



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of June 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jun-23	Jun-22		Change	
High Rise	1,957	1,758		11.3%	
Low Rise	569	160		255.6%	
Total	2,526	1,918		31.7%	
Year to Date Sales	Jan.-Jun. 2023	Jan.-Jun. 2022		Y/Y Change	
High Rise	7,589	15,743		-51.8%	
Low Rise	3,530	3,383		4.3%	
Total	11,119	19,126		-41.9%	
Year to Date Supply	Jan.-Jun. 2023	Jan.-Jun. 2022		Y/Y Change	
High Rise	11,227	17,320		-35.2%	
Low Rise	3,729	4,457		-16.3%	
Total	14,956	21,777		-31.3%	
Year to Date Completions	Jan.-Jun. 2023	Jan.-Jun. 2022		Y/Y Change	
High Rise	8,434	5,135		64.2%	
Remaining Inventory	Jun-23	May-23	Jun-22	M/M Change	Y/Y Change
High Rise	14,523	13,897	10,141	4.5%	43.2%
Low Rise	1,856	1,486	1,844	24.9%	0.7%
Total	16,379	15,383	11,985	6.5%	36.7%
Benchmark Price	Jun-23	May-23	Jun-22	M/M Change	Y/Y Change
High Rise	\$1,090,494	\$1,097,747	\$1,189,894	-0.7%	-8.4%
Low Rise	\$1,716,467	\$1,736,348	\$1,843,595	-1.1%	-6.9%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	9	378	382	121	
High Rise Units	2,268	97,722	108,007	28,982	
% Sold*	50%	85%	92%	61%	
Low Rise Projects	13	189			
Low Rise Units	540	19,994			
% Sold*	53%	91%			

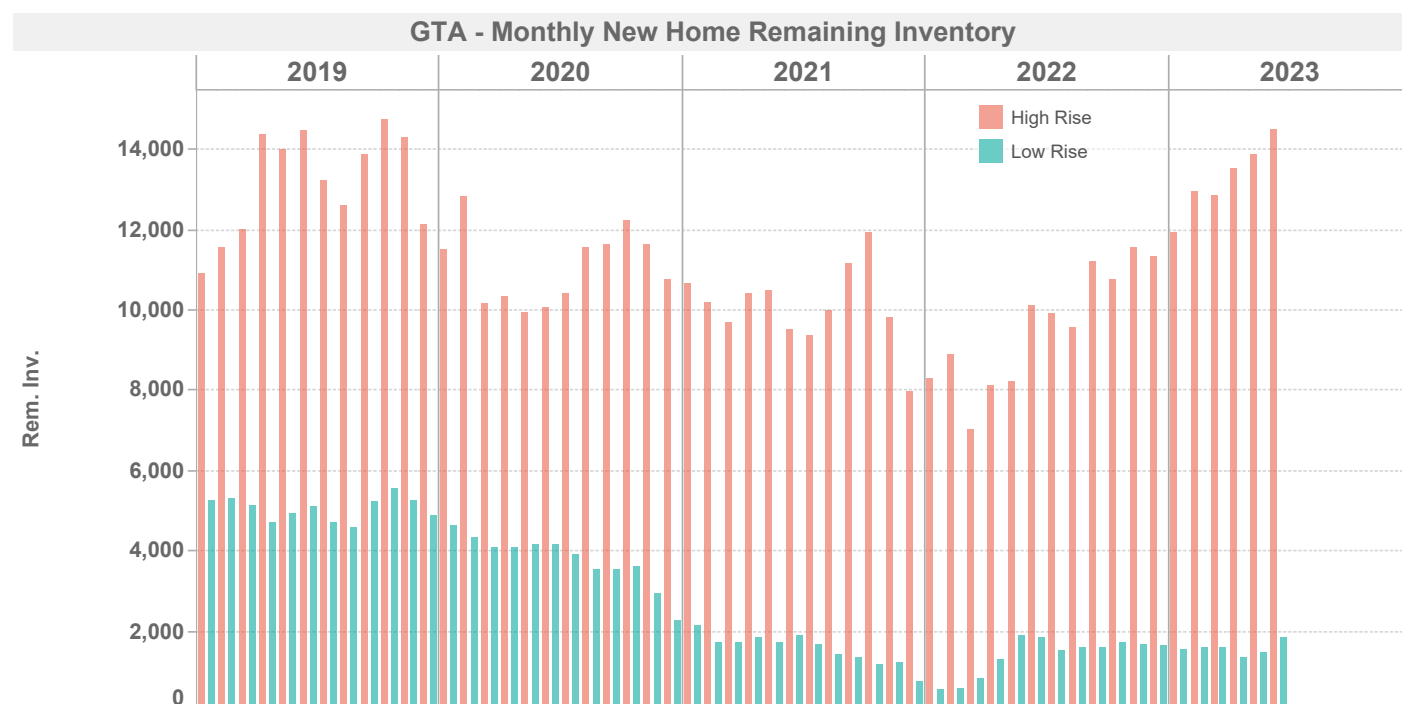
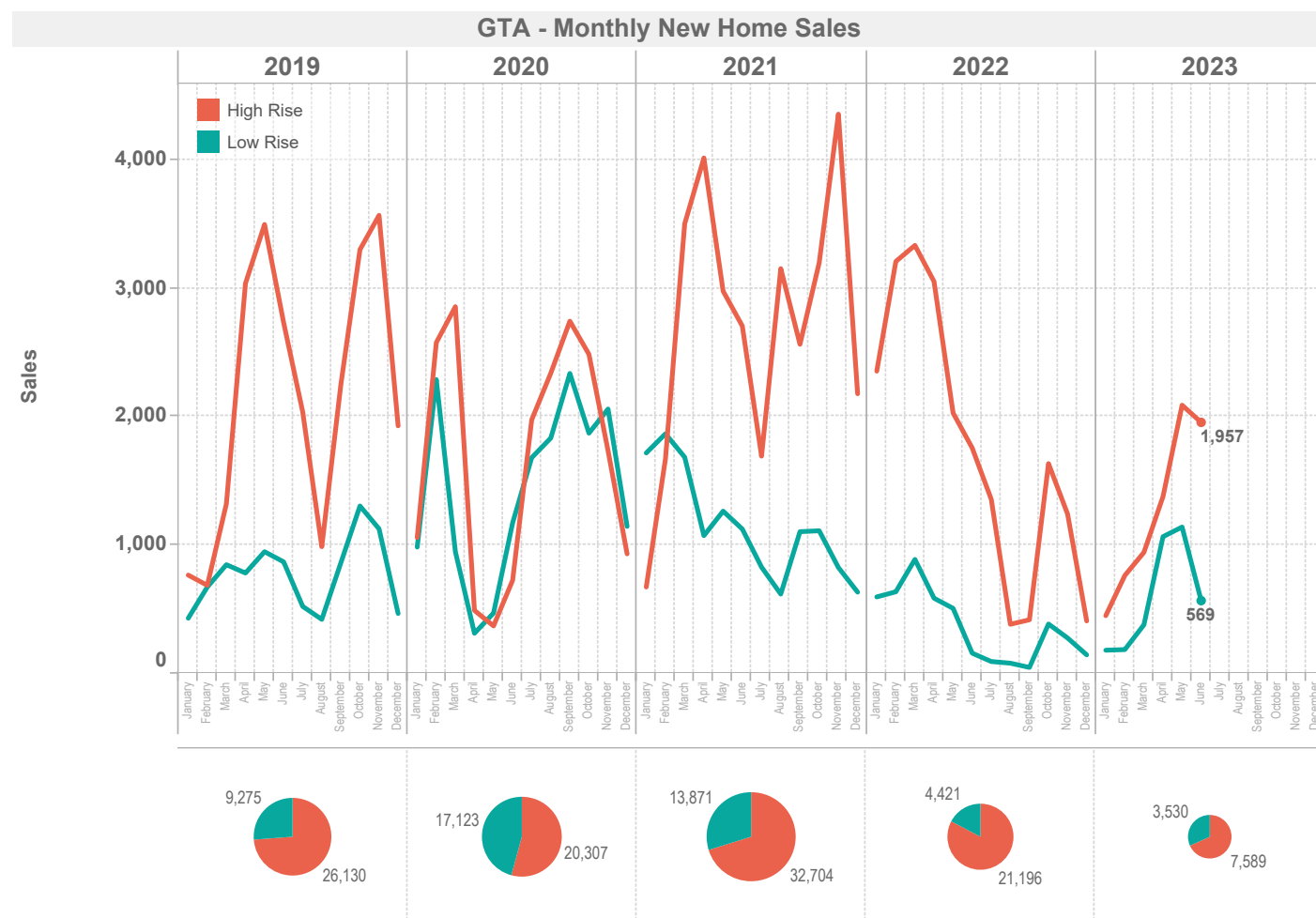
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

