



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of May 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	May-23		May-22		Change
High Rise	1,976		2,030		-2.7%
Low Rise	1,133		509		122.6%
Total	3,109		2,539		22.4%
Year to Date Sales	Jan.-May. 2023		Jan.-May. 2022		Y/Y Change
High Rise	5,449		13,989		-61.0%
Low Rise	2,947		3,223		-8.6%
Total	8,396		17,212		-51.2%
Year to Date Supply	Jan.-May. 2023		Jan.-May. 2022		Y/Y Change
High Rise	8,892		13,564		-34.4%
Low Rise	2,771		4,376		-36.7%
Total	11,663		17,940		-35.0%
Year to Date Completions	Jan.-May. 2023		Jan.-May. 2022		Y/Y Change
High Rise	6,987		3,443		102.9%
Remaining Inventory	May-23	Apr-23	May-22	M/M Change	Y/Y Change
High Rise	13,867	13,545	8,198	2.4%	69.2%
Low Rise	1,479	1,360	1,923	8.8%	-23.1%
Total	15,346	14,905	10,121	3.0%	51.6%
Benchmark Price	May-23	Apr-23	May-22	M/M Change	Y/Y Change
High Rise	\$1,097,747	\$1,102,904	\$1,176,080	-0.5%	-6.7%
Low Rise	\$1,736,348	\$1,768,456	\$1,814,774	-1.8%	-4.3%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	370	387	113	
High Rise Units	2,797	94,907	108,288	27,572	
% Sold*	61%	85%	93%	59%	
Low Rise Projects	9	178			
Low Rise Units	528	19,099			
% Sold*	40%	92%			

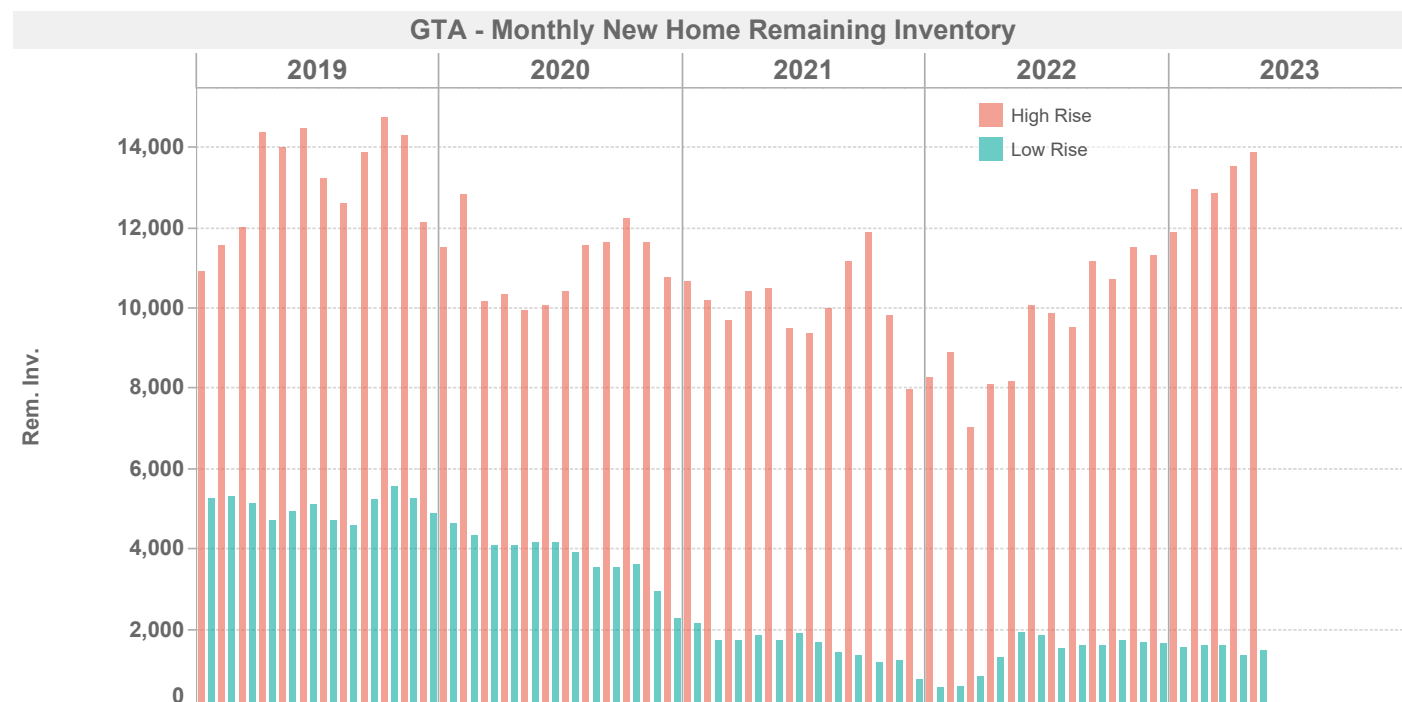
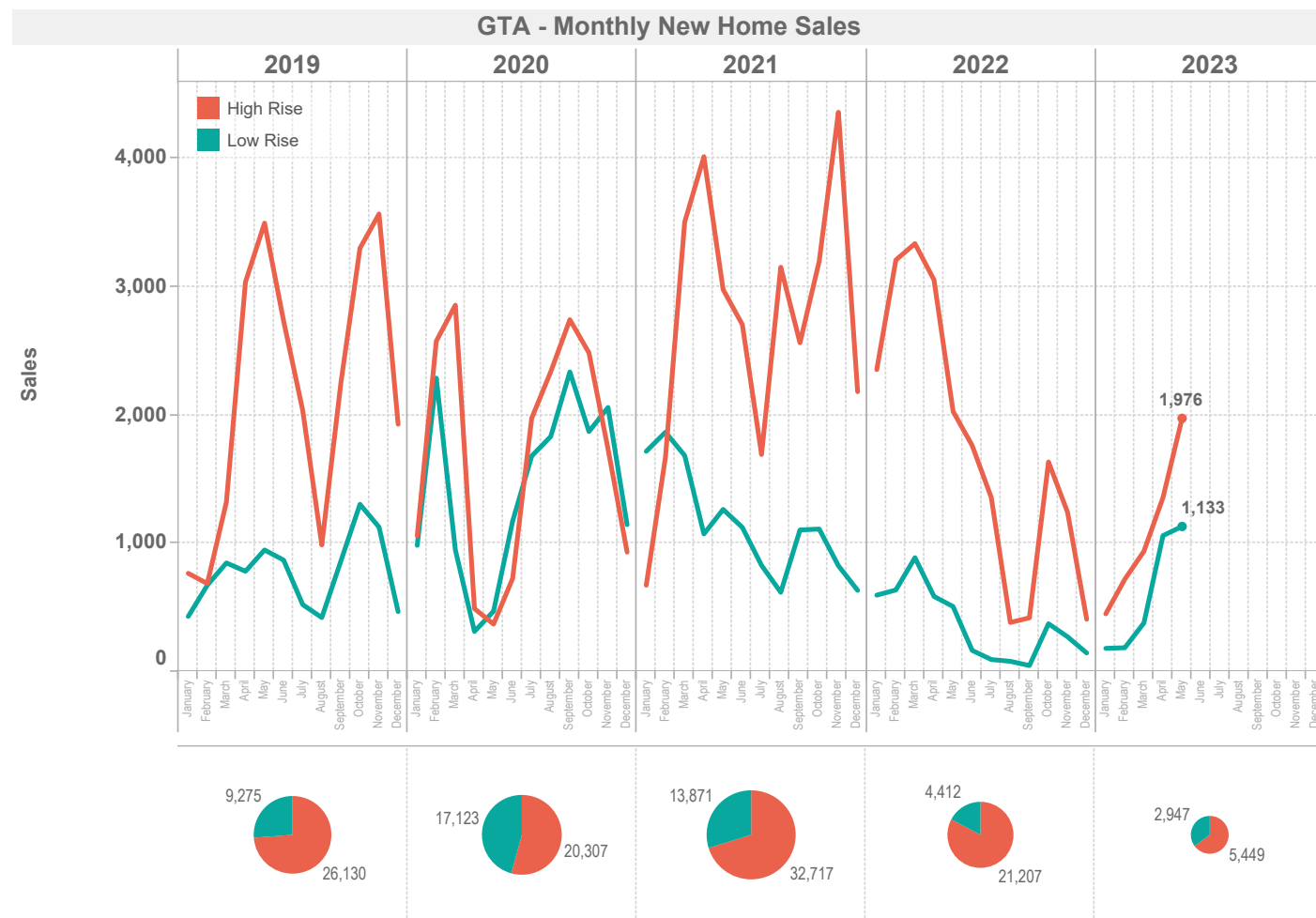
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

