



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of April 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-23	Apr-22			Change
High Rise	1,327	3,065			-56.7%
Low Rise	1,064	588			81.0%
Total	2,391	3,653			-34.5%
Year to Date Sales	Jan.-Apr. 2023	Jan.-Apr. 2022			Y/Y Change
High Rise	3,456	11,978			-71.1%
Low Rise	1,858	2,714			-31.5%
Total	5,314	14,692			-63.8%
Year to Date Supply	Jan.-Apr. 2023	Jan.-Apr. 2022			Y/Y Change
High Rise	6,048	11,413			-47.0%
Low Rise	1,476	3,254			-54.6%
Total	7,524	14,667			-48.7%
Year to Date Completions	Jan.-Apr. 2023	Jan.-Apr. 2022			Y/Y Change
High Rise	4,496	3,281			37.0%
Remaining Inventory	Apr-23	Mar-23	Apr-22	M/M Change	Y/Y Change
High Rise	13,588	12,873	8,091	5.6%	67.9%
Low Rise	1,340	1,583	1,310	-15.4%	2.3%
Total	14,928	14,456	9,401	3.3%	58.8%
Benchmark Price	Apr-23	Mar-23	Apr-22	M/M Change	Y/Y Change
High Rise	\$1,102,904	\$1,117,867	\$1,189,134	-1.3%	-7.3%
