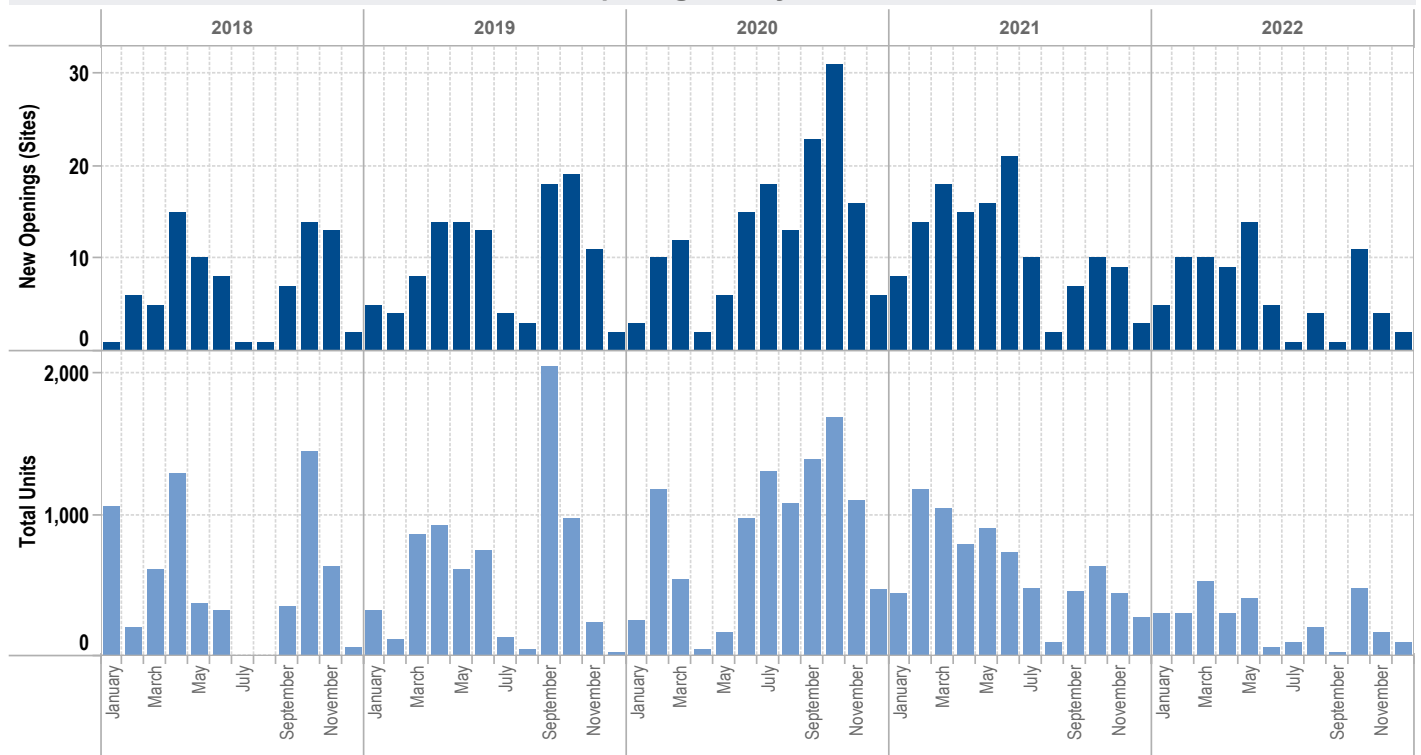
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Heartlake Collection at UPTowns - Vandyk Properties Inc.	Freehold Common Element	Brampton	2022-12-03	44	3	41	\$672
Oakbrook - Crystal Homes and Fernbrook Homes	Freehold	Oakville	2022-12-06	52	11	41	\$602
Grand Total				96	14	82	\$628