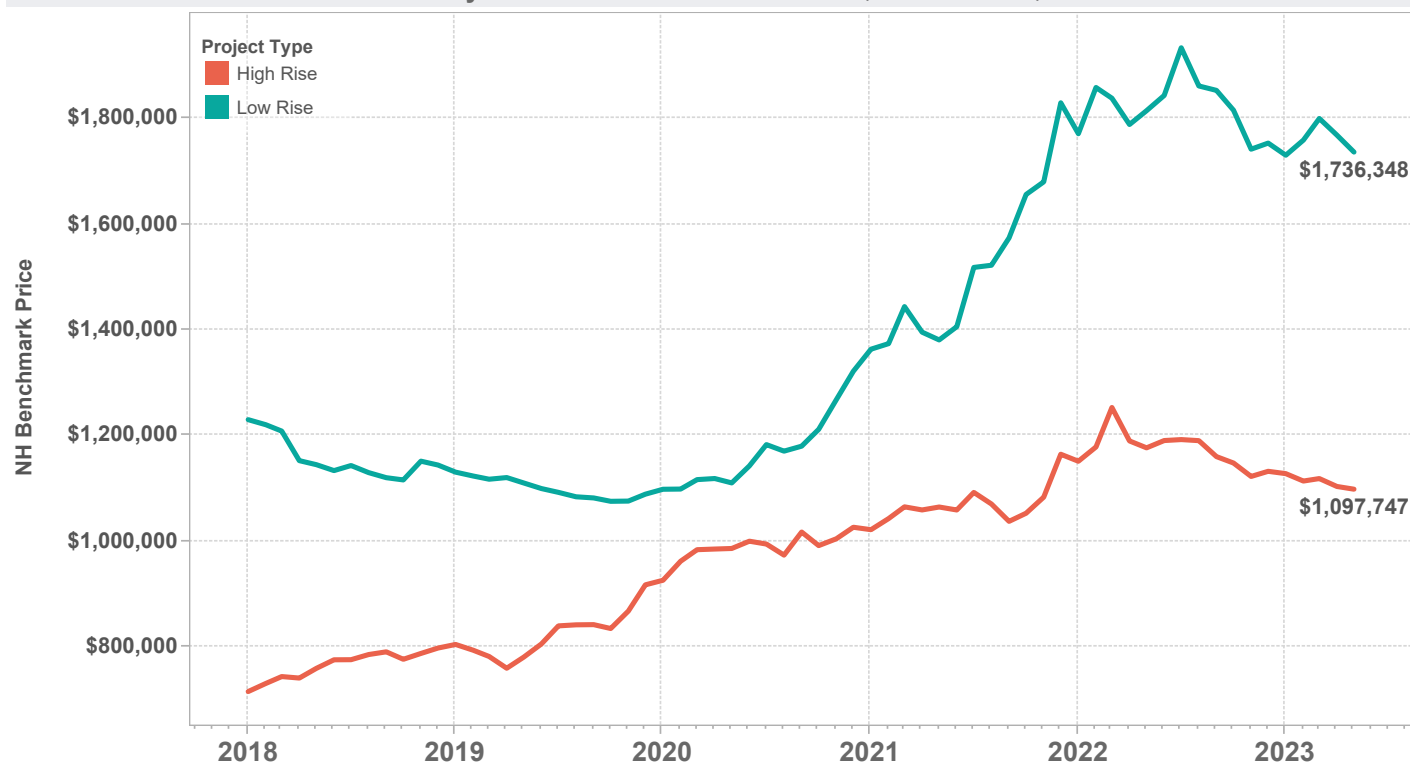
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

