



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of January 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jan-23	Jan-22	Change		
High Rise	381	2,363	-83.9%		
Low Rise	186	618	-69.9%		
Total	567	2,981	-81.0%		
Year to Date Sales	Jan.-Jan. 2023	Jan.-Jan. 2022	Y/Y Change		
High Rise	381	2,363	-83.9%		
Low Rise	186	618	-69.9%		
Total	567	2,981	-81.0%		
Year to Date Supply	Jan.-Jan. 2023	Jan.-Jan. 2022	Y/Y Change		
High Rise	944	2,427	-61.1%		
Low Rise	82	401	-79.6%		
Total	1,026	2,828	-63.7%		
Year to Date Completions	Jan.-Jan. 2023	Jan.-Jan. 2022	Y/Y Change		
High Rise	856	1,202	-28.8%		
Remaining Inventory	Jan-23	Dec-22	Jan-22	M/M Change	Y/Y Change
High Rise	11,869	11,201	8,290	6.0%	43.2%
Low Rise	1,621	1,725	553	-6.0%	193.1%
Total	13,490	12,926	8,843	4.4%	52.6%
Benchmark Price	Jan-23	Dec-22	Jan-22	M/M Change	Y/Y Change
High Rise	\$1,127,192	\$1,131,614	\$1,150,685	-0.4%	-2.0%
Low Rise	\$1,730,359	\$1,753,356	\$1,771,162	-1.3%	-2.3%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	345	387	105	
High Rise Units	944	88,911	108,961	24,711	
% Sold*	36%	87%	93%	67%	
Low Rise Projects	0	174			
Low Rise Units	0	19,301			
% Sold*		92%			

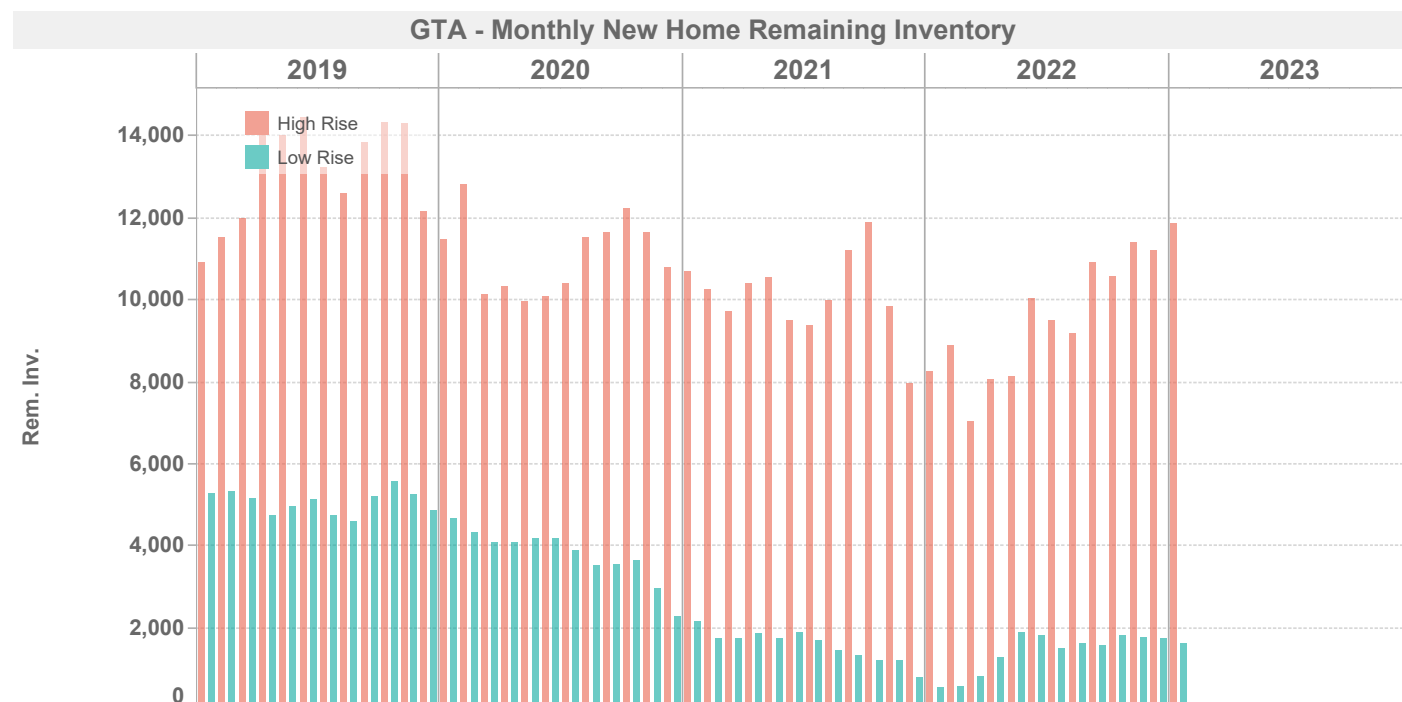
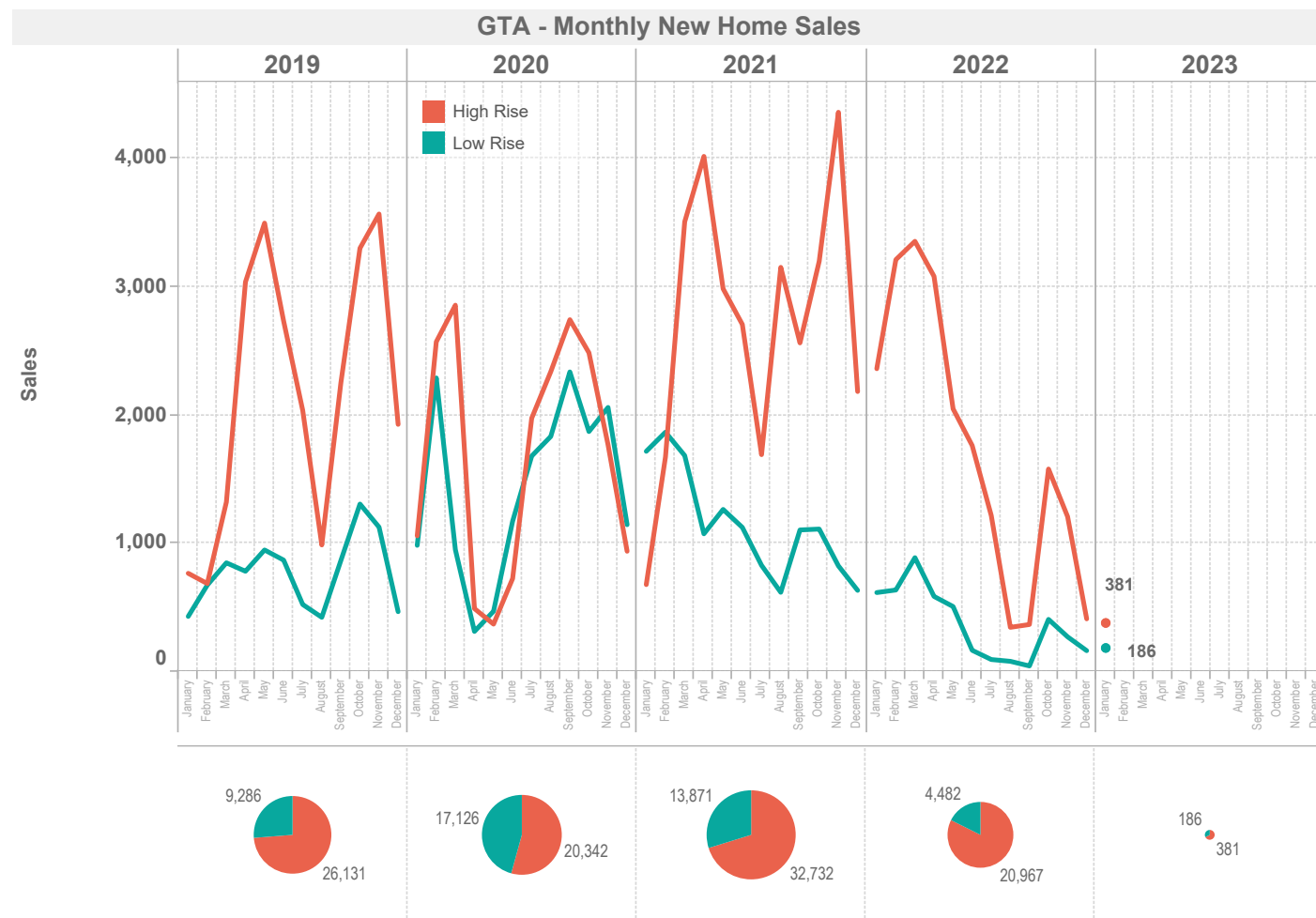
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