Low Rise	\$1,768,456	\$1,799,971	\$1,788,591	-1.8%	-1.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	7	359	396	101	
High Rise Units	2,144	93,231	111,036	24,847	
% Sold*	67%	85%	92%	59%	
Low Rise Projects	8	174			
Low Rise Units	253	18,687			
% Sold*	74%	93%			

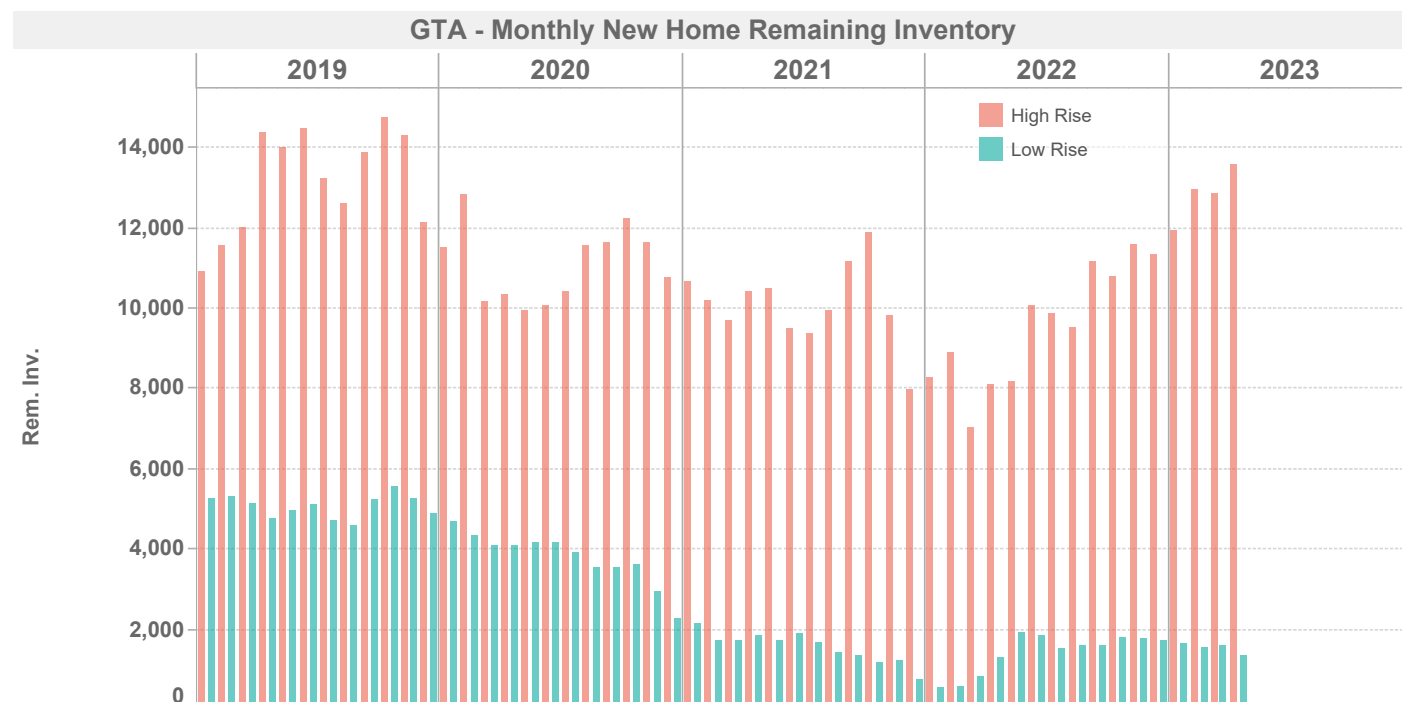
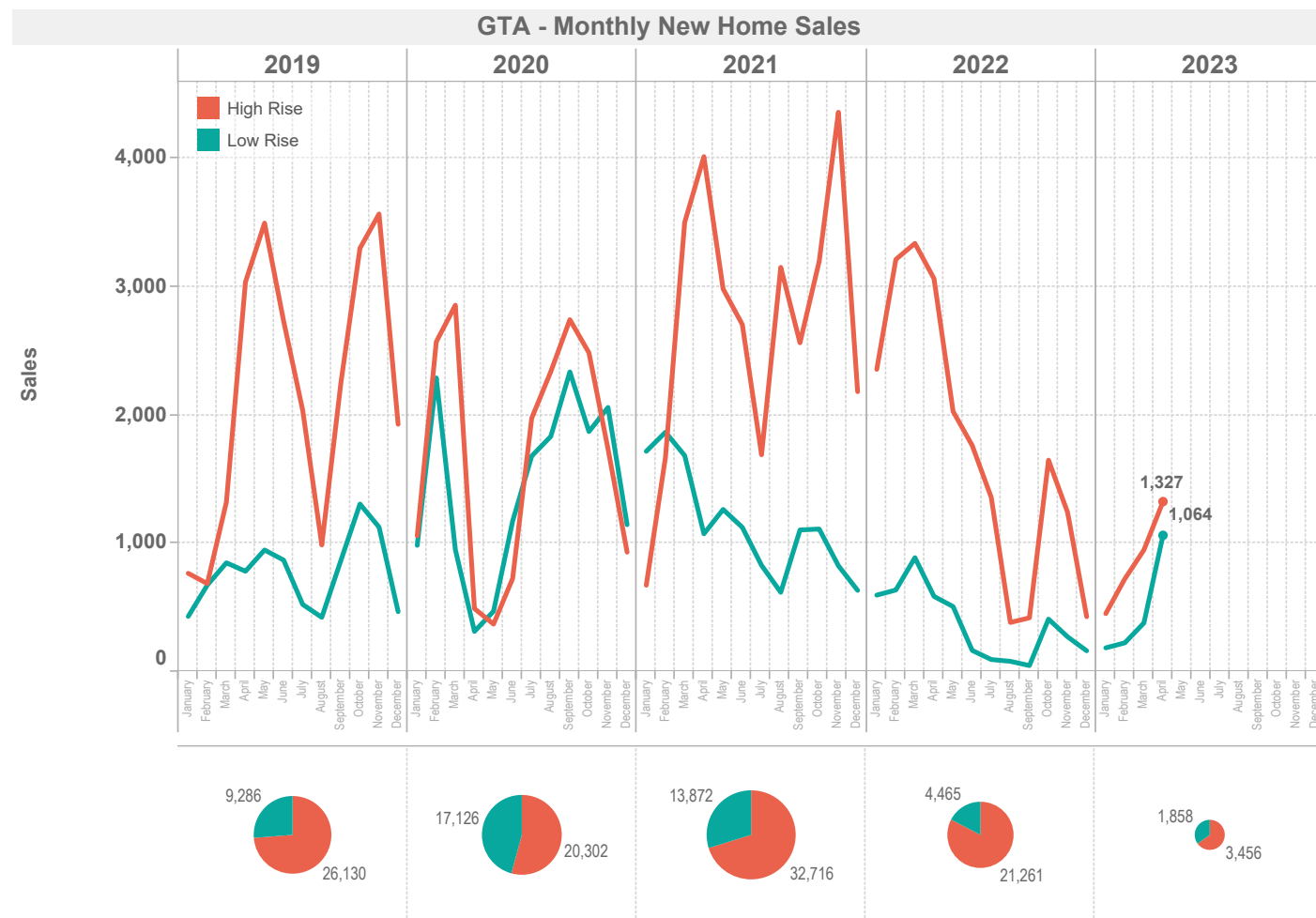
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

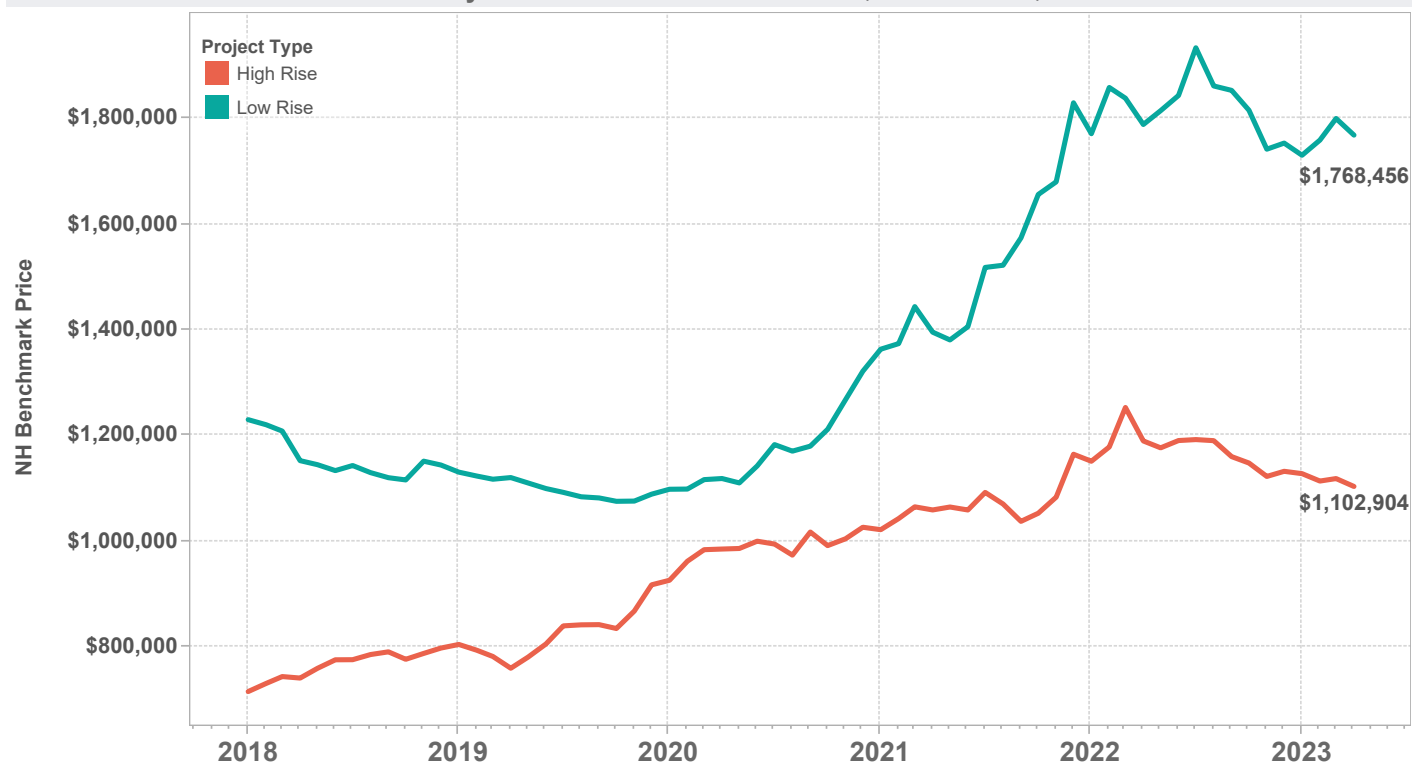
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