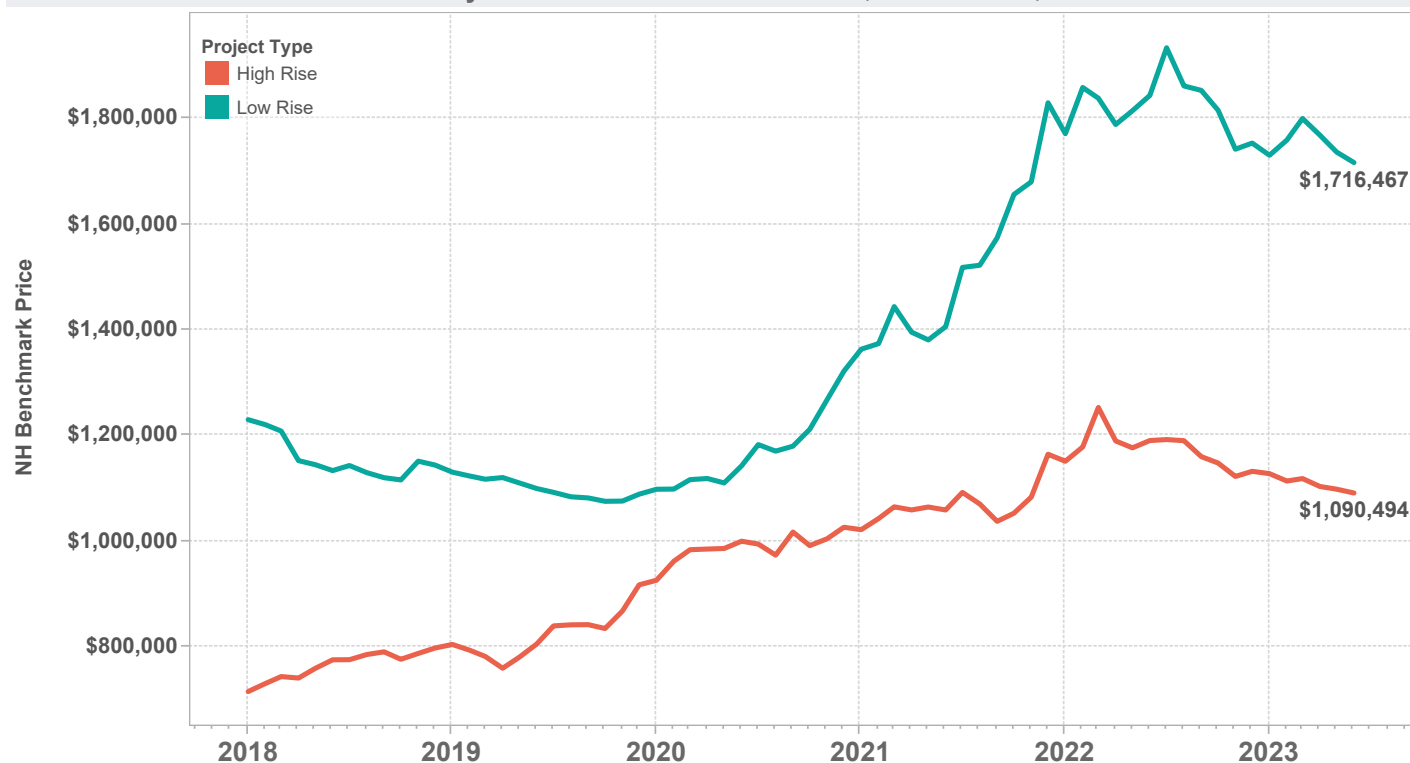
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