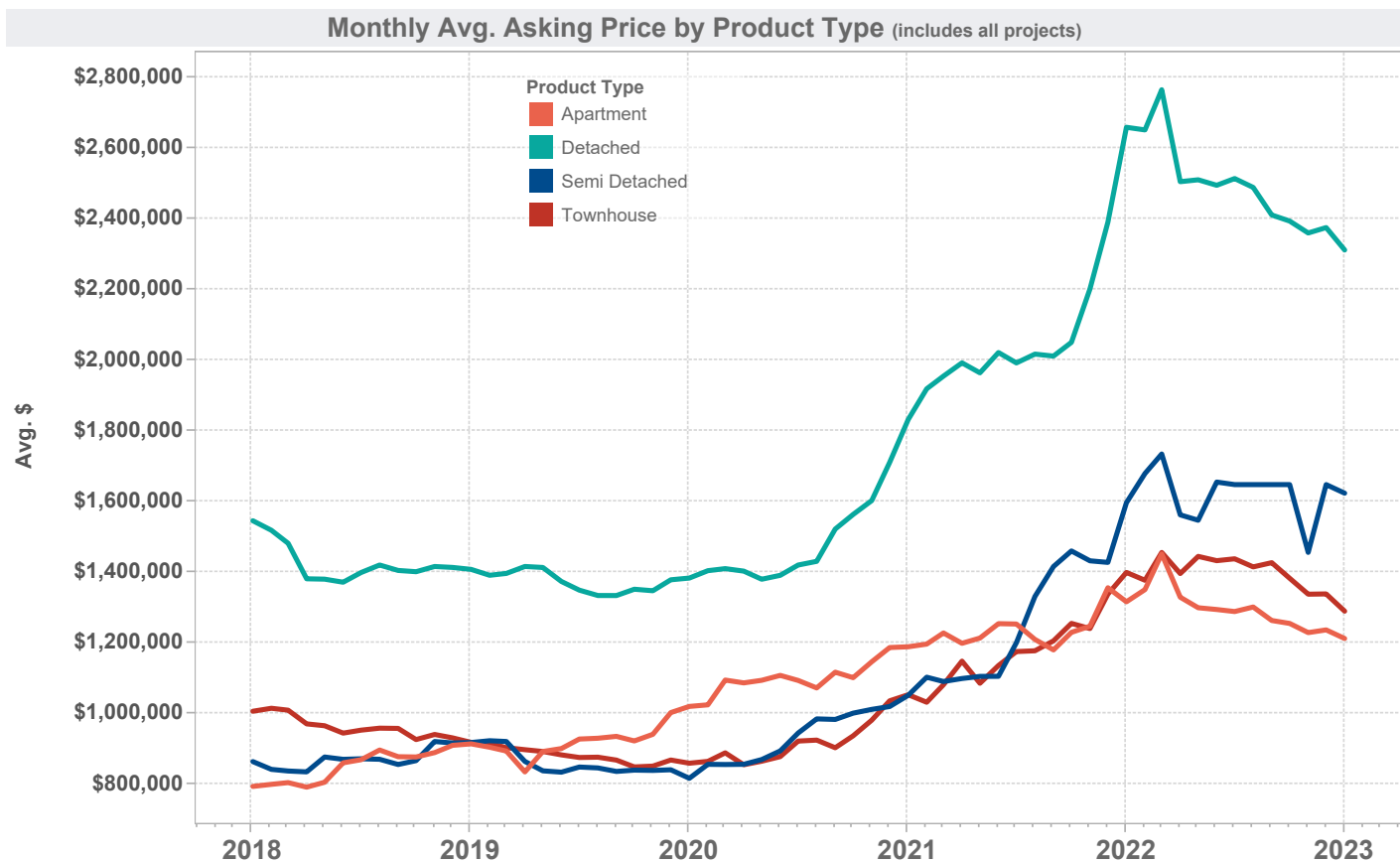
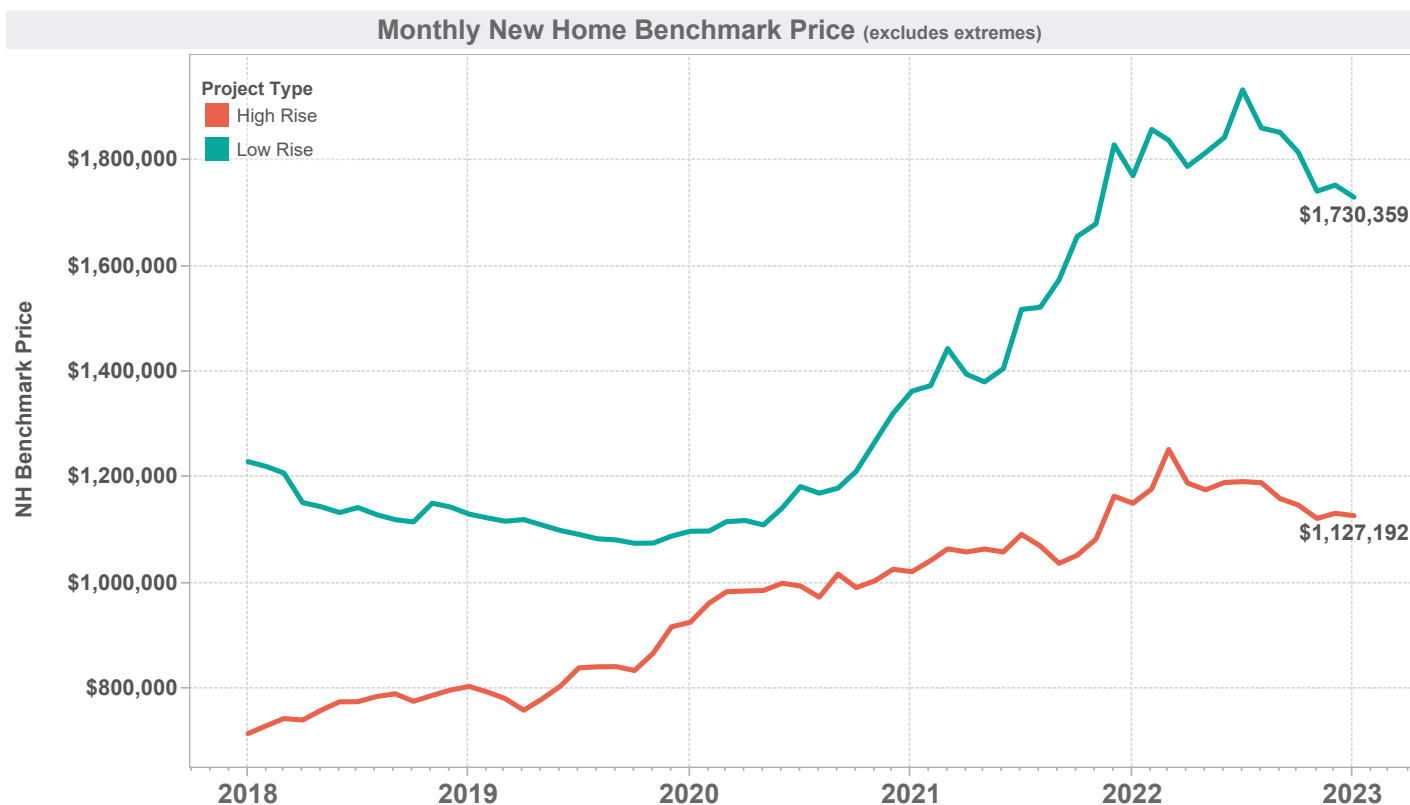
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