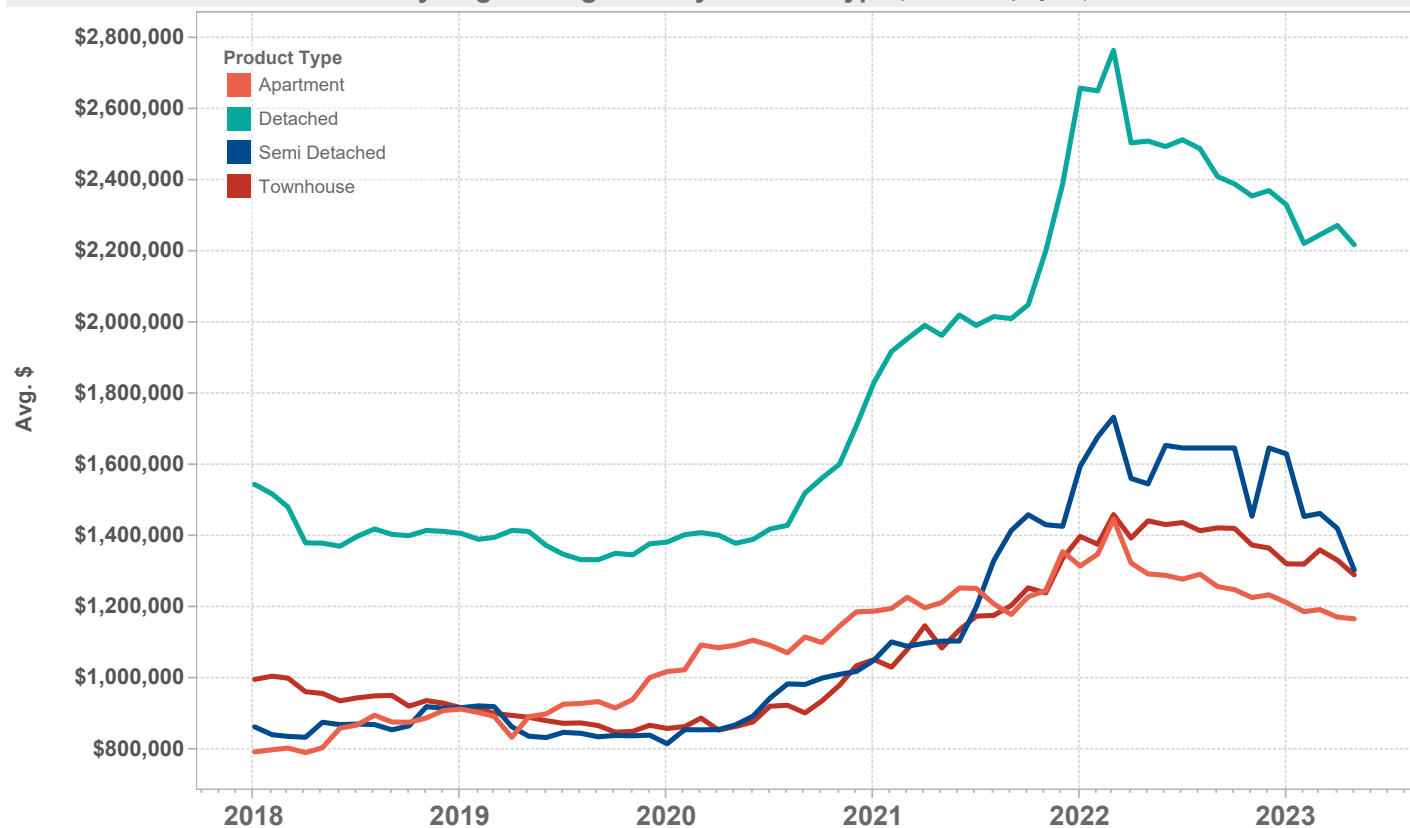


Pricing

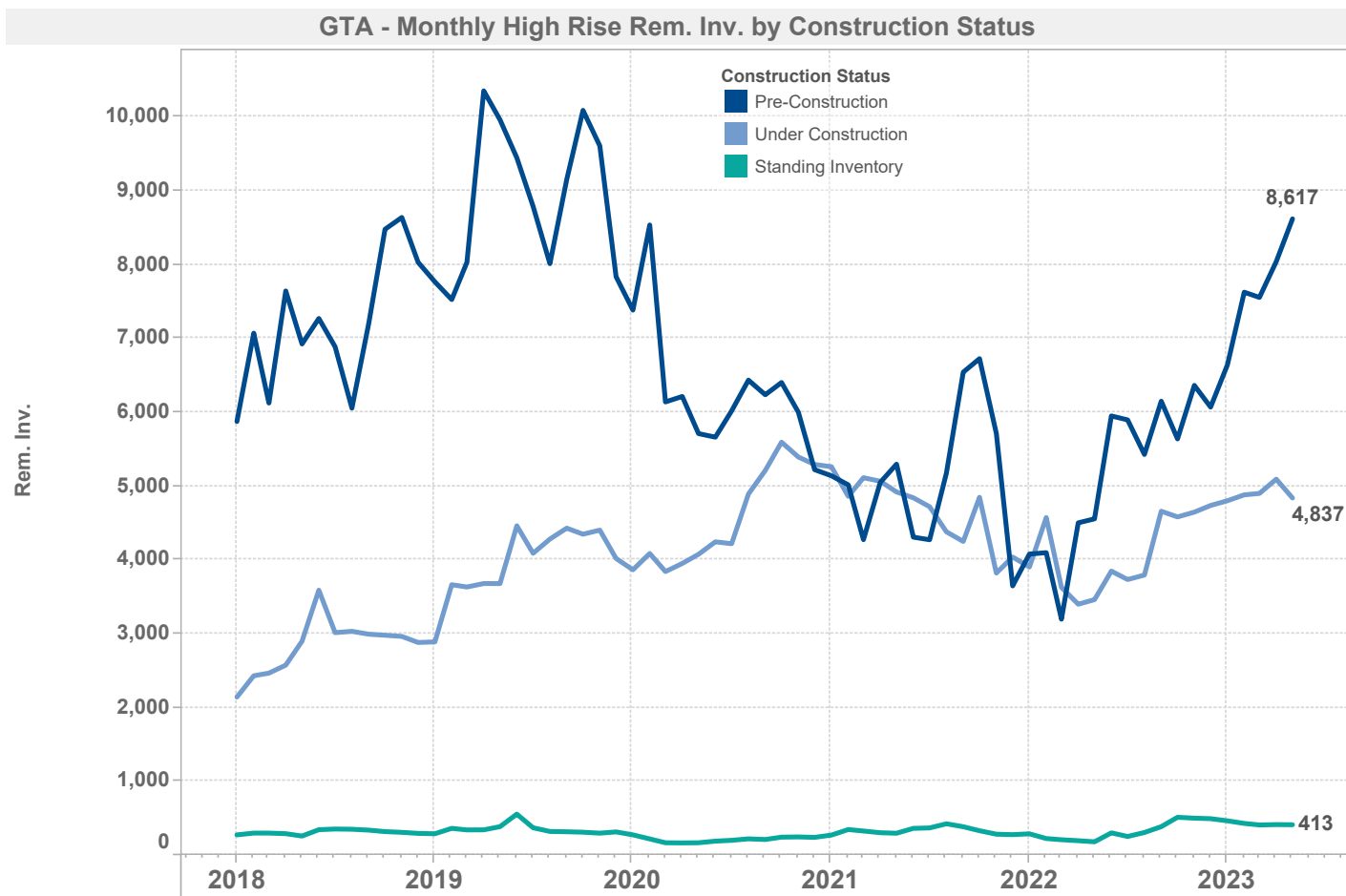