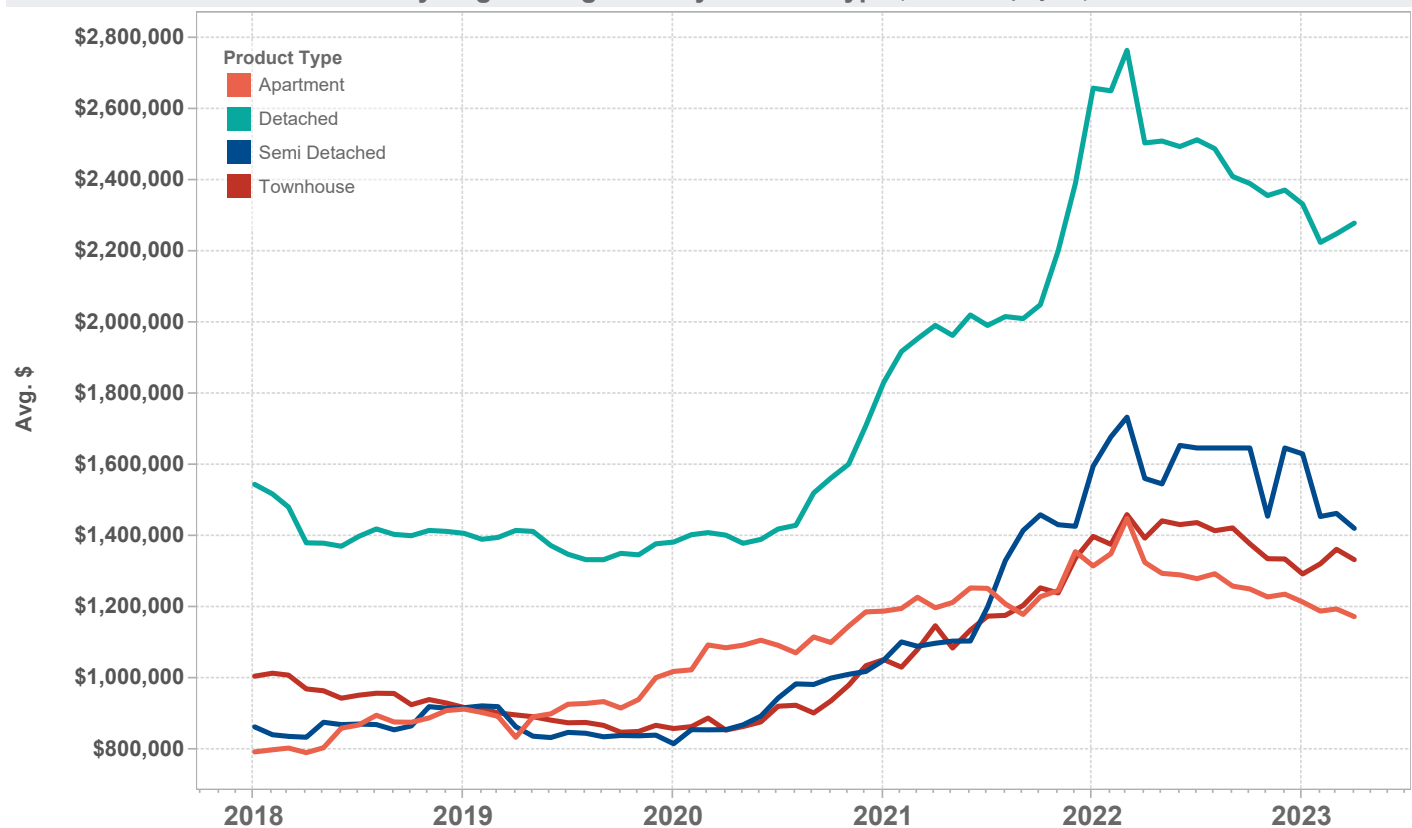


Pricing

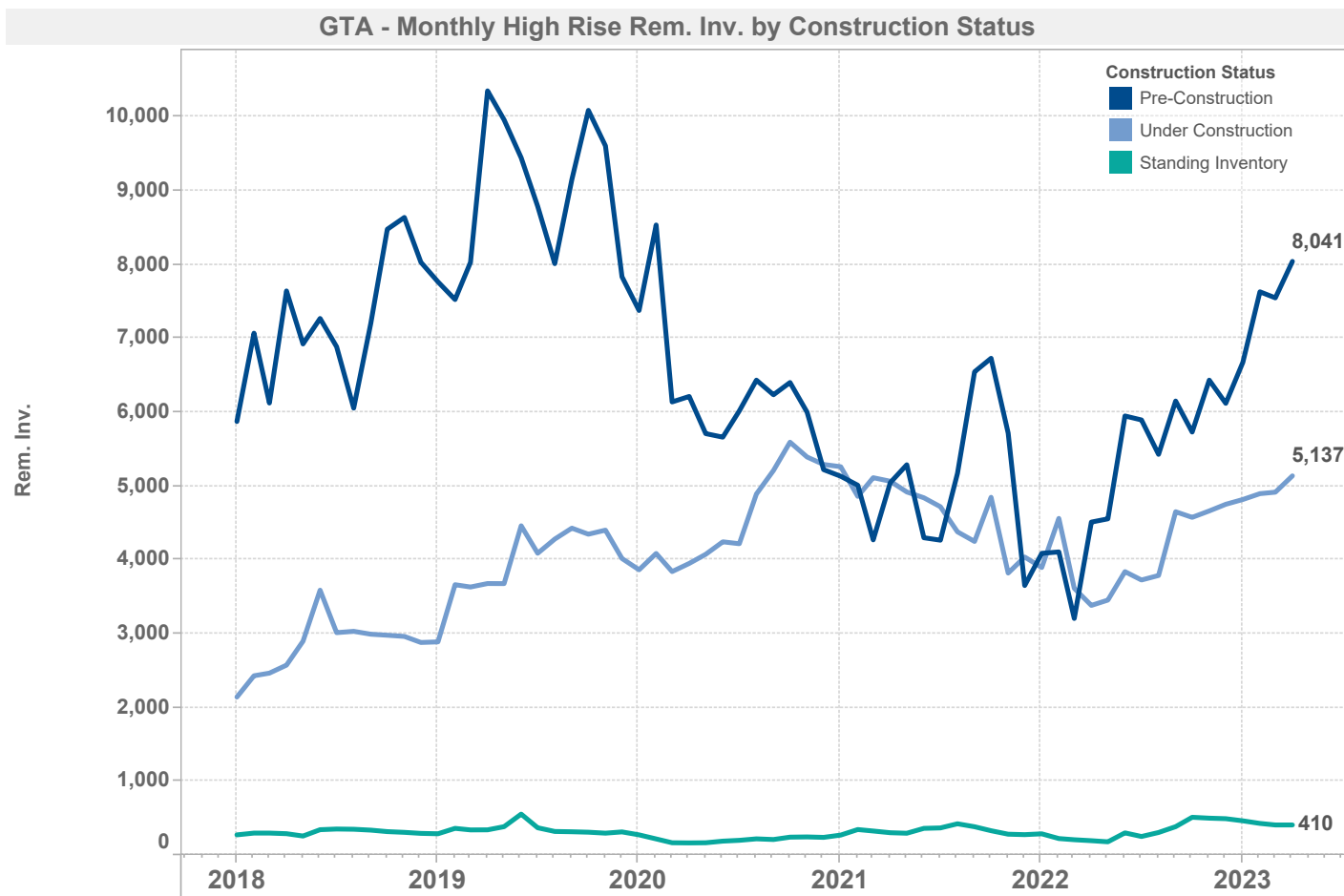
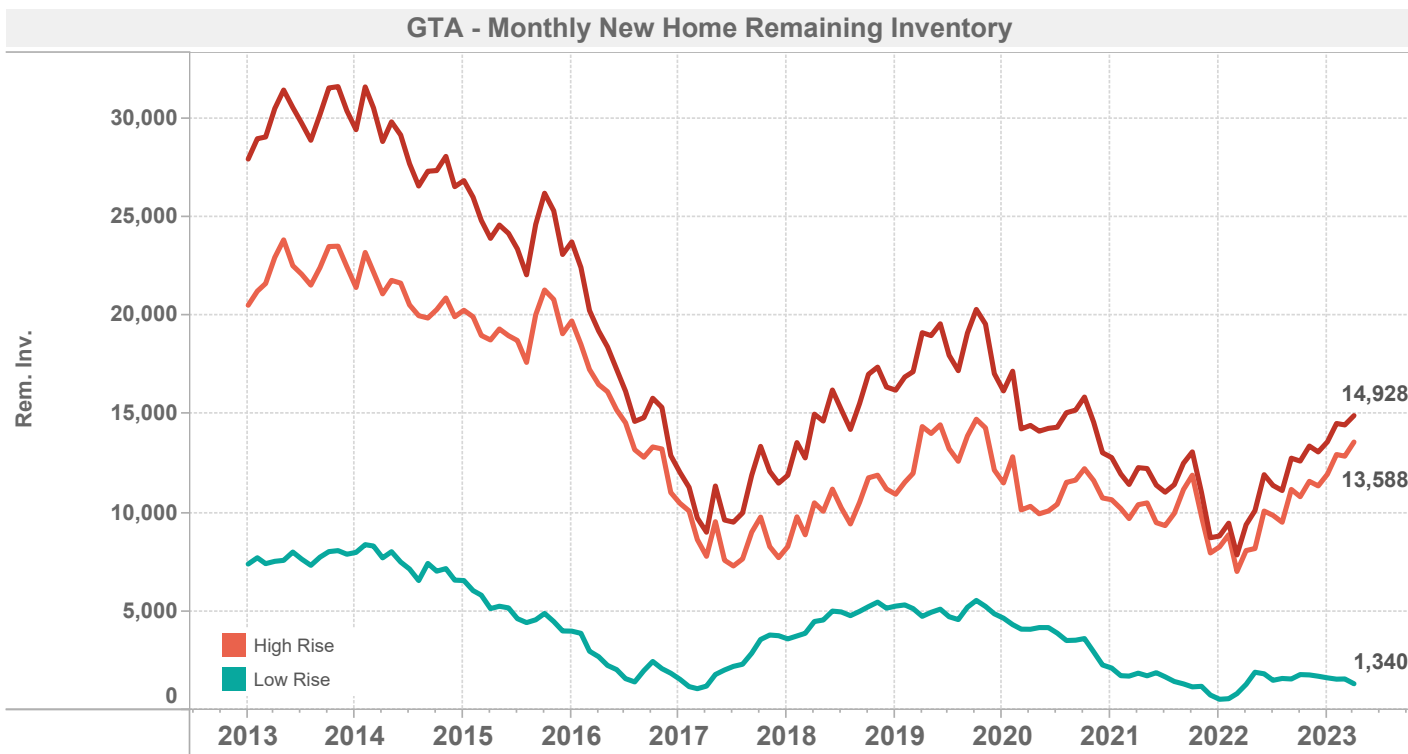
Monthly New Home Benchmark Price (excludes extremes)



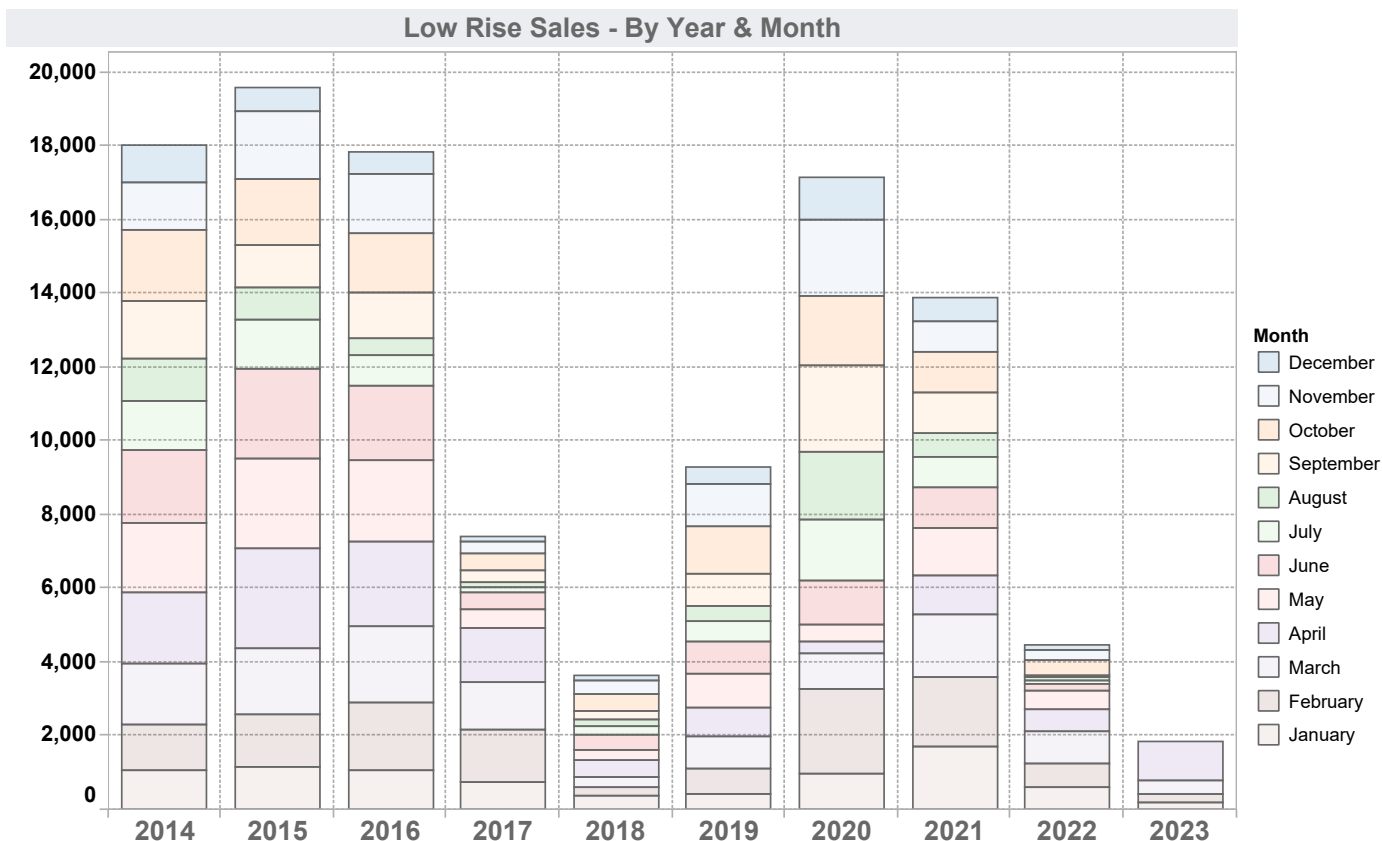
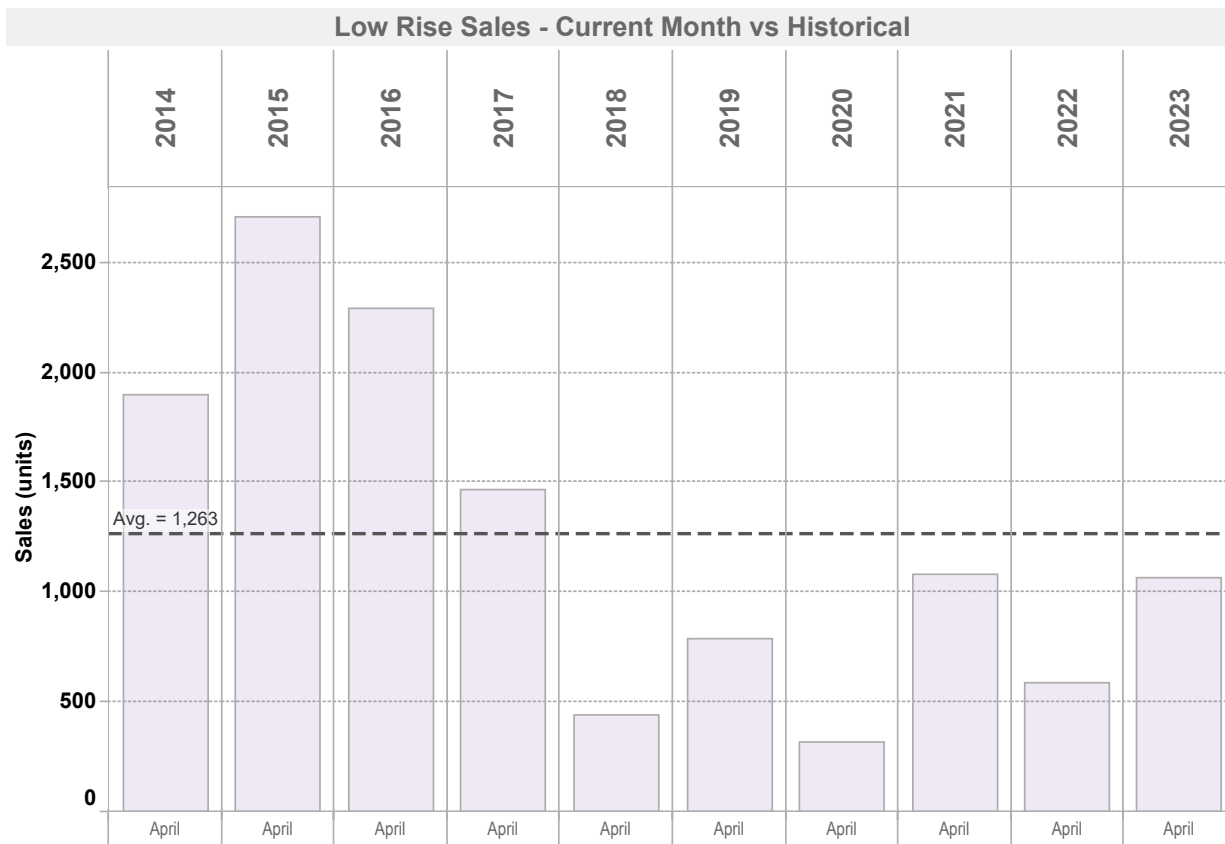
Monthly Avg. Asking Price by Product Type (includes all projects)



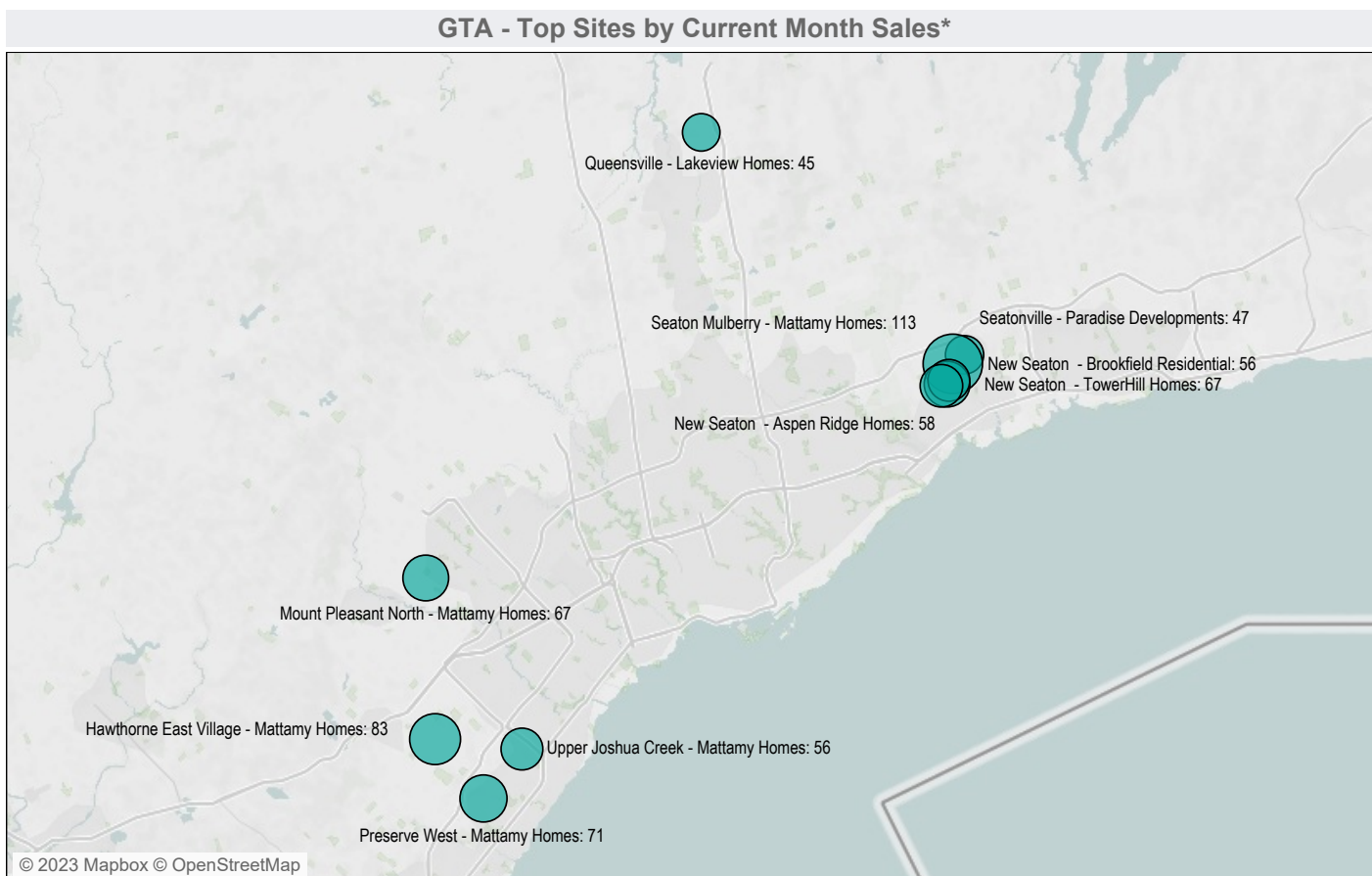
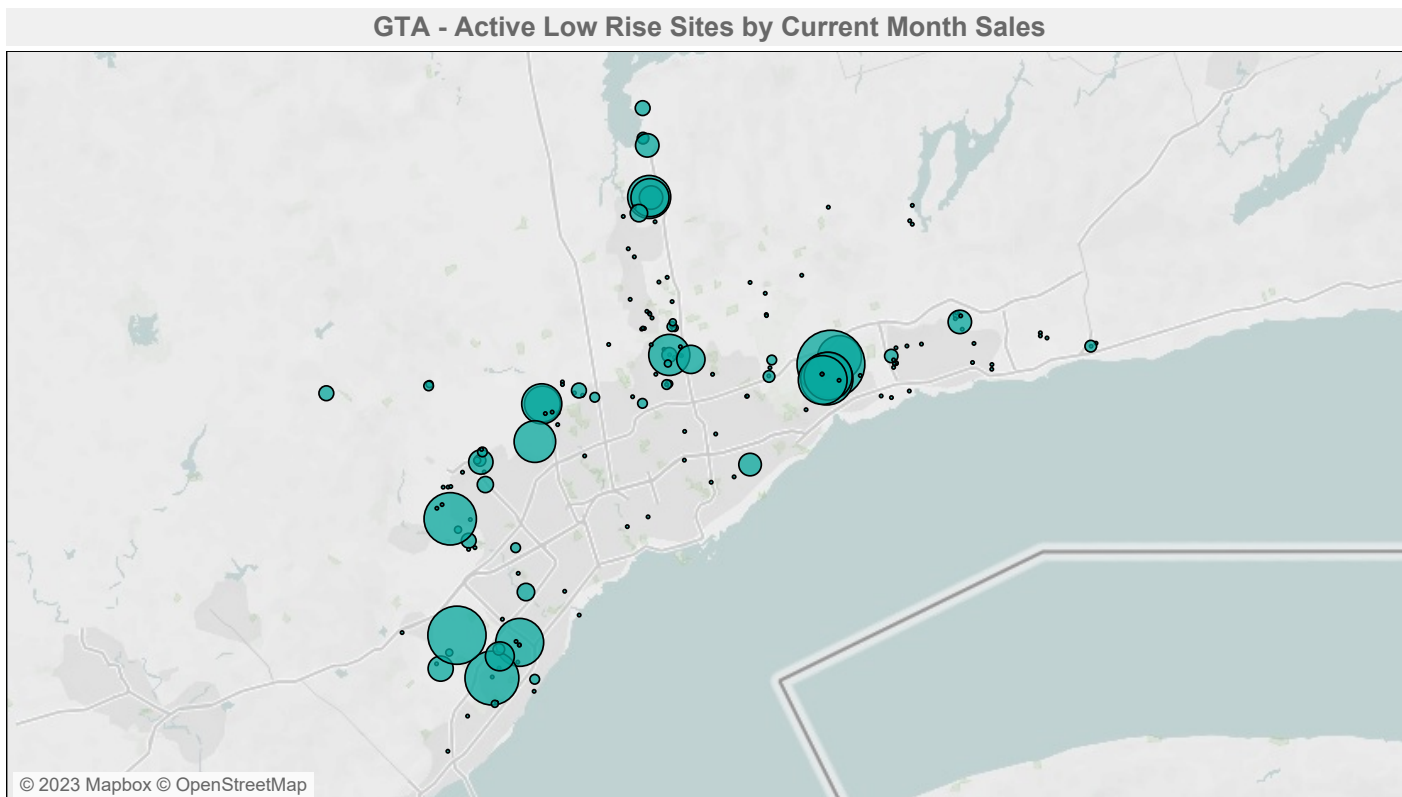
Remaining Inventory



Historical Sales Comparison