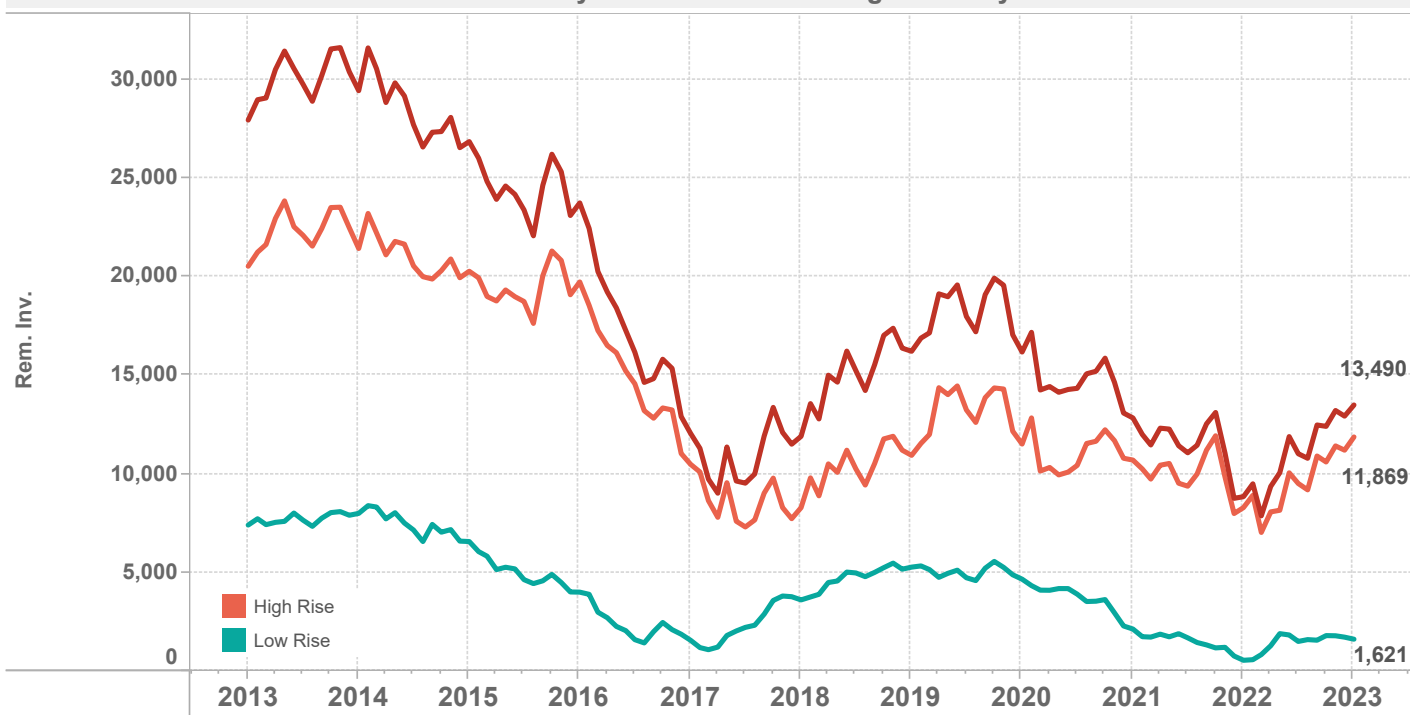


Pricing

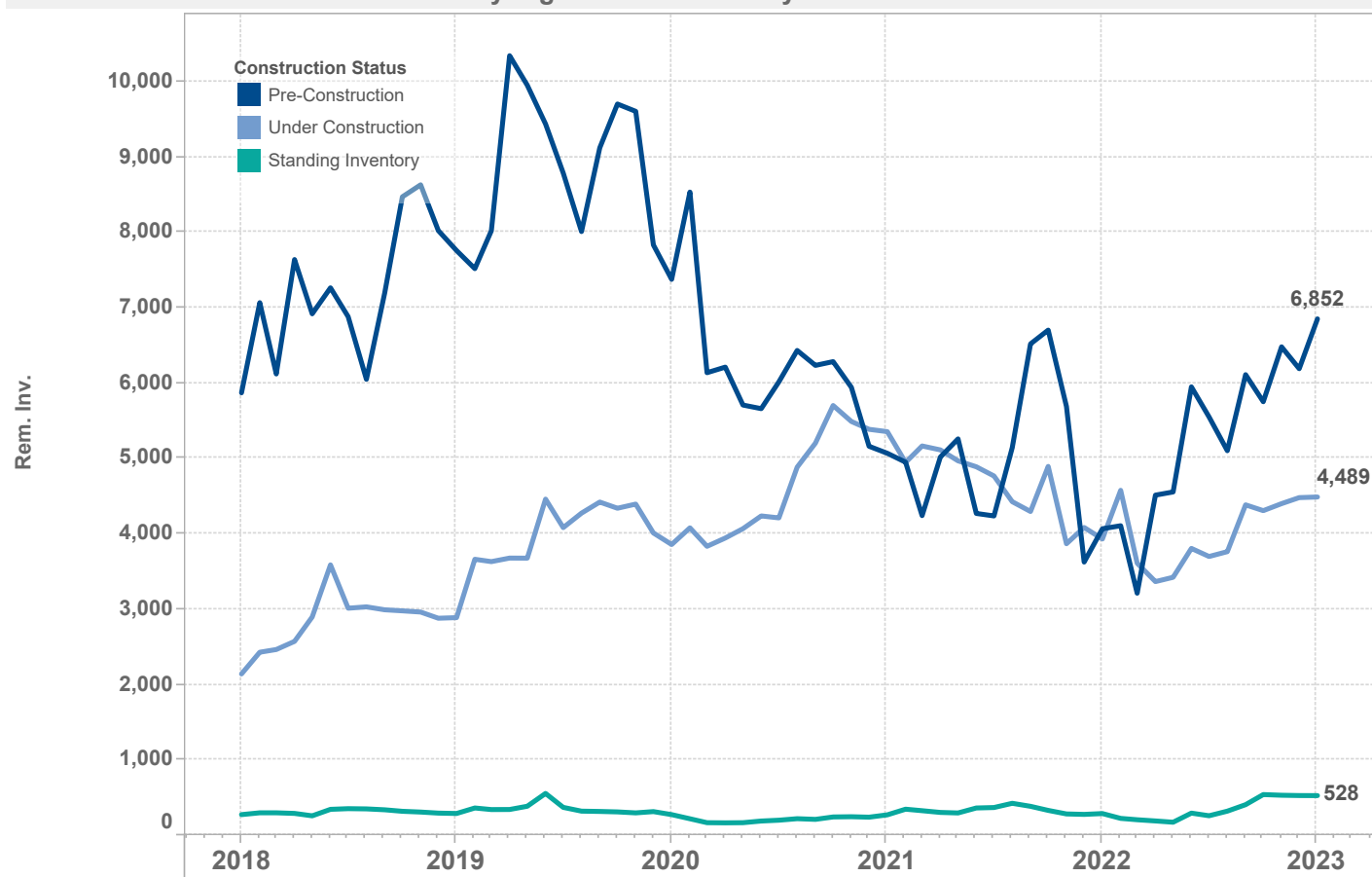


Remaining Inventory