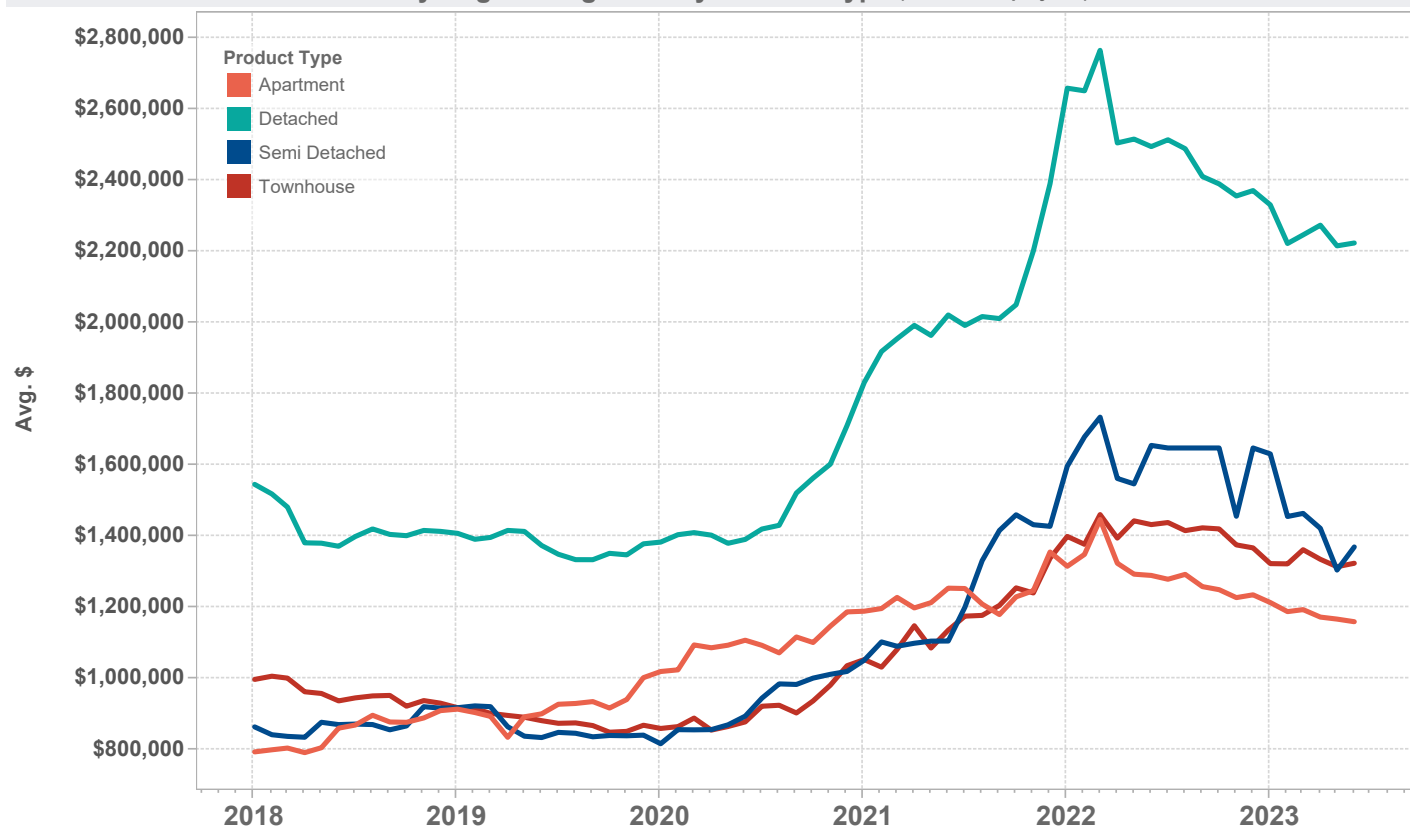


Pricing

Monthly New Home Benchmark Price (excludes extremes)

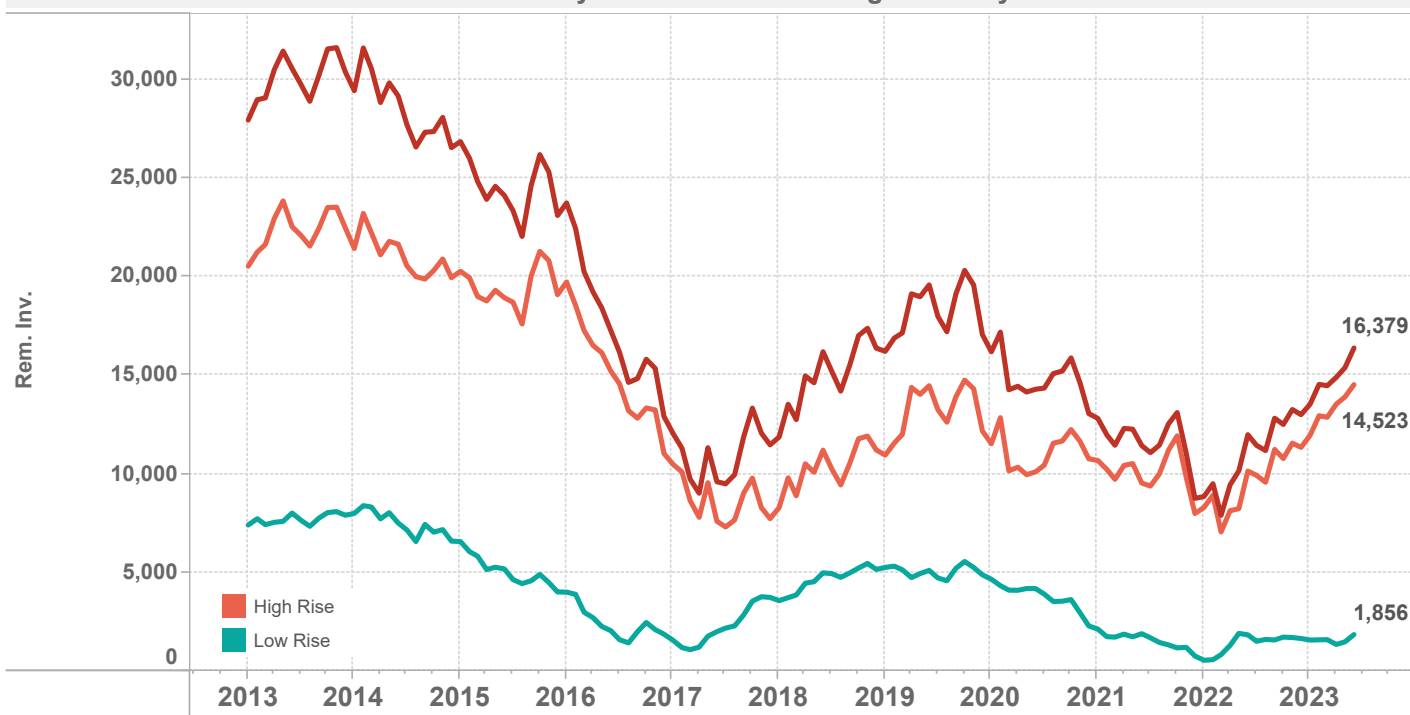


Monthly Avg. Asking Price by Product Type (includes all projects)