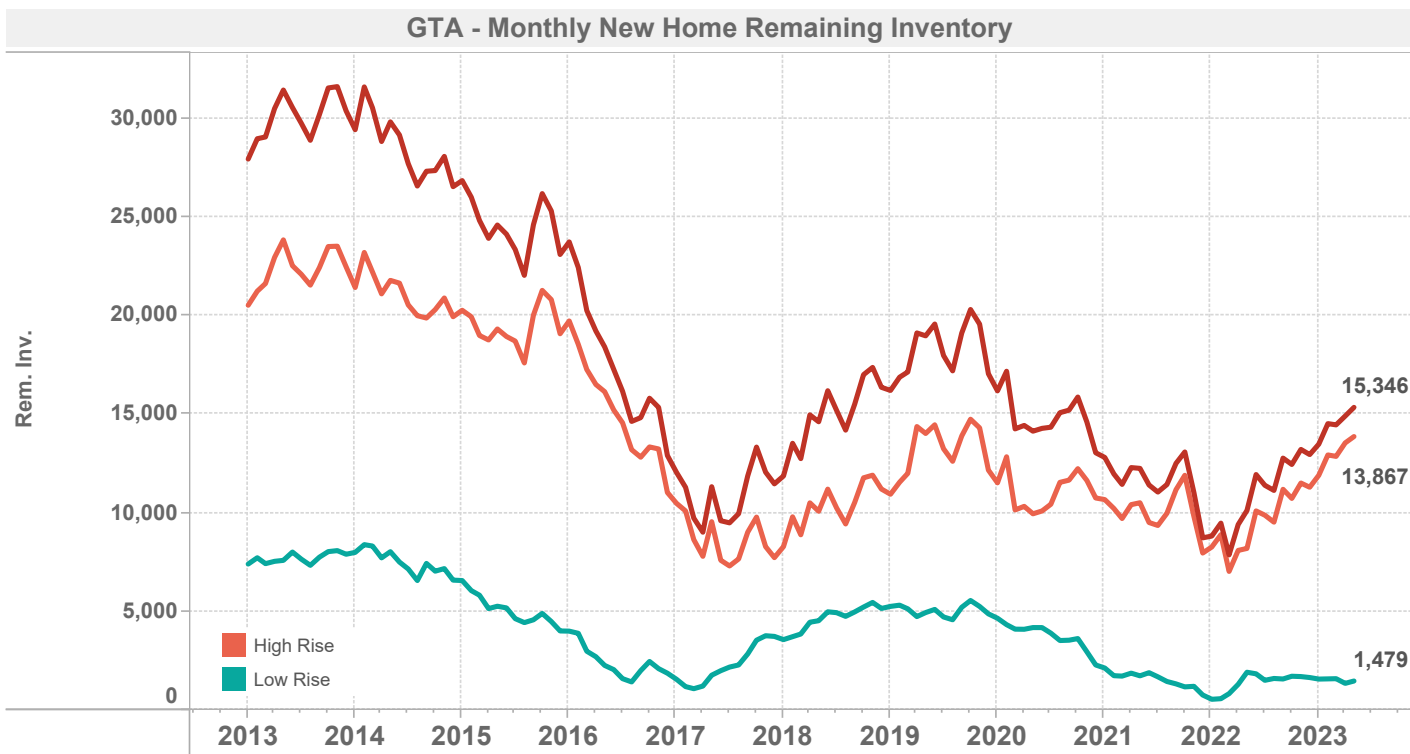
Monthly New Home Benchmark Price (excludes extremes)