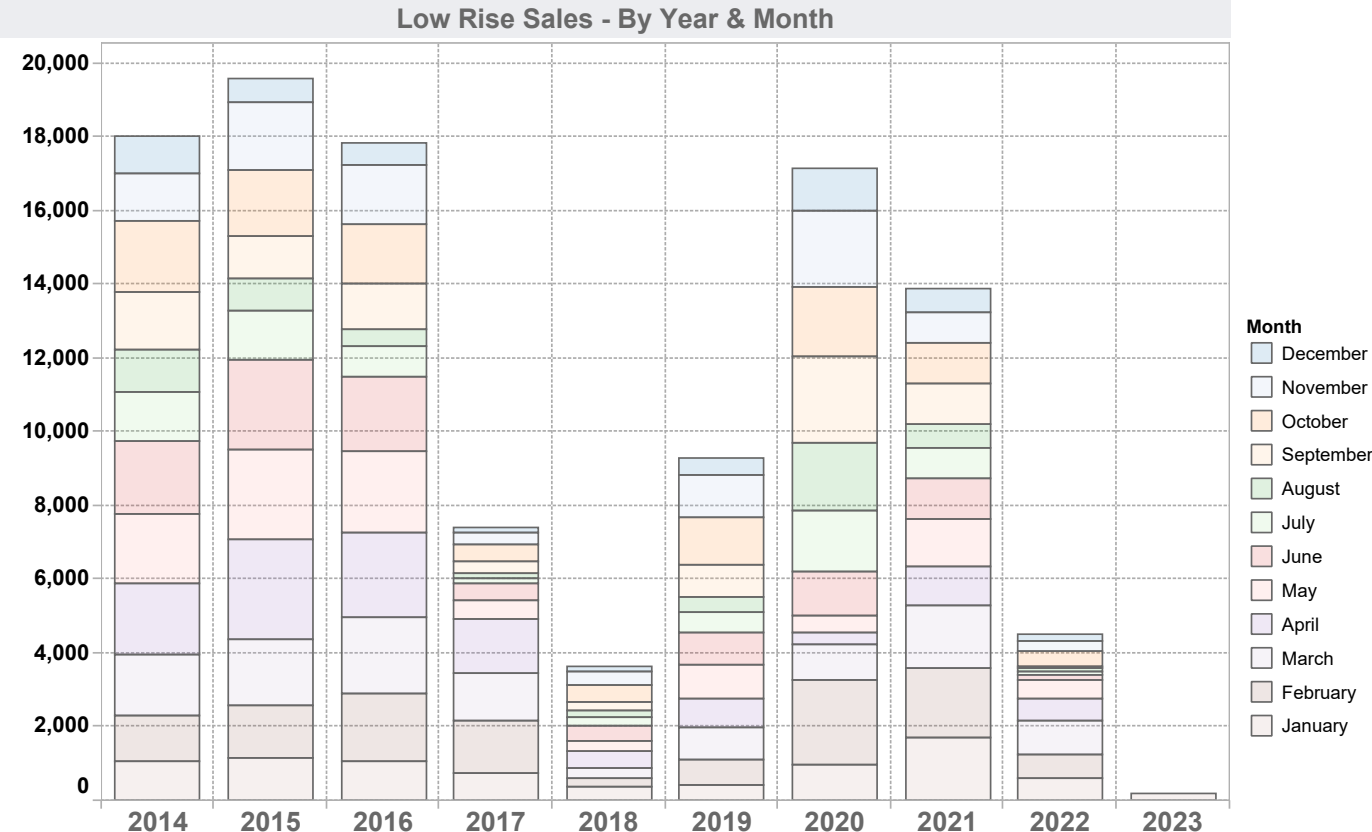
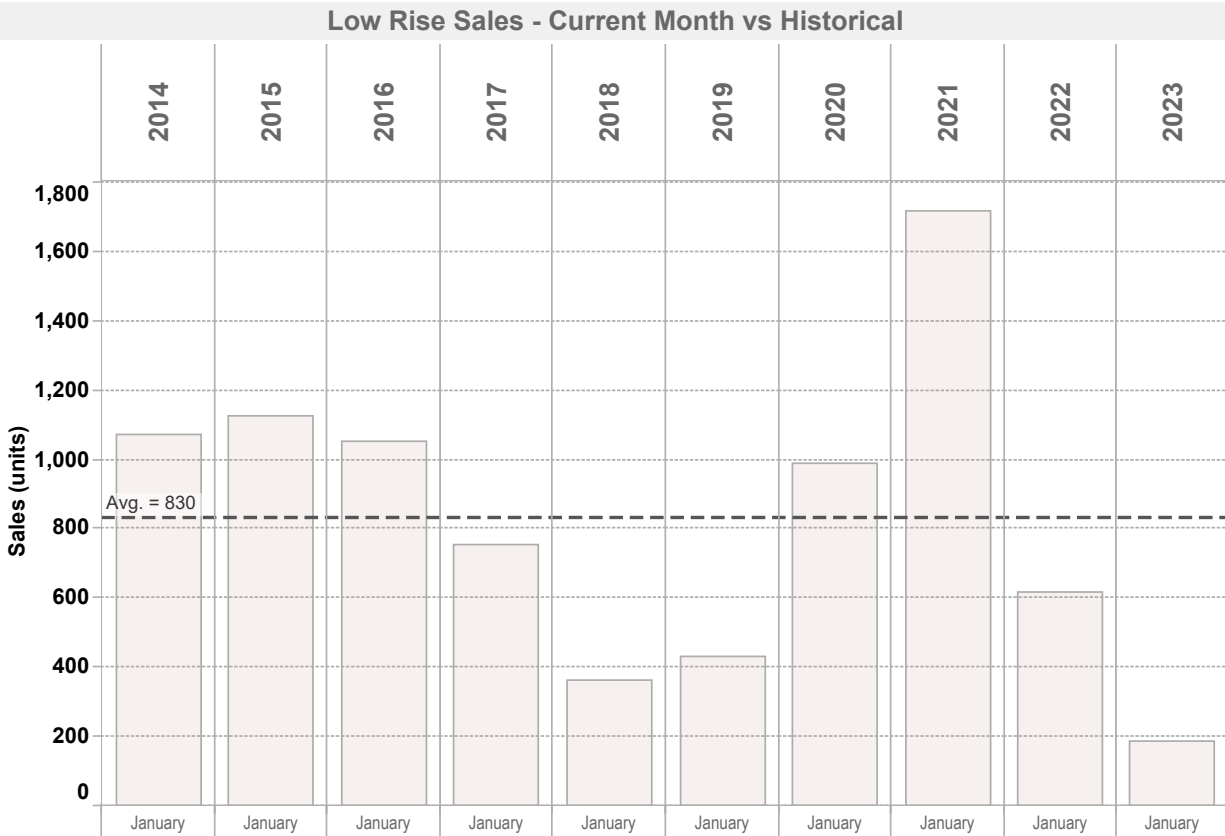
GTA - Monthly New Home Remaining Inventory