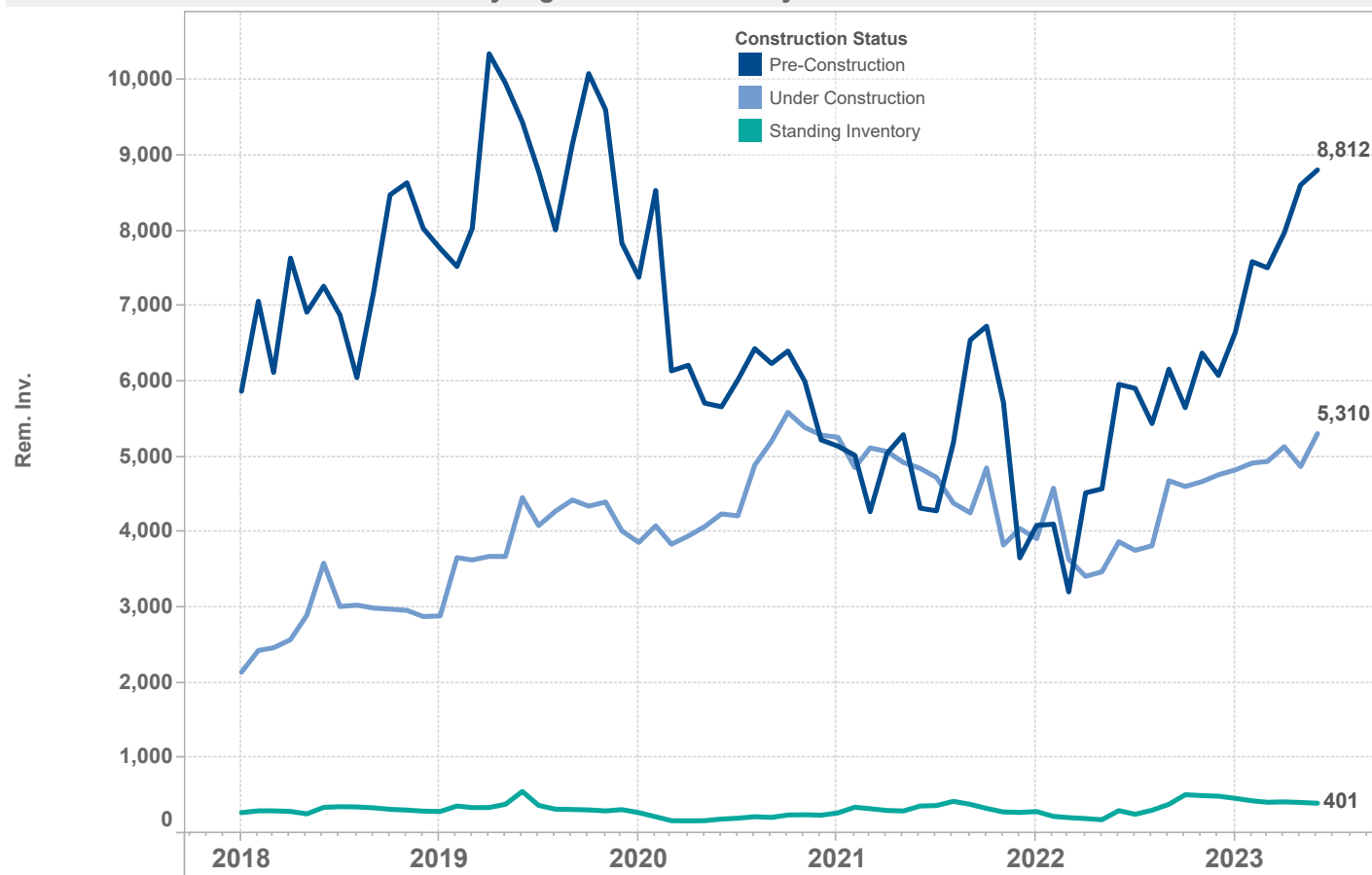


Remaining Inventory

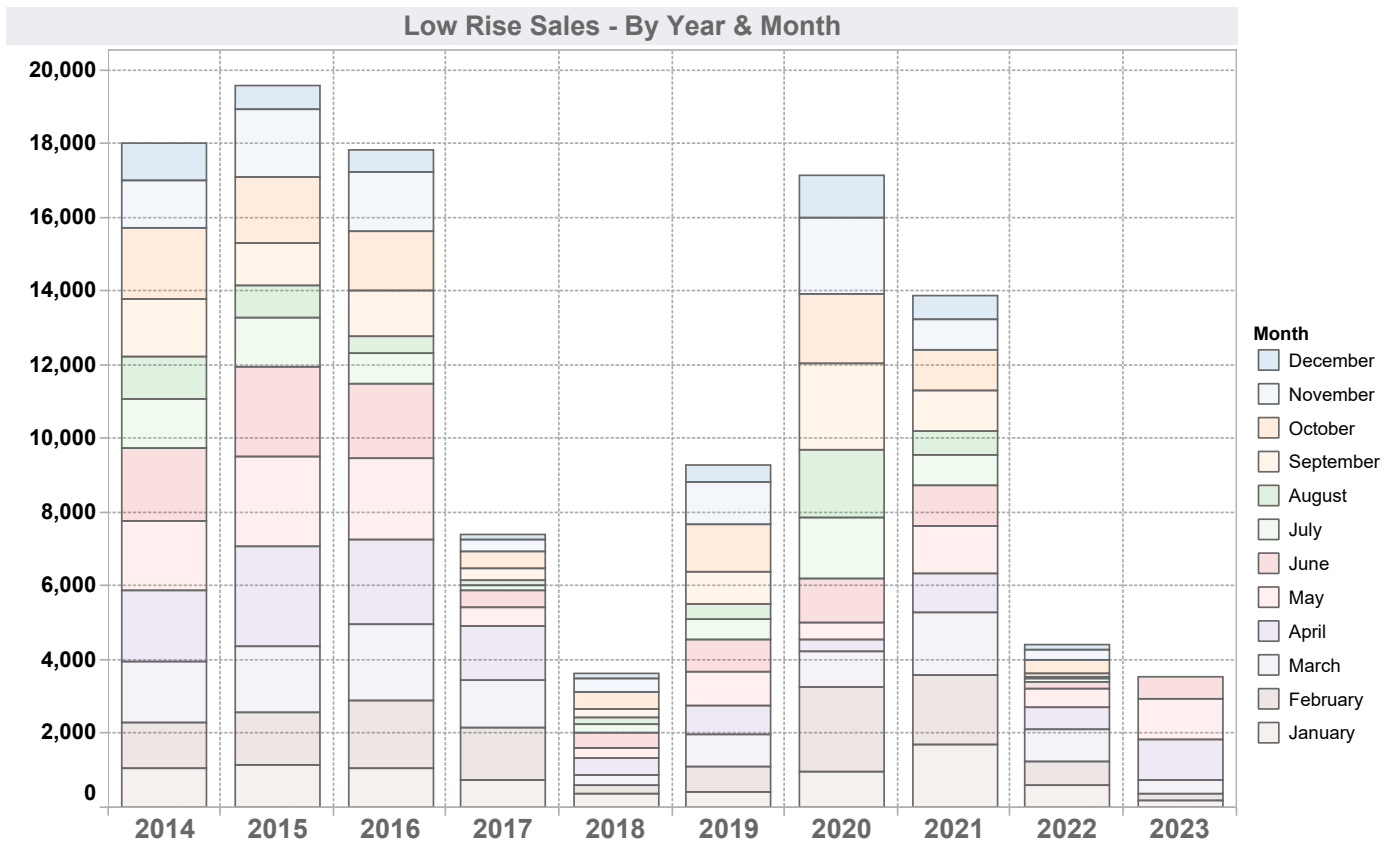
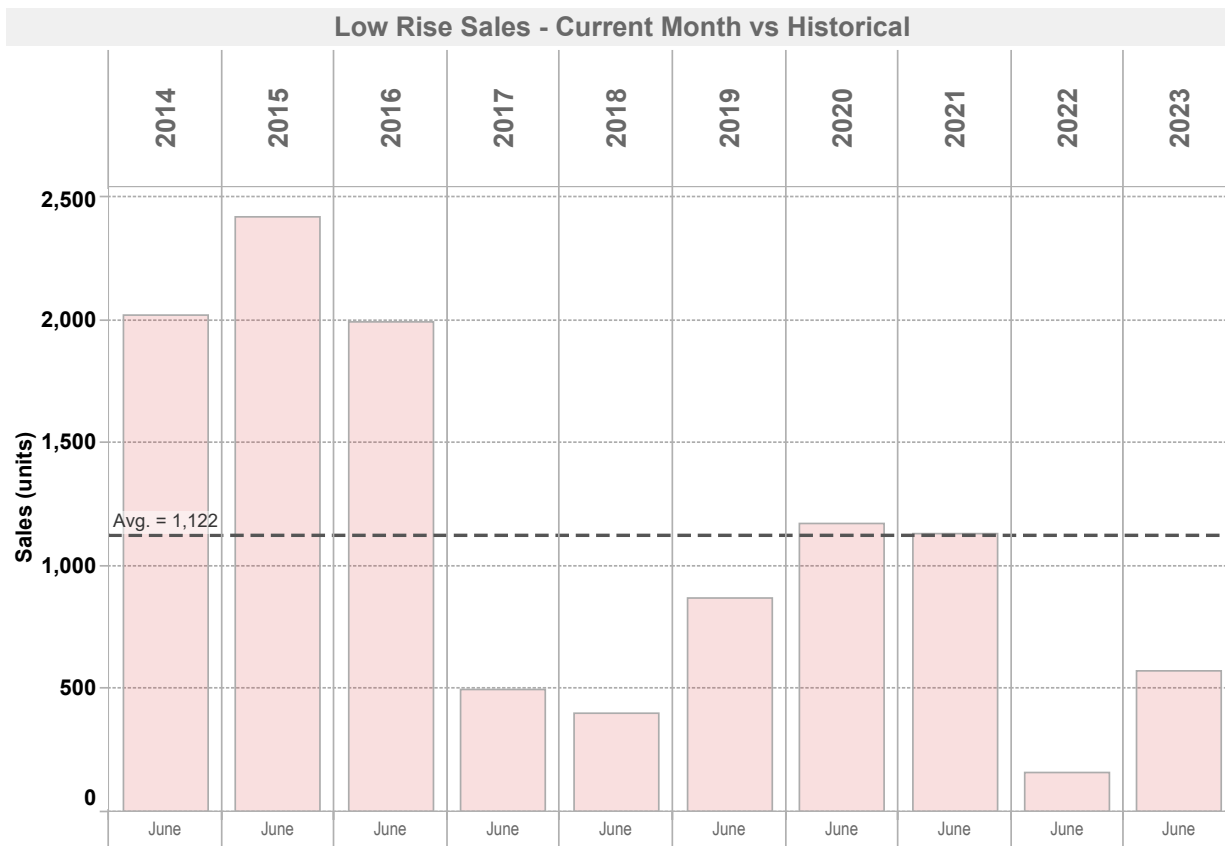
GTA - Monthly New Home Remaining Inventory