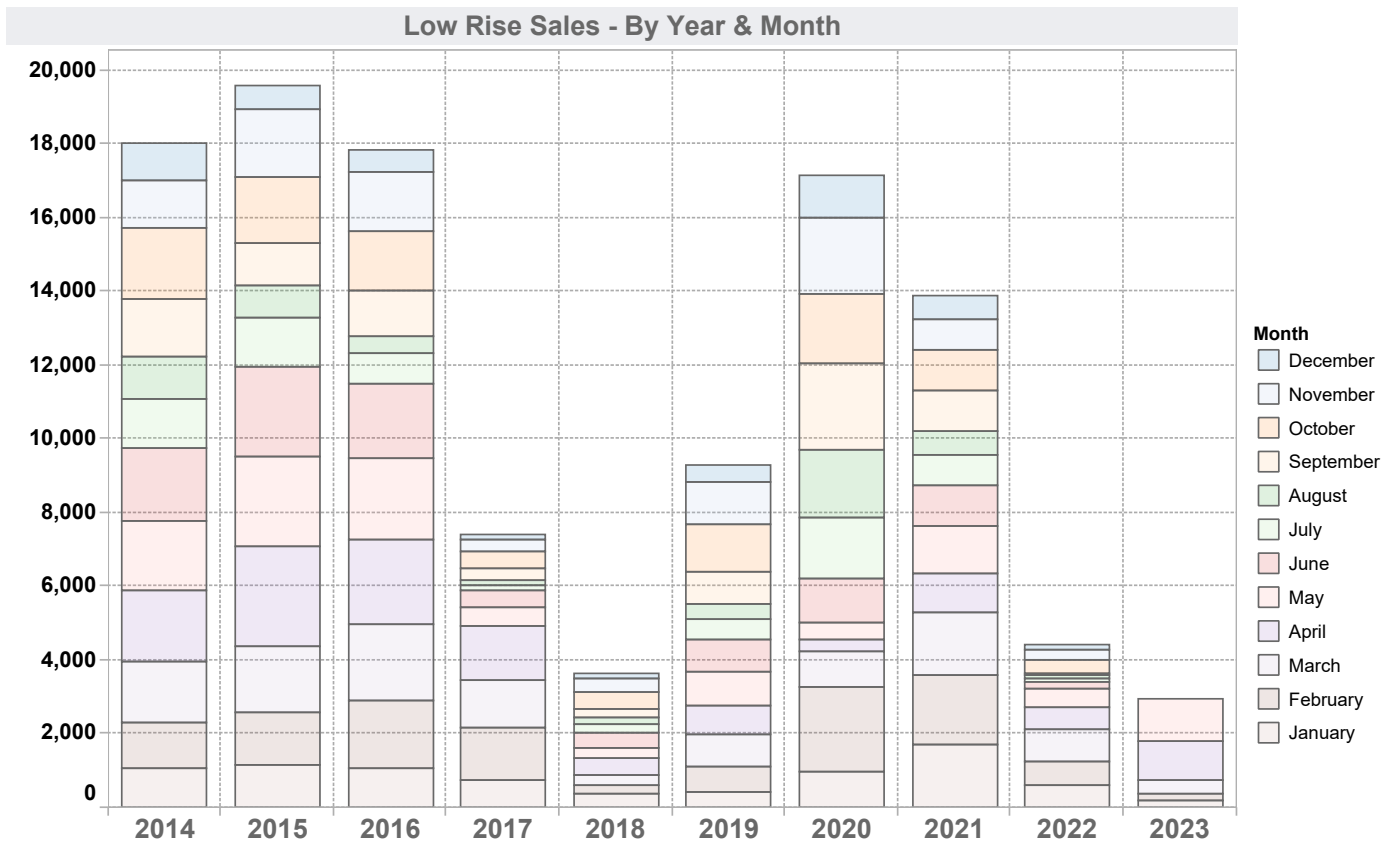
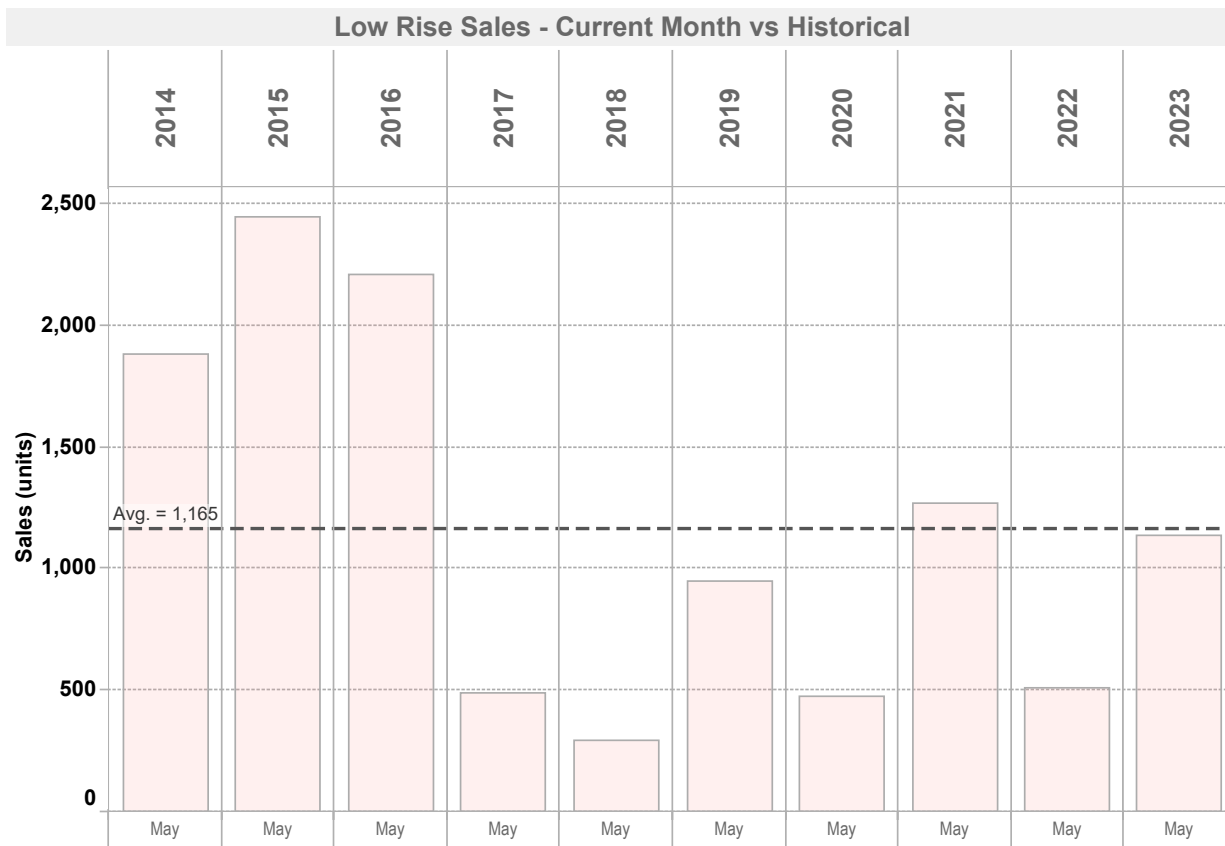
Monthly Avg. Asking Price by Product Type (includes all projects)