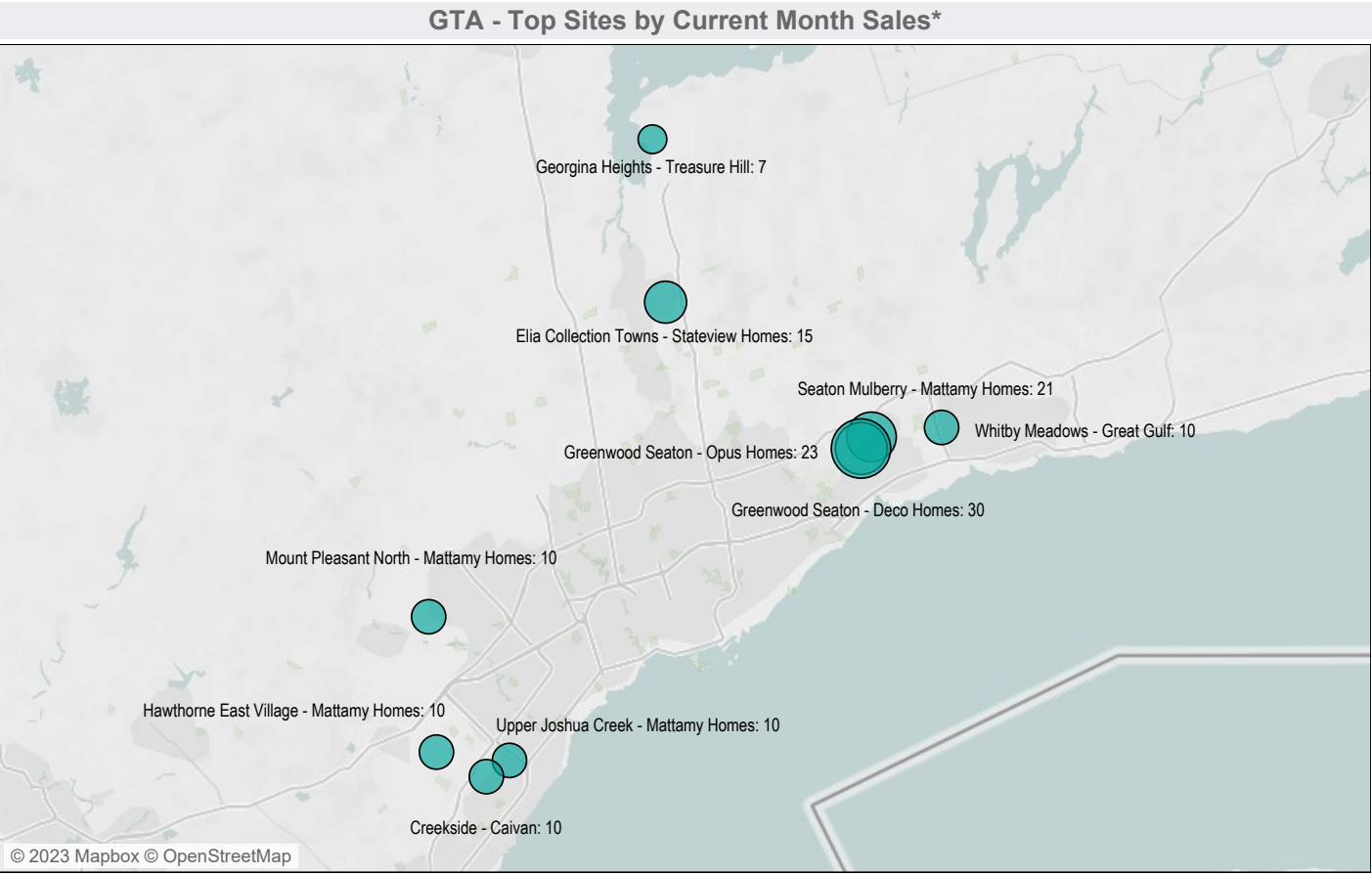
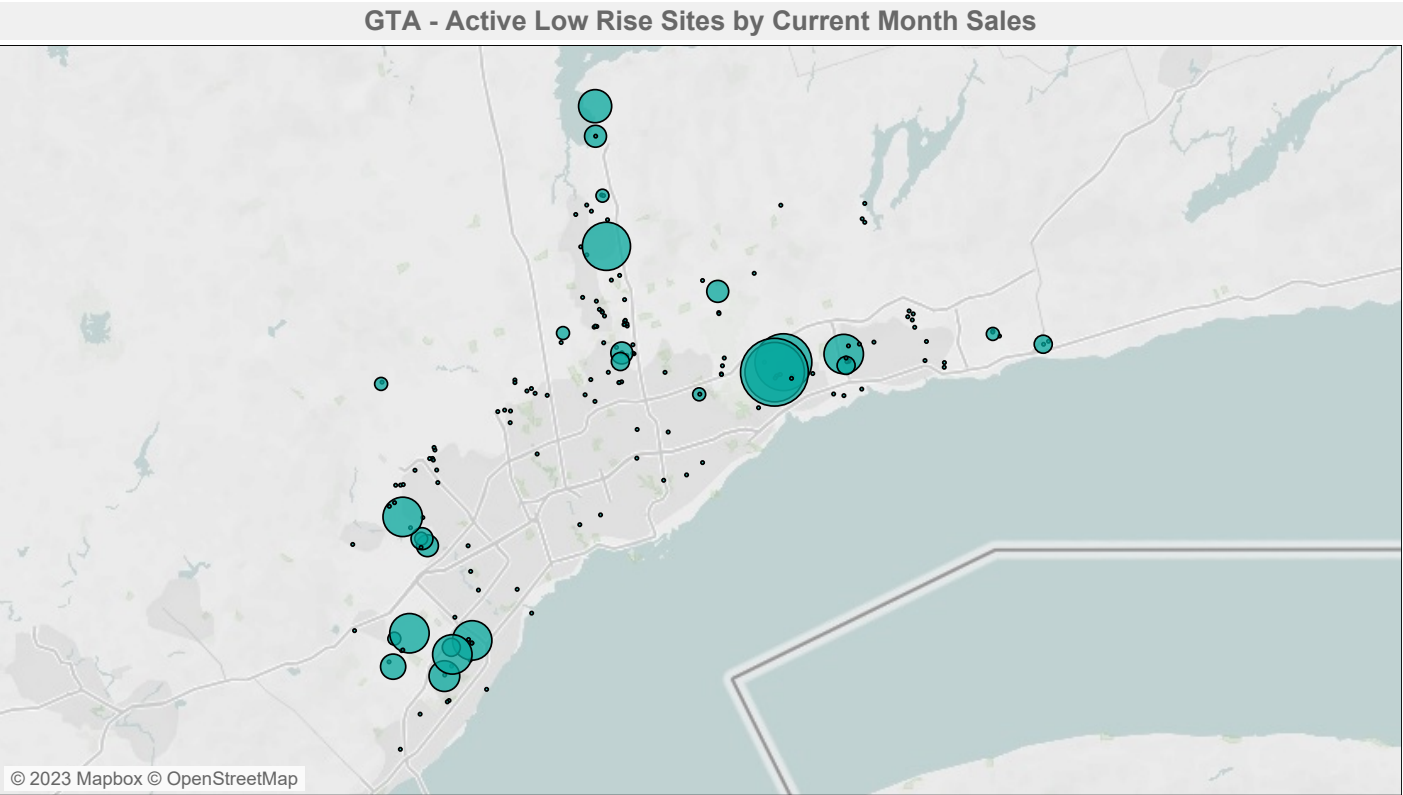
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