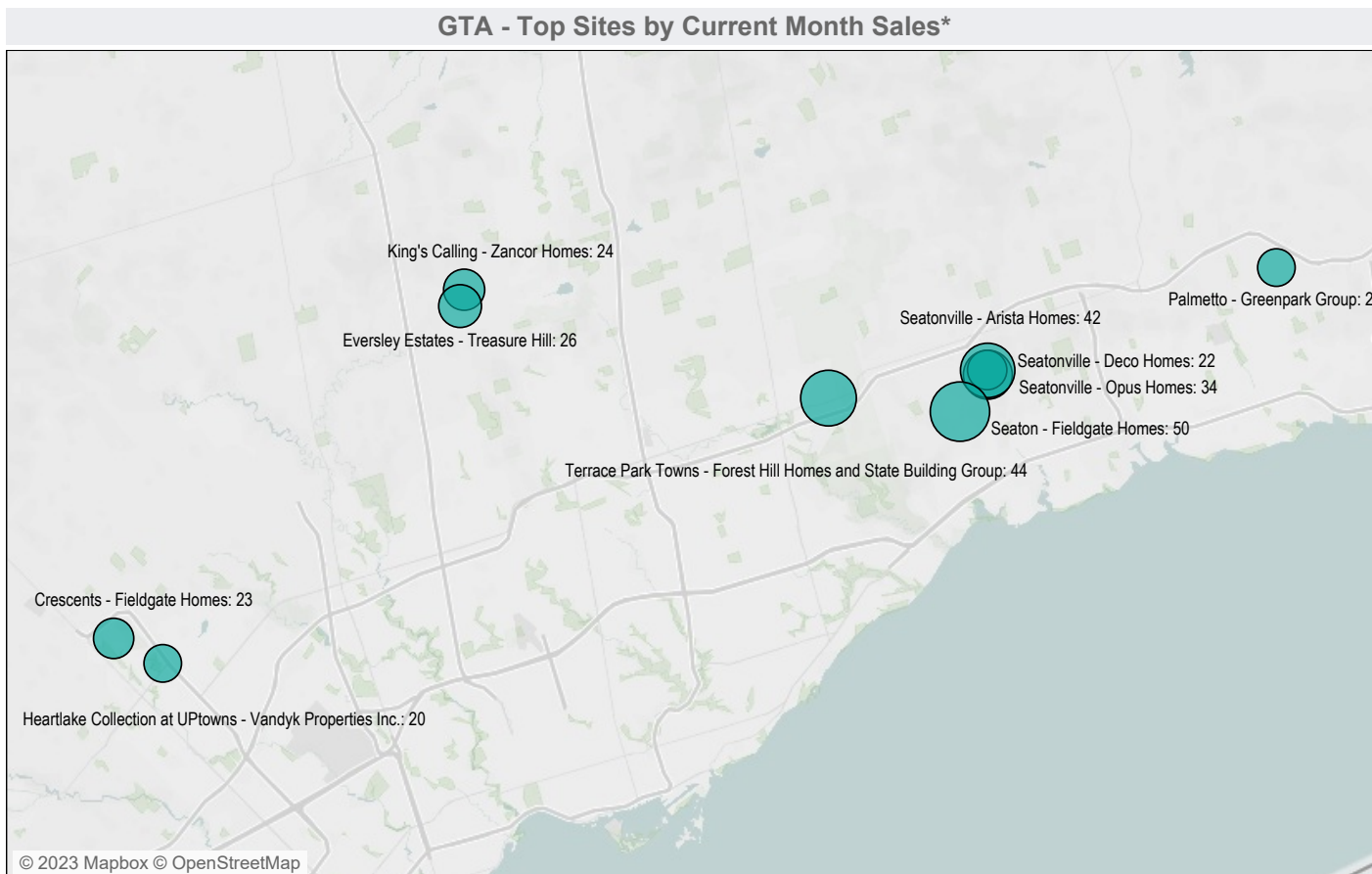
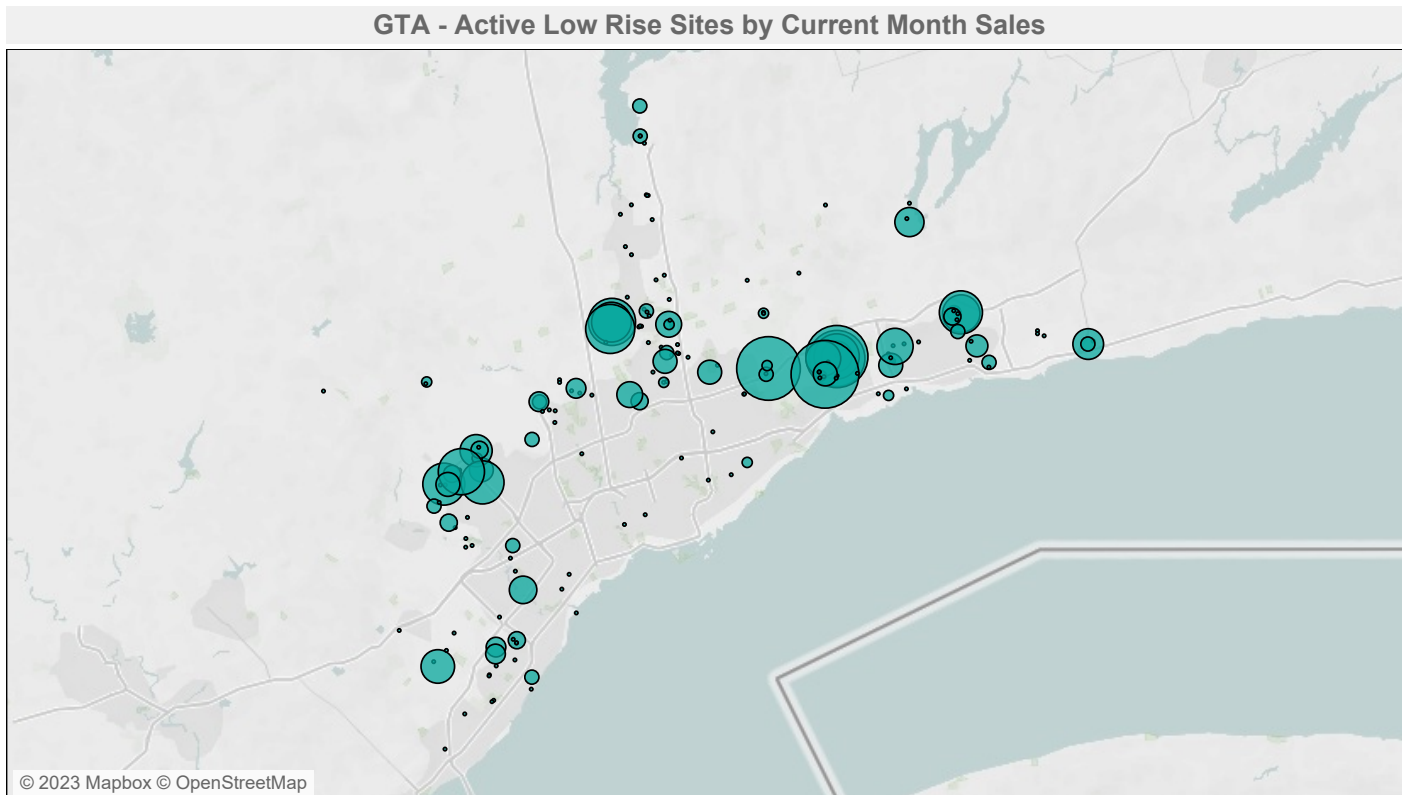
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