Remaining Inventory

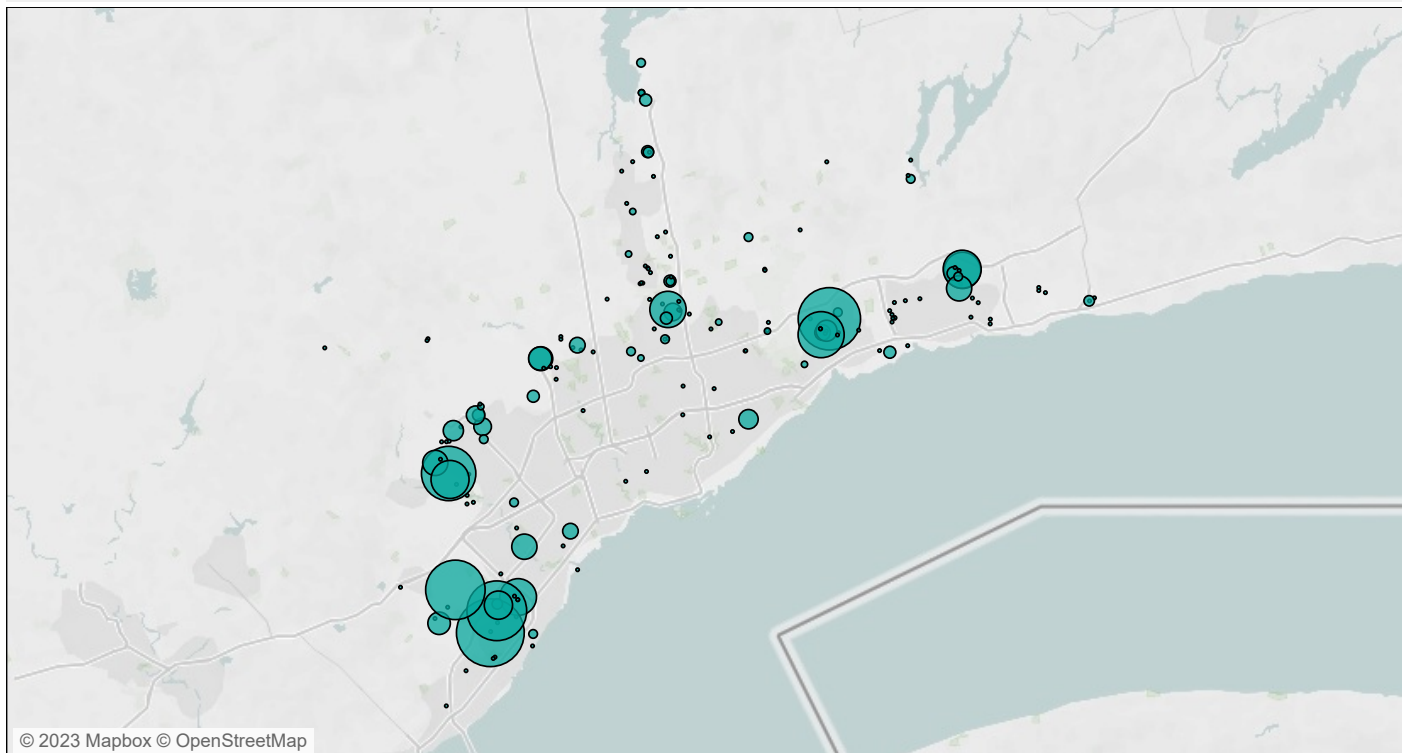


Historical Sales Comparison



Current Sites

GTA - Active Low Rise Sites by Current Month Sales



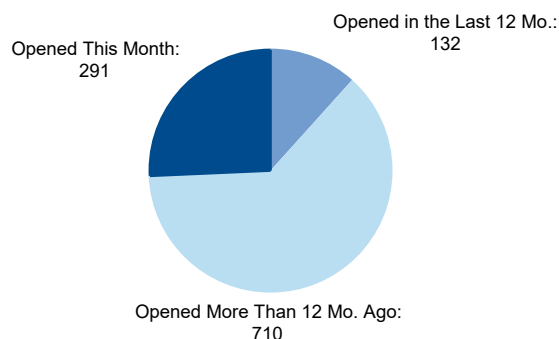
GTA - Top Sites by Current Month Sales*



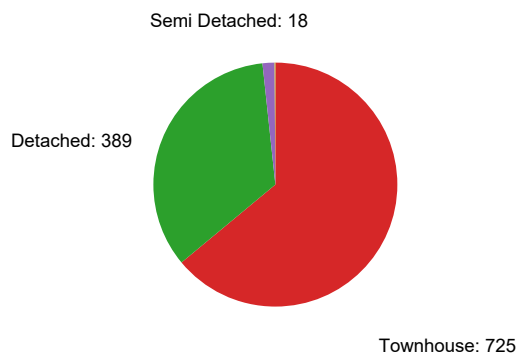
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

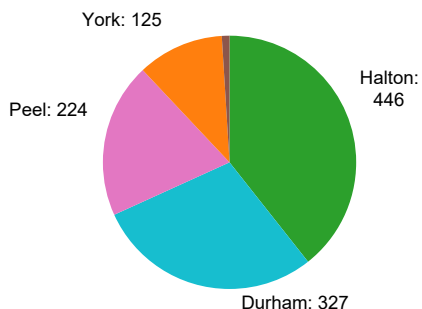
Sales by Opening Date



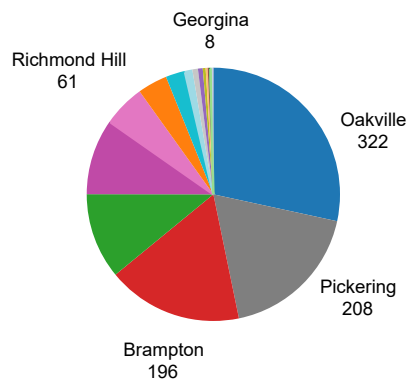
Sales by Product Type



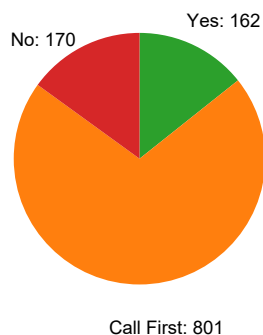
Sales by Region



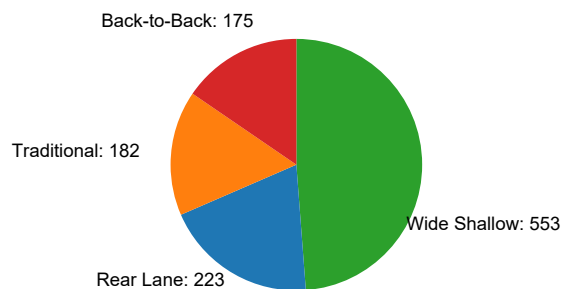
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