Current Sites



Monthly Sales Breakdown

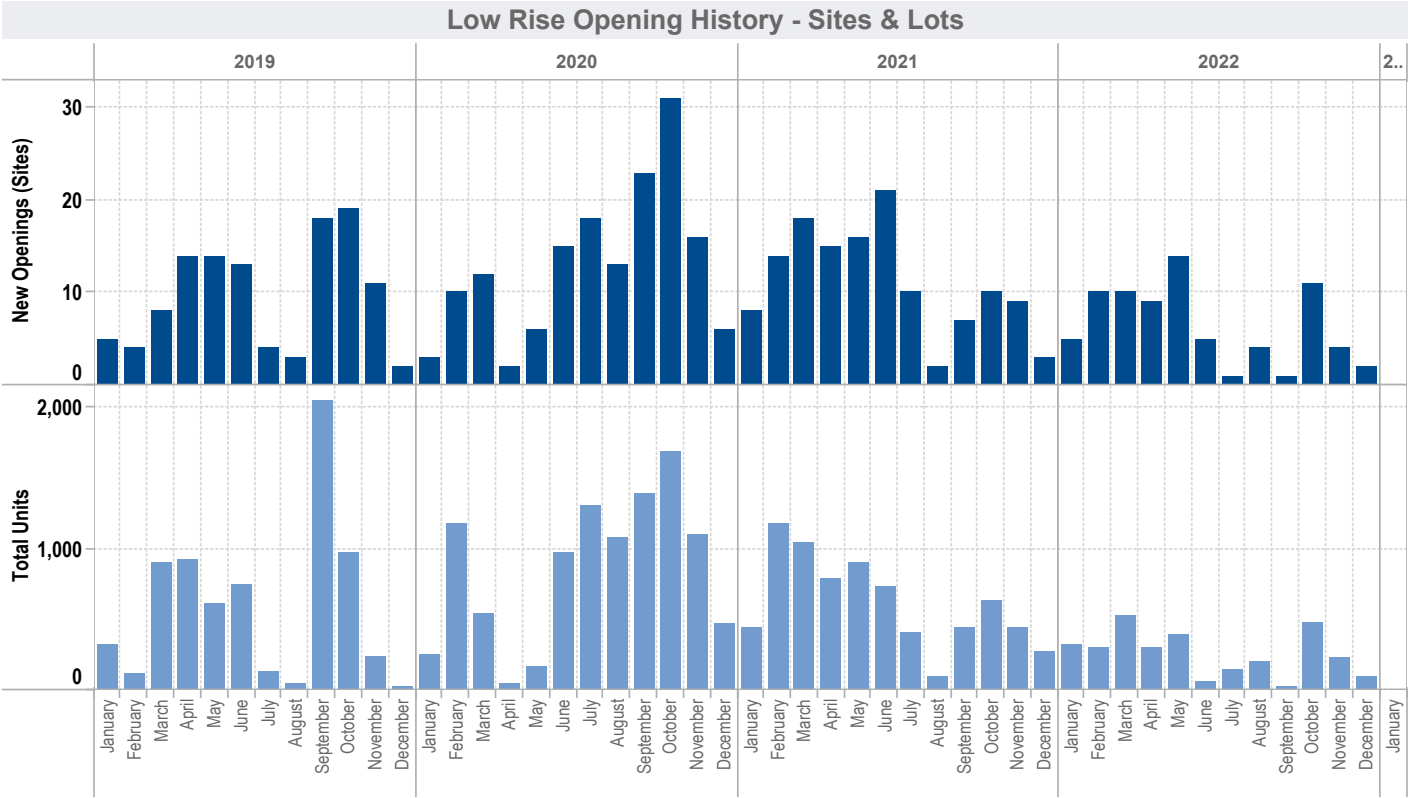


New Openings

January 2023 - Low Rise Openings - New Projects & Product Offerings

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* 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	2023												Total	2024			
	January	February	March	April	May	June	July	August	September	October	November	December		Market %	Share %	Cum. Mkt. %	Share %
Mattamy Homes	57												57	17.5%		30.6%	
Deco Homes	30												30	6.6%		46.8%	
Opus Homes	23												23	6.0%		59.1%	
Stateview Homes	22												22	4.6%		71.0%	
Great Gulf	17												17	4.5%		80.1%	
Caivan	10												10	3.2%		85.5%	
Treasure Hill	9												9	2.7%		90.3%	
Greenpark Group	3												3	2.4%		91.9%	
Regal Crest Homes	3												3	2.4%		93.5%	
Crystal Homes and Fernbrook Homes	2												2	1.9%		94.6%	
Mansouri Living	2												2	1.9%		95.7%	
Vogue Development Group	2												2	1.7%		96.8%	
ACE Developments Ltd.	1												1	1.7%		97.3%	
Aspen Ridge Homes	1												1	1.7%		97.8%	
Branthaven Homes	1												1	1.7%		98.4%	
Conservatory Group	1												1	1.6%		98.9%	
CountryWide Homes	1												1	1.6%		99.5%	
Remington Homes	1												1	1.5%		100.0%	
Acorn Developments	0												0	1.5%		100.0%	
Ambria Homes	0												0	1.4%		100.0%	
Andrin Homes	0												0	1.3%		100.0%	
Arista Homes	0												0	1.3%		100.0%	
186													186				

Top Builders - Last 12 Months

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

Builder	2022												2023	Total	Market Share		Cum. Mkt. Share	
	February	March	April	May	June	July	August	September	October	November	December	January	%			%		
Mattamy Homes	100	248	120	62	13	6	3	1	85	54	20	57	769		19.0%		19.0%	
Treasure Hill	0	0	1			60	10	4	154	39	3	9	280		6.9%		25.9%	
Paradise Developments	38	56	142	16	2	0	0	0	0	0	0	0	254	6.3%		32.2%		
Stateview Homes				26	11	6	53	11	42	3	48	22	222	5.5%		37.7%		
Great Gulf	32	35	9	4	15	1	1	3	28	24	16	17	185	4.6%		42.2%		