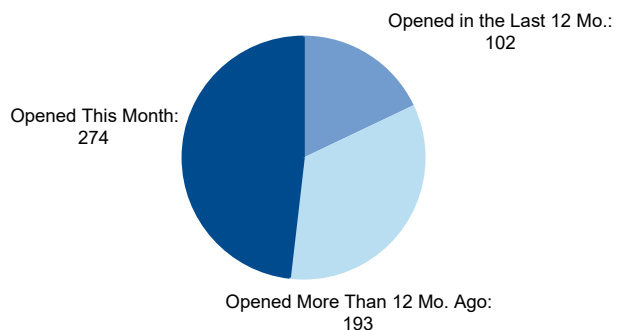
Current Sites



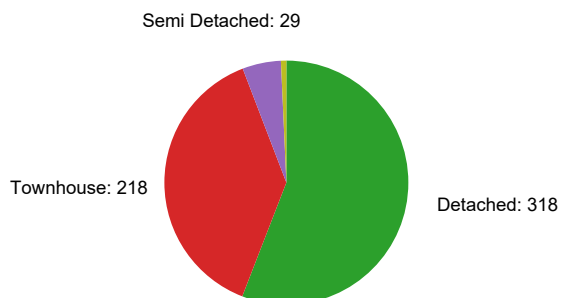
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

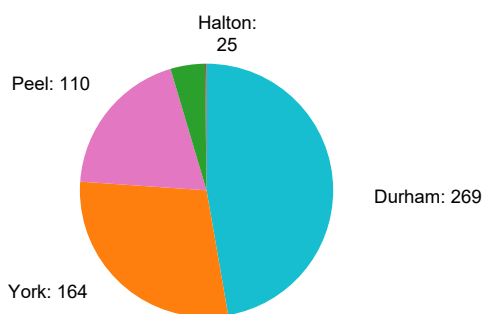
Sales by Opening Date



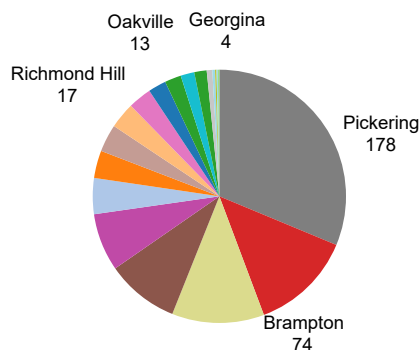
Sales by Product Type



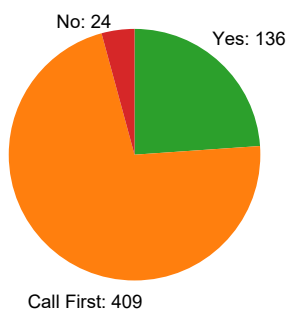
Sales by Region



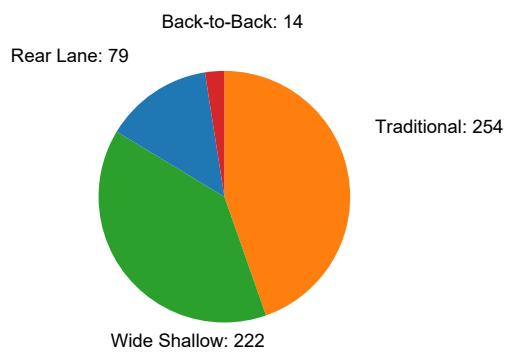
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