* 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	54	20	784		17.5%		17.5%	
Paradise Developments	43	38	56	142	16	2	0	0	0	0	0	0	297		6.6%		24.1%	
Treasure Hill	0	0	0	1			60	10	4	154	39	3	271		6.0%		30.2%	
Great Gulf	39	32	35	9	4	15	1	1	3	28	24	16	207		4.6%		34.8%	
Stateview Homes					26	11	6	53	11	42	3	48	200		4.5%		39.2%	
Sundial Homes	0	69	30	0	45	0	0	0	0	0	0	0	144		3.2%		42.4%	
Deco Homes			38	0	10	0	0	0	0	0	62	10	120		2.7%		45.1%	
Fieldgate Homes and SmartCentres	30	22	17	29	9	0	1	0	0	0	0	0	108		2.4%		47.5%	
Gold Park Homes			45	39	23	0	0	0	0	0	0	0	107		2.4%		49.9%	
Opus Homes	20	0	0	0	0	0	0	0	0	0	42	24	86		1.9%		51.8%	
Fieldgate Homes	6	1	16	34	22	6	0	0	0	0	0	0	85		1.9%		53.7%	
Arya Corporation	39	25	14										78		1.7%		55.5%	
Profile Developments			77	1	0	0	0	0	0	0	0	0	78		1.7%		57.2%	
Branthaven Homes		45	7	6	12	3	0	0	2	1	0	0	76		1.7%		58.9%	
Stanford Homes	0	1	0	64	8	1	0	0	0	0	1	0	75		1.7%		60.6%	
Andrin Homes	0	0	0	27	32	13	0	0	0	0	0	0	72		1.6%		62.2%	
CountryWide Homes	16	16	8	6	13	8	2	0	1	0	0	1	71		1.6%		63.8%	
Caivan					51	1	1	1	0	0	1	13	68		1.5%		65.3%	
Conservatory Group	8	34	16	0	1	3	1	0	1	2	0	0	66		1.5%		66.8%	
Remington Homes	0	0	30	18	13	0	0	0	0	2	0	0	63		1.4%		68.2%	
Aspen Ridge Homes	4	35	0	0	13	5	0	0	1	1	0	1	60		1.3%		69.5%	
Starlane Home Corporation		50	9										59		1.3%		70.8%	
	618	638	890	588	509	168	98	82	46	408	273	165	4,483					

Top Builders - Last 12 Months

GTA - Top Low Rise Builders by Last 12 Months' 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	20	784	17.5%		17.5%	
Paradise Developments	43	38	56	142	16	2	0	0	0	0	0	0	297	6.6%		24.1%	
Treasure Hill	0	0	0	1			60	10	4	154	39	3	271	6.0%		30.2%	
Great Gulf	39	32	35	9	4	15	1	1	3	28	24	16	207	4.6%		34.8%	
Stateview Homes					26	11	6	53	11	42	3	48	200	4.5%		39.2%	
Sundial Homes	0	69	30	0	45	0	0	0	0	0	0	0	144	3.2%		42.4%	
Deco Homes			38	0	10	0	0	0	0	0	62	10	120	2.7%		45.1%	
Fieldgate Homes and SmartCentres	30	22	17	29	9	0	1	0	0	0	0	0	108	2.4%		47.5%	
Gold Park Homes			45	39	23	0	0	0	0	0	0	0	107	2.4%		49.9%	
Opus Homes	20	0	0	0	0	0	0	0	0	0	42	24	86	1.9%		51.8%	
Fieldgate Homes	6	1	16	34	22	6	0	0	0	0	0	0	85	1.9%		53.7%	
Arya Corporation	39	25	14										78	1.7%		55.5%	
Profile Developments			77	1	0	0	0	0	0	0	0	0	78	1.7%		57.2%	
Branthaven Homes		45	7	6	12	3	0	0	2	1	0	0	76	1.7%		58.9%	
Stanford Homes	0	1	0	64	8	1	0	0	0	0	1	0	75	1.7%		60.6%	
Andrin Homes	0	0	0	27	32	13	0	0	0	0	0	0	72	1.6%		62.2%	
CountryWide Homes	16	16	8	6	13	8	2	0	1	0	0	1	71	1.6%		63.8%	
Caivan					51	1	1	1	0	0	1	13	68	1.5%		65.3%	
Conservatory Group	8	34	16	0	1	3	1	0	1	2	0	0	66	1.5%		66.8%	
Remington Homes	0	0	30	18	13	0	0	0	0	2	0	0	63	1.4%		68.2%	
Aspen Ridge Homes	4	35	0	0	13	5	0	0	1	1	0	1	60	1.3%		69.5%	
Starlane Home Corporation		50	9										59	1.3%		70.8%	
	618	638	890	588	509	168	98	82	46	408	273	165	4,483				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2022 December
Greenwood Seaton - Opus Homes	Pickering	Detached	30'	5
			36'	0
		Semi Detached	25'	19
		Total		24
Elia Collection Towns - Stateview Homes	Newmarket	Townhouse	20'	3
			21'	14
		Total		17
Elm & Co. - Stateview Homes	Whitchurch-Stouffville	Townhouse	14'	7
			20'	10
		Total		17
Creekside - Caivan	Oakville	Detached	31'	0
			40'	0
			42'	0
			50'	1
		Townhouse	20'	3
			24'	9
		Total		13
Queen's Court - Stateview Homes	Brampton	Townhouse	20'	13
			Total	13
Oakbrook - Crystal Homes and Fernbrook Homes	Oakville	Townhouse	20'	11
			Total	11
Greenwood Seaton - Deco Homes	Pickering	Detached	30'	0
			36'	0
		Semi Detached	25'	10
			Total	10
Mount Pleasant North - Mattamy Homes	Brampton	Townhouse	21'	10
			23'	0
		Total		10
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	5
			36'	5
			43'	0
			66'	0
		Total		10
Westfield - Great Gulf	Brampton	Detached	34'	0
		Townhouse	20'	6
		Total		6
Milton Village - Great Gulf	Milton	Detached	31'	0
			36'	0
			45'	0
		Semi Detached	26'	0
		Townhouse	21'	5
			Total	5
Whitby Meadows - Great Gulf	Whitby	Detached	36'	0