Deco Homes		38	0	10	0	0	0	0	0	62	10	30	150	3.7%		45.9%		
Sundial Homes	69	30	0	45	0	0	0	0	0	0	0	0	144	3.6%		49.5%		
Gold Park Homes		45	39	23	0	0	0	0	0	0	0	0	107	2.6%		52.1%		
Opus Homes	0	0	0	0	0	0	0	0	0	42	24	23	89	2.2%		54.3%		
Fieldgate Homes	1	16	34	22	6	0	0	0	0	0	0	0	79	2.0%		56.3%		
Branthaven Homes	45	7	6	12	3	0	0	2	2	0	0	1	78	1.9%		58.2%		
Caivan				51	1	1	1	0	0	1	13	10	78	1.9%		60.1%		
Fieldgate Homes and SmartCentres	22	17	29	9	0	1	0	0	0	0	0	0	78	1.9%		62.0%		
Profile Developments		77	1	0	0	0	0	0	0	0	0	0	78	1.9%		64.0%		
Stanford Homes	1	0	64	8	1	0	0	0	0	1	0	0	75	1.9%		65.8%		
Andrin Homes	0	0	27	32	13	0	0	0	0	0	0	0	72	1.8%		67.6%		
Remington Homes	0	30	18	13	0	0	0	0	2	0	0	1	64	1.6%		69.2%		
Conservatory Group	34	16	0	1	3	1	0	1	2	0	0	1	59	1.5%		70.6%		
Starlane Home Corporation	50	9											59	1.5%		72.1%		
Lindvest	16	42	0	0	0	0	0	0	0	0	0	0	58	1.4%		73.5%		
Aspen Ridge Homes	35	0	0	13	5	0	0	1	1	0	1	1	57	1.4%		74.9%		
CountryWide Homes	16	8	6	13	8	2	0	1	0	0	1	1	56	1.4%		76.3%		
	638	890	588	509	168	96	82	46	409	273	165	186	4,050					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Lot Size	2023 January
Greenwood Seaton - Deco Homes	Pickering	Detached	30'	14
			36'	5
		Semi Detached	25'	11
		Total		30
Greenwood Seaton - Opus Homes	Pickering	Detached	30'	9
			36'	5
		Semi Detached	25'	9
		Total		23
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	10
			36'	11
			43'	0
			66'	0
		Total		21
Elia Collection Towns - Stateview Homes	Newmarket	Townhouse	20'	3
			21'	12
		Total		15
Creekside - Caivan	Oakville	Detached	31'	1
			40'	0
			42'	0
			50'	0
		Townhouse	20'	3
			24'	6
		Total		10
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	0
			34'	0
			36'	5
			43'	0
		Townhouse	21'	0
			23'	5
		Total		10
Mount Pleasant North - Mattamy Homes	Brampton	Townhouse	21'	10
			23'	0
		Total		10
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34'	0
			38'	0
			45'	0
		Townhouse	20'	10
			23'	0
		Total		10
Whitby Meadows - Great Gulf	Whitby	Detached	36'	0
		Townhouse	20'	6
			22'	4
		Total		10