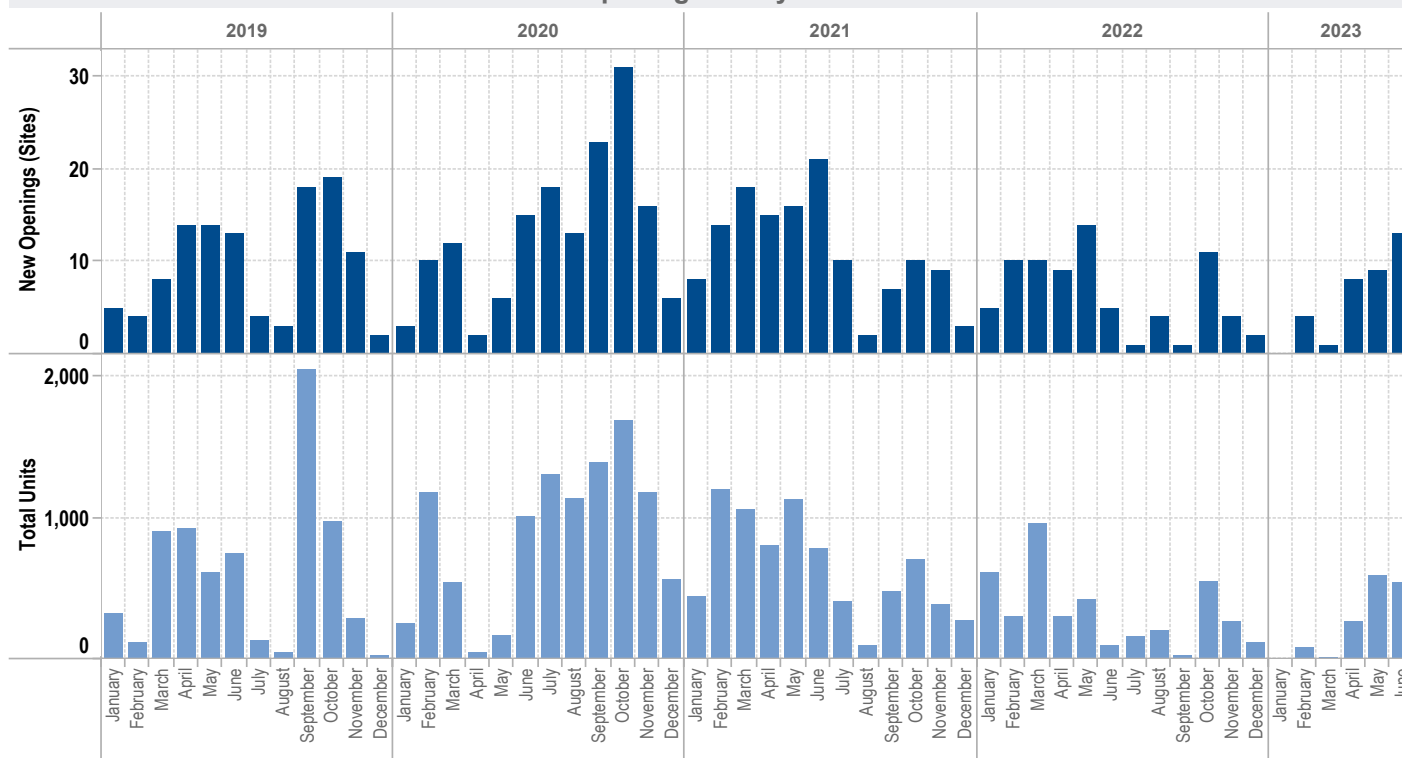
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
King's Calling - Fernbrook Homes	Freehold	King	2023-06-03	45	17	28	\$682
King's Calling - Zancor Homes	Freehold	King	2023-06-03	44	24	20	\$687
Seatonville - Arista Homes	Freehold	Pickering	2023-06-03	43	42	1	\$584
Seatonville - Deco Homes	Freehold	Pickering	2023-06-03	29	22	7	\$592
Seatonville - Opus Homes	Freehold	Pickering	2023-06-03	43	34	9	\$614
Crescents - Fieldgate Homes	Freehold	Brampton	2023-06-06	54	23	31	\$581
Mayfield Village - Royal Pine Homes	Freehold	Brampton	2023-06-06	33	11	22	\$596
Terrace Park Towns - Forest Hill Homes and State Building Group	Freehold Common Element	Markham	2023-06-08	60	44	16	\$646
Lifestyles of South East Oakville - Fernbrook Homes	Freehold	Oakville	2023-06-09	19	2	17	\$1,279
Mayfield Collection - Townwood Homes	Freehold	Caledon	2023-06-16	74	19	55	\$670
Eversley Estates - Treasure Hill	Freehold	King	2023-06-17	60	26	34	\$729
Seatonville - Fieldgate Homes	Freehold	Pickering	2023-06-19	15	10	5	\$579
Harmony Crossing - Khanani Developments	Condominium	Mississauga	2023-06-29	21	0	21	\$621
Grand Total				540	274	266	\$701

* 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	2023												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Mattamy Homes	57	44	189	391	527	16							1,224	17.8%		34.7%	
Aspen Ridge Homes	0	33	21	124	76	2							256	6.7%		41.9%	
Fieldgate Homes	0	0	0	31	17	85							133	6.1%		45.7%	
Treasure Hill	9	8	6	8	45	45							121	4.7%		49.1%	
Paradise Developments	0	0	0	46	64	5							115	3.3%		52.4%	
Greenpark Group	3	0	5	41	44	20							113	3.3%		55.6%	
Digreen Homes					106	4							110	2.7%		58.7%	
Great Gulf	17	26	21	19	15	12							110	2.4%		61.8%	
Arista Homes	0	0	0	39	16	46							101	2.4%		64.7%	
Opus Homes	23	31	0	0	0	35							89	1.9%		67.2%	
Brookfield Residential	0	0	2	56	13	6							77	1.9%		69.4%	
CountryWide Homes	1	9	5	32	16	9							72	1.8%		71.4%	
TowerHill Homes				67	0	0							67	1.8%		73.3%	
Caivan	10	11	23	20									64	1.7%		75.1%	
Deco Homes	30	0	11	0	0	22							63	1.7%		76.9%	
Royal Pine Homes	0	0	0	43	4	13							60	1.6%		78.6%	
Vandyk Properties Inc.	0	1	5	11	19	22							58	1.5%		80.3%	
Madison Group	0	4	22	14	11	1							52	1.5%		81.7%	
Lakeview Homes	0	0	0	45	4	0							49	1.5%		83.1%	
Forest Hill Homes and State Building Group						44							44	1.4%		84.4%	
Trinity Point Developments	0	0	1	0	40	2							43	1.3%		85.6%	
Minto Developments	0	3	32	0	0	0							35	1.3%		86.6%	
	183	188	381	1,067	1,142	569							3,530				