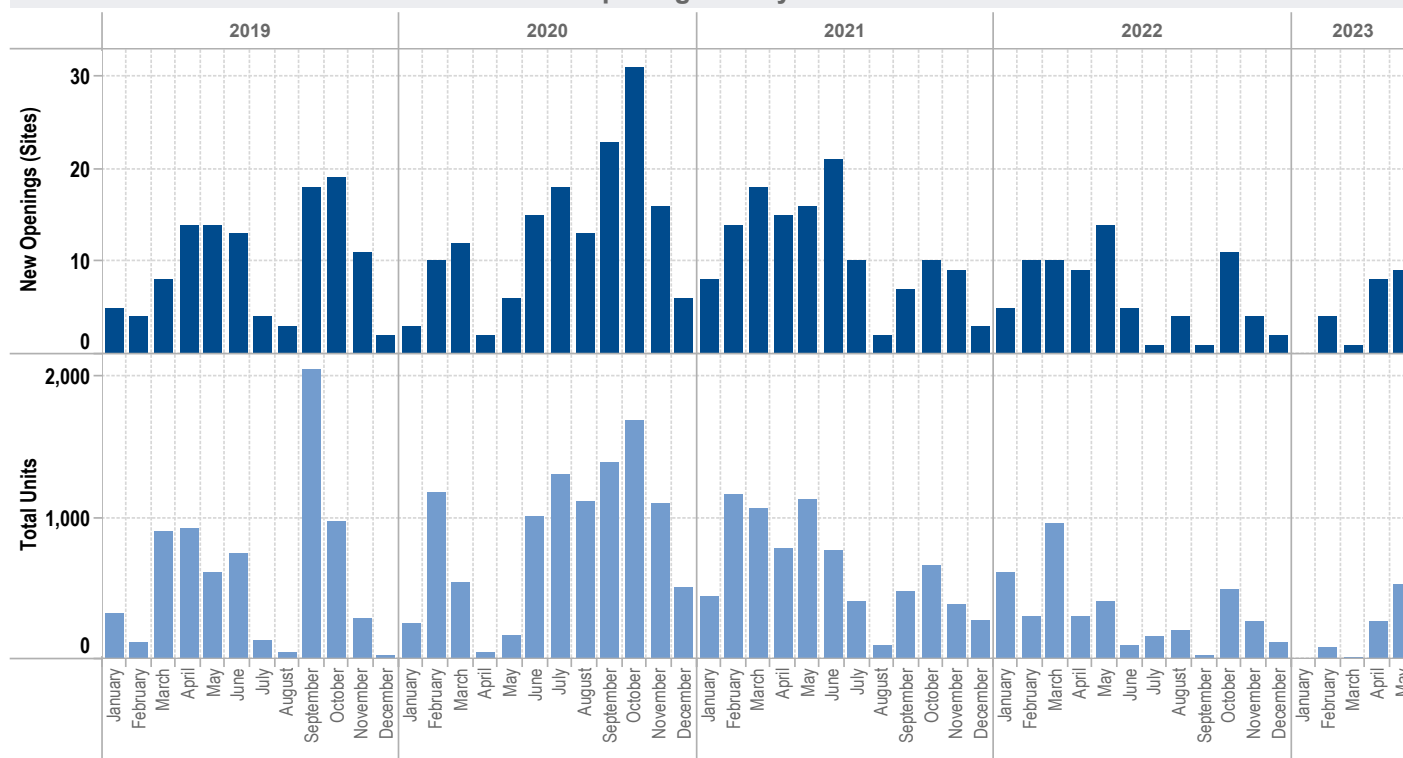
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Red Oaks - Trinity Point Developments	Freehold	Richmond Hill	2023-05-05	15	15	0	
Groveside Towns - Treviso Homes	Freehold	Brampton	2023-05-06	21	12	9	\$497
Highgrove II - Vandyk Properties Inc.	Condominium	Mississauga	2023-05-06	8	7	1	\$651
Heritage Heights - Paradise Developments	Freehold	Brampton	2023-05-13	127	44	83	\$546
Meadow Towns - Esquire Homes	Freehold Common Element	Clarington	2023-05-17	25	0	25	\$443
Grand Ridge North - Sunny Communities	Freehold	Oshawa	2023-05-24	27	19	8	\$494
NAVA - Digreen Homes	Freehold	Oakville	2023-05-27	146	110	36	\$644
Palmetto - Greenpark Group	Freehold	Oshawa	2023-05-27	62	44	18	\$476
Palmetto - Treasure Hill	Freehold	Oshawa	2023-05-27	97	40	57	\$593
Grand Total				528	291	237	\$549

* 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								1,208	17.8%		41.0%	
Aspen Ridge Homes	0	33	21	124	76								254	6.7%		49.6%	
Paradise Developments	0	0	0	46	65								111	6.1%		53.4%	
Digreen Homes					110								110	4.7%		57.1%	
Great Gulf	17	26	21	19	15								98	3.4%		60.4%	
Greenpark Group	3	0	5	41	44								93	3.3%		63.6%	
Treasure Hill	9	8	6	8	45								76	2.7%		66.2%	
Brookfield Residential	0	0	2	56	13								71	2.4%		68.6%	
TowerHill Homes				67	0								67	2.4%		70.9%	
Caivan	10	11	23	20									64	1.9%		73.0%	
CountryWide Homes	1	9	5	30	16								61	1.9%		75.1%	
Arista Homes	0	0	0	39	16								55	1.8%		77.0%	
Opus Homes	23	31	0	0	0								54	1.8%		78.8%	
Madison Group	0	4	22	14	11								51	1.7%		80.5%	
Lakeview Homes	0	0	0	45	4								49	1.7%		82.2%	
Fieldgate Homes	0	0	0	31	17								48	1.6%		83.8%	
Royal Pine Homes	0	0	0	43	4								47	1.6%		85.4%	
Deco Homes	30	0	11	0	0								41	1.5%		86.8%	
Trinity Point Developments	0	0	1	0	40								41	1.5%		88.2%	
Minto Developments	0	3	32	0	0								35	1.4%		89.4%	
Centra Homes	0	0	0	6	19								25	1.3%		90.2%	
Vandyk Properties Inc.	0	1	5	8	11								25	1.3%		91.1%	
	183	188	381	1,062	1,133								2,947				