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality											
Region	Municipality	January 2022					January 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	• 0			• 7	• 7	• 0			• 0	• 0
	Brock	• 0				• 0					
	Clarington	• 4			• 6	• 10	• 2			• 1	• 3
	Oshawa	• 27	• 0		• 13	• 40	• 0	• 0		• 0	• 0
	Pickering	• 53		• 0	• 30	• 83	• 54		• 20	• 0	• 74
	Scugog	• 7			• 2	• 9	• 0				• 0
	Uxbridge	• 1			• 0	• 1	• 0			• 0	• 0
	Whitby	• 3	• 2	• 13	• 21	• 39	• 0		• 1	• 11	• 12
	Total	• 95	• 2	• 13	• 79	• 189	• 56	• 0	• 21	• 12	• 89
Halton	Burlington				• 0	• 0			• 0	• 0	• 0
	Halton Hills				• 5	• 5				• 0	• 0
	Milton	• 20		• 0	• 0	• 20	• 6		• 0	• 9	• 15
	Oakville	• 10			• 23	• 33	• 5			• 23	• 28
	Total	• 30		• 0	• 28	• 58	• 11		• 0	• 32	• 43
Peel	Brampton	• 32		• 0	• 28	• 60	• 0		• 0	• 17	• 17
	Caledon	• 31			• 2	• 33	• 1				• 1
	Mississauga			• 1	• 31	• 32	• 0			• 0	• 0
	Total	• 63		• 1	• 61	• 125	• 1		• 0	• 17	• 18
Toronto	East York										
	Etobicoke										
	North York	• 0		• 2	• 5	• 7	• 0			• 0	• 0
	Old Toronto			• 0	• 1	• 1			• 0		• 0
	Scarborough	• 1		• 2	• 19	• 22	• 0			• 0	• 0
	York				• 0	• 0				• 0	• 0
	Total	• 1		• 4	• 25	• 30	• 0		• 0	• 0	• 0
York	Aurora	• 11				• 11	• 0			• 0	• 0
	East Gwillimbury	• 11		• 5	• 7	• 23	• 1		• 0	• 0	• 1
	Georgina	• 0				• 0	• 10				• 10
	King	• 0				• 0	• 0			• 1	• 1
	Markham	• 1			• 0	• 1	• 0			• 1	• 1
	Newmarket		• 0		• 0	• 0		• 0	• 0	• 15	• 15
	Richmond Hill	• 28	• 0	• 8	• 39	• 75	• 3	• 0	• 0	• 2	• 5
	Vaughan	• 28			• 69	• 97	• 0			• 0	• 0
	Whitchurch-Stouffville	• 7			• 2	• 9	• 0			• 3	• 3
	Total	• 86	• 0	• 13	• 117	• 216	• 14	• 0	• 0	• 22	• 36
Grand Total		• 275	• 2	• 31	• 310	• 618	• 82	• 0	• 21	• 83	• 186

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			3	20	8	0		0	2	10
	Brock	3				3	0				0	0
	Clarington	89			23	112	55	0		0	10	65
	Oshawa	8	4		23	35	4	11		0	42	57
	Pickering	327		81	135	543	0	0	0	0	27	27
	Scugog	2				2	9	0		0	0	9
	Uxbridge	1			23	24	20	0		0	26	46
	Whitby	103	2	22	114	241	9	0		12	47	68
	Total	550	6	103	321	980	105	11	0	12	154	282
Halton	Burlington	89		0	61	150	0	0		0	6	6
	Halton Hills	6			22	28	0	0		0	0	0
	Milton	79		1	111	191	2	0		0	18	20
	Oakville	265			358	623	107			0	173	280
	Total	439		1	552	992	109	0		0	197	306
Peel	Brampton	203		18	338	559	23	0		0	142	165
	Caledon	28			40	68	21	0		0	0	21
	Mississauga	5		2	36	43	32	0		0	74	106
	Total	236		20	414	670	76	0		0	216	292
Toronto	East York						0			0	0	0
	Etobicoke						0			0	0	0
	North York	0		2	5	7	0	0		0	0	0
	Old Toronto			1		1	0	0		12	0	12
	Scarborough	4			78	82	2	0		0	0	2
	York				54	54	0			0	3	3
	Total	4		3	137	144	2	0		12	3	17
York	Aurora	74			70	144	30	0	0	0	0	30
	East Gwillimbury	22		2	1	25	81			8	36	125
	Georgina	88				88	66	0		0	0	66
	King	0			37	37	0	0		0	2	2
	Markham	28			69	97	24	0		0	22	46
	Newmarket		0	7	76	83	0	0		7	4	11
	Richmond Hill	178	0	13	91	282	143	0		8	63	214
	Vaughan	204			160	364	117	0		0	43	160
	Whitchurch-Stouffville	82			62	144	5			0	65	70
	Total	676	0	22	566	1,264	466	0	0	23	235	724
Grand Total	1,905	6	149	1,990	4,050	758	11	0	47	805	1,621	

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