Top Builders - Last 12 Months

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

Builder	2022						2023						Total	Market Share		Cum. Mkt. Share	
	July	August	September	October	November	December	January	February	March	April	May	June		%		%	
Mattamy Homes	6	3	1	87	54	20	57	44	189	391	527	16	1,395	30.5%		30.5%	
Treasure Hill	60	10	4	154	39	3	9	8	6	8	45	45	391	8.6%		39.1%	
Aspen Ridge Homes	0	0	1	0	0	1	0	33	21	124	76	2	258	5.6%		44.7%	
Great Gulf	1	1	3	28	24	16	17	26	21	19	15	12	183	4.0%		48.8%	
Opus Homes	0	0	0	0	42	24	23	31	0	0	0	35	155	3.4%		52.1%	
Greenpark Group				27	4	1	3	0	5	41	44	20	145	3.2%		55.3%	
Deco Homes	0	0	0	0	62	10	30	0	11	0	0	22	135	3.0%		58.3%	
Fieldgate Homes	0	0	0	0	0	0	0	0	0	31	17	85	133	2.9%		61.2%	
Stateview Homes	6	53	11	7	3	31	19	2					132	2.9%		64.1%	
Paradise Developments	0	0	0	0	0	0	0	0	0	46	64	5	115	2.5%		66.6%	
Digreen Homes											106	4	110	2.4%		69.0%	
Arista Homes	0	0	0	0	0	0	0	0	0	39	16	46	101	2.2%		71.2%	
Brookfield Residential	2	0	0	2	0	0	0	0	2	56	13	6	81	1.8%		73.0%	
Caivan	1	1	0	0	1	13	10	11	23	20			80	1.8%		74.7%	
CountryWide Homes	2	0	1	0	0	1	1	9	5	32	16	9	76	1.7%		76.4%	
TowerHill Homes										67	0	0	67	1.5%		77.9%	
Royal Pine Homes	0	0	0	0	6	0	0	0	0	43	4	13	66	1.4%		79.3%	
Vandyk Properties Inc.				3	0	5	0	1	5	11	19	22	66	1.4%		80.8%	
Madison Group	5	0	1	2	3	0	0	4	22	14	11	1	63	1.4%		82.1%	
Lakeview Homes	1	0	0	0	0	0	0	0	0	45	4	0	50	1.1%		83.2%	
Forest Hill Homes and State Building Group												44	44	1.0%		84.2%	
Trinity Point Developments	1	0	0	0	0	0	0	0	1	0	40	2	44	1.0%		85.2%	
	95	82	49	387	278	147	183	188	381	1,067	1,142	569	4,568				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Lot Size	2023 June
Seaton - Fieldgate Homes	Pickering	Detached	30'	8
			36'	21
		Semi Detached	25'	20
		Townhouse	21'	1
		Total		50
Terrace Park Towns - Forest Hill Homes and State Building Group	Markham	Townhouse	20'	44
		Total		44
Seatonville - Arista Homes	Pickering	Detached	30'	5
			36'	21
			43'	2
		Townhouse	20'	14
		Total		42
Seatonville - Opus Homes	Pickering	Detached	30'	8
			36'	14
			43'	2
		Townhouse	20'	10
		Total		34
Eversley Estates - Treasure Hill	King	Detached	42'	18
			62'	8
		Total		26
King's Calling - Zancor Homes	King	Detached	42'	2
			45'	8
			50'	14
		Total		24
Crescents - Fieldgate Homes	Brampton	Detached	30'	2
			38'	2
			45'	0
			50'	0
		Townhouse	20'	15
			25'	4
		Total		23
Seatonville - Deco Homes	Pickering	Detached	30'	11
			36'	11
		Total		22
Heartlake Collection at UPtowns - Vandyk Properties Inc.	Brampton	Townhouse	15'	9
			20'	11
		Total		20
Palmetto - Greenpark Group	Oshawa	Detached	30'	3
			36'	7
			40'	10
		Total		20

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	June 2022					June 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0			1	1	0		1	0	1
	Brock										
	Clarington	0			1	1	12			7	19
	Oshawa	2	0		0	2	27		2	13	42
	Pickering	8		0	8	16	121		21	36	178
	Scugog	2				2	4	4		1	9
	Uxbridge	0			2	2	0			0	0
	Whitby	3		0	3	6	14		5	1	20
	Total	15	0	0	15	30	178	4	29	58	269
Halton	Burlington			0	0	0			0	0	0
	Halton Hills	0			0	0					
	Milton	0		0	13	13	0			12	12
	Oakville	4			0	4	4			9	13
	Total	4		0	13	17	4		0	21	25
Peel	Brampton	2		0	7	9	12		0	62	74
	Caledon	9			19	28	26				26
	Mississauga				4	4	2		0	8	10
	Total	11		0	30	41	40		0	70	110
Toronto	East York										
	Etobicoke										
	North York	0			0	0				0	0
	Old Toronto			0		0			0		0
	Scarborough	0			0	0	0			1	1
	York				0	0				0	0
	Total	0		0	0	0	0		0	1	1
York	Aurora	6			2	8	2			0	2
	East Gwillimbury	2		0	0	2	0		0	0	0
	Georgina						4				4
	King	0				0	67				67
	Markham	0			0	0	5			48	53
	Newmarket		0	0	11	11		0	0	0	0
	Richmond Hill	39	0	1	0	40	10	0	0	7	17
	Vaughan	1			10	11	7			13	20
	Whitchurch-Stouffville	0				0	1				1
	Total	48	0	1	23	72	96	0	0	68	164
Grand Total		78	0	1	81	160	318	4	29	218	569

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	5		4	1	10	10	0		12	0	22
	Brock						0				0	0
	Clarington	116			10	126	60	0		0	36	96
	Oshawa	86	15	11	102	214	85	0		7	70	162
	Pickering	669		129	260	1,058	37	0	0	19	56	112
	Scugog	6	4		1	11	20	14		0	6	40
	Uxbridge	0			0	0	20	0		0	26	46
	Whitby	16		6	73	95	19	0		0	17	36
	Total	898	19	150	447	1,514	251	14	0	38	211	514
Halton	Burlington			0	3	3	0	0		0	4	4
	Halton Hills	6			3	9	0	0		0	0	0
	Milton	127		3	312	442	0	0		0	45	45
	Oakville	174			669	843	39			0	99	138
	Total	307		3	987	1,297	39	0		0	148	187
Peel	Brampton	131		0	562	693	121	0		0	175	296
	Caledon	59				59	95	0		0	0	95
	Mississauga	11		0	41	52	26	0		8	55	89
	Total	201		0	603	804	242	0		8	230	480
Toronto	East York						0			0	0	0
	Etobicoke						0			0	0	0
	North York	0			0	0	0	0		0	0	0
	Old Toronto			1		1	0	0		12	0	12
	Scarborough	21			26	47	7	0		0	7	14
	York				0	0	0			0	5	5
	Total	21		1	26	48	7	0		12	12	31
York	Aurora	12			0	12	36	0	0	0	0	36
	East Gwillimbury	65		2	44	111	5			0	0	5
	Georgina	140				140	56	0		0	0	56
	King	67			15	82	82	0		0	0	82
	Markham	41			65	106	69	0		0	53	122
	Newmarket		2	0	35	37	0	0		0	0	0
	Richmond Hill	201	0	0	43	244	91	0		8	88	187
	Vaughan	44			123	167	78	0		0	44	122
	Whitchurch-Stouffville	6				6	34			0	0	34
	Total	576	2	2	325	905	451	0	0	8	185	644
Grand Total		2,003	21	156	2,388	4,568	990	14	0	66	786	1,856



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