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	December 2021					December 2022				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	18			47	65	0			0	0
	Brock	1				1					
	Clarington	10			0	10	3			2	5
	Oshawa	41 0			9	50	0	2		0	2
	Pickering	0		0	35	35	15		29	0	44
	Scugog	4			2	6	0				0
	Uxbridge	0			1	1	0			0	0
	Whitby	1 1	1	2	21	25	0		0	5	5
	Total	75	1	2	115	193	18	2	29	7	56
Halton	Burlington				0	0			0	0	0
	Halton Hills				6	6				0	0
	Milton	38		0	17	55	0		0	5	5
	Oakville	13			61	74	1			24	25
	Total	51		0	84	135	1		0	29	30
Peel	Brampton	22		0	3	25	0		0	36	36
	Caledon	21			1	22	1				1
	Mississauga			1	11	12	2			0	2
	Total	43		1	15	59	3		0	36	39
Toronto	East York										
	Etobicoke										
	North York	0		0	5	5	0			0	0
	Old Toronto			0	11	11			0		0
	Scarborough	1		0	0	1	0			0	0
	York				1	1				0	0
	Total	1		0	17	18	0		0	0	0
York	Aurora	12				12	0			0	0
	East Gwillimbury	5		2	4	11	0		0	0	0
	Georgina	4				4	0				0
	King	0				0	0			1	1
	Markham	6			3	9	1			0	1
	Newmarket		0		0	0		0	0	17	17
	Richmond Hill	53 0	0	8	56	117	2	0	0	1	3
	Vaughan	9			60	69	0			1	1
	Whitchurch-Stouffville	0			8	8	0			17	17
	Total	89	0	10	131	230	3	0	0	37	40
Grand Total		259	1	13	362	635	25	2	29	109	165

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	17			10	27	8	0		0	2	10	
	Brock	3				3	0				0	0	
	Clarington	91			28	119	17	0		0	11	28	
	Oshawa	35	4		36	75	0	11		0	42	53	
	Pickering	326		61	165	552	0	0	0	0	27	27	
	Scugog	9			2	11	9	0		0	0	9	
	Uxbridge	2			23	25	20	0		0	26	46	
	Whitby	106	4	34	124	268	8	0		15	20	43	
	Total	589	8	95	388	1,080	62	11	0	15	128	216	
Halton	Burlington	89		0	60	149	0	0		0	7	7	
	Halton Hills	6			27	33	0	0		0	0	0	
	Milton	93		1	102	196	3	0		0	18	21	
	Oakville	270			358	628	137			0	265	402	
	Total	458		1	547	1,006	140	0		0	290	430	
Peel	Brampton	235		18	349	602	23	0		0	155	178	
	Caledon	58			42	100	22	0		0	0	22	
	Mississauga	5		3	67	75	32	0		0	74	106	
	Total	298		21	458	777	77	0		0	229	306	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	0		4	10	14	0	0		0	0	0	
	Old Toronto			1	1	2	0	0		12	0	12	
	Scarborough	5		2	97	104	2	0		0	0	2	
	York				54	54	0			0	3	3	
	Total	5		7	162	174	2	0		12	3	17	
York	Aurora	85			70	155	30	0	0	0	5	35	
	East Gwillimbury	32		7	8	47	82			8	36	126	
	Georgina	78				78	72	0		0	0	72	
	King	0			36	36	0	0		0	3	3	
	Markham	29			68	97	24	0		0	23	47	
	Newmarket		0	7	61	68	0	0		7	19	26	
	Richmond Hill	205	0	21	128	354	146	0		8	65	219	
	Vaughan	232			229	461	117	0		0	43	160	
	Whitchurch-Stouffville	89			61	150	5			0	68	73	
	Total	750	0	35	661	1,446	476	0	0	23	262	761	
Grand Total		2,100	8	159	2,216	4,483	757	11	0	50	912	1,730	

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