Top Builders - Last 12 Months

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

Builder	2022							2023					Total	Market Share		Cum. Mkt. Share	
	June	July	August	September	October	November	December	January	February	March	April	May		%		%	
Mattamy Homes	13	6	3	1	87	54	20	57	44	189	391	527	1,392	33.7%		33.7%	
Treasure Hill		60	10	4	154	39	3	9	8	6	8	45	346	8.4%		42.0%	
Aspen Ridge Homes	5	0	0	1	0	0	1	0	33	21	124	76	261	6.3%		48.3%	
Great Gulf	15	1	1	3	28	24	16	17	26	21	19	15	186	4.5%		52.8%	
Stateview Homes	11	6	53	11	7	3	31	19	2				143	3.5%		56.3%	
Greenpark Group					27	4	1	3	0	5	41	44	125	3.0%		59.3%	
Opus Homes	0	0	0	0	0	42	24	23	31	0	0	0	120	2.9%		62.2%	
Deco Homes	0	0	0	0	0	62	10	30	0	11	0	0	113	2.7%		64.9%	
Paradise Developments	2	0	0	0	0	0	0	0	0	0	46	65	113	2.7%		67.7%	
Digreen Homes												110	110	2.7%		70.3%	
Caivan	1	1	1	0	0	1	13	10	11	23	20		81	2.0%		72.3%	
Brookfield Residential	2	2	0	0	2	0	0	0	0	2	56	13	77	1.9%		74.2%	
Trinity Point Developments	35	1	0	0	0	0	0	0	0	1	0	40	77	1.9%		76.0%	
CountryWide Homes	8	2	0	1	0	0	1	1	9	5	30	16	73	1.8%		77.8%	
TowerHill Homes											67	0	67	1.6%		79.4%	
Madison Group	0	5	0	1	2	3	0	0	4	22	14	11	62	1.5%		80.9%	
Arista Homes	0	0	0	0	0	0	0	0	0	0	39	16	55	1.3%		82.2%	
Fieldgate Homes	6	0	0	0	0	0	0	0	0	0	31	17	54	1.3%		83.5%	
Royal Pine Homes	0	0	0	0	0	6	0	0	0	0	43	4	53	1.3%		84.8%	
Lakeview Homes	0	1	0	0	0	0	0	0	0	0	45	4	50	1.2%		86.0%	
Minto Developments	0	0	0	0	6	1	0	0	3	32	0	0	42	1.0%		87.0%	
Vandyk Properties Inc.					3	0	5	0	1	5	8	11	33	0.8%		87.8%	
	167	96	82	49	375	273	147	183	188	381	1,062	1,133	4,136				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2023 May
Preserve West - Mattamy Homes	Oakville	Detached	34'	6
			38'	13
		Townhouse	19'	106
			20'	17
		Total		142
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	27
			36'	74
			43'	19
			66'	0
		Total		120
NAVA - Digreen Homes	Oakville	Townhouse	18'	35
			20'	20
			21'	55
		Total		110
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	0
			36'	0
		Townhouse	21'	52
			23'	57
		Total		109
Mount Pleasant North - Mattamy Homes	Brampton	Townhouse	21'	77
			23'	14
		Total		91
New Seaton - Aspen Ridge Homes	Pickering	Detached	30'	0
			36'	0
			38'	16
			43'	0
			45'	17
		Townhouse	13'	16
			20'	16
		Total		65
Heritage Heights - Paradise Developments	Brampton	Detached	20'	23
		Townhouse	20'	21
		Total		44
Palmetto - Greenpark Group	Oshawa	Detached	30'	9
			36'	20
			40'	15
		Total		44
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34'	9
			38'	11
			45'	4
		Townhouse	20'	11
			23'	6
		Total		41

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	May 2022					May 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0			0	0	3		1	0	4
	Brock										
	Clarington	0			18	18	3			0	3
	Oshawa	0	0		1	1	49	9	52		110
	Pickering	34		0	77	111	157	6	45		208
	Scugog	0				0	2				2
	Uxbridge	0			0	0	0			0	0
	Whitby	26		0	7	33	0	0	0		0
	Total	60	0	0	103	163	214	16	97		327
Halton	Burlington			0	2	2		0	0		0
	Halton Hills				0	0					
	Milton	0		0	0	0	0	2	122		124
	Oakville	98			24	122	43		279		322
	Total	98		0	26	124	43	2	401		446
Peel	Brampton	21		0	33	54	51	0	145		196
	Caledon	0			21	21	0				0
	Mississauga			2	17	19	2		26		28
	Total	21		2	71	94	53	0	171		224
Toronto	East York										
	Etobicoke										
	North York	0			2	2	0		0		0
	Old Toronto			0		0		0			0
	Scarborough	0			0	0	4		7		11
	York				0	0			0		0
	Total	0		0	2	2	4	0	7		11
York	Aurora	8			3	11	1		0		1
	East Gwillimbury	7		2	1	10	3	0	4		7
	Georgina						8				8
	King	0			1	1	0				0
	Markham	0			13	13	2		0		2
	Newmarket		0	1	26	27		1	0	0	1
	Richmond Hill	7	0	1	1	9	51	0	0	10	61
	Vaughan	30			25	55	8		35		43
	Whitchurch-Stouffville	0				0	2				2
	Total	52	0	4	70	126	75	1	0	49	125
Grand Total		231	0	6	272	509	389	1	18	725	1,133

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		3	2	10	10	0		13	0	23	
	Brock						0				0	0	
	Clarington	104			4	108	49	0		0	36	85	
	Oshawa	61	15	9	90	175	54	0		9	82	145	
	Pickering	556		108	232	896	8	0	0	20	41	69	
	Scugog	4				4	7	0		0	0	7	
	Uxbridge	0			2	2	20	0		0	26	46	
	Whitby	12		1	75	88	7	0		5	12	24	
	Total	742	15	121	405	1,283	155	0	0	47	197	399	
Halton	Burlington			0	3	3	0	0		0	4	4	
	Halton Hills	6			3	9	0	0		0	0	0	
	Milton	127		3	295	425	0	0		0	4	4	
	Oakville	174			666	840	24			0	102	126	
	Total	307		3	967	1,277	24	0		0	110	134	
Peel	Brampton	121		0	497	618	102	0		0	191	293	
	Caledon	42			19	61	27	0		0	0	27	
	Mississauga	9			37	46	28	0		0	50	78	
	Total	172		0	553	725	157	0		0	241	398	
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			25	46	7	0		0	8	15	
	York				2	2	0			0	3	3	
	Total	21		1	27	49	7	0		12	11	30	
York	Aurora	14			2	16	40	0	0	0	0	40	
	East Gwillimbury	67		2	44	113	5			0	0	5	
	Georgina	133				133	63	0		0	0	63	
	King	0			15	15	0	0		0	0	0	
	Markham	34			15	49	28	0		0	28	56	
	Newmarket		2	0	46	48	0	0		0	0	0	
	Richmond Hill	231	0	1	33	265	114	0		8	61	183	
	Vaughan	38			120	158	85	0		0	51	136	
	Whitchurch-Stouffville	5				5	35			0	0	35	
	Total	522	2	3	275	802	370	0	0	8	140	518	
Grand Total		1,764	17	128	2,227	4,136	713	0	0	67	699	1,479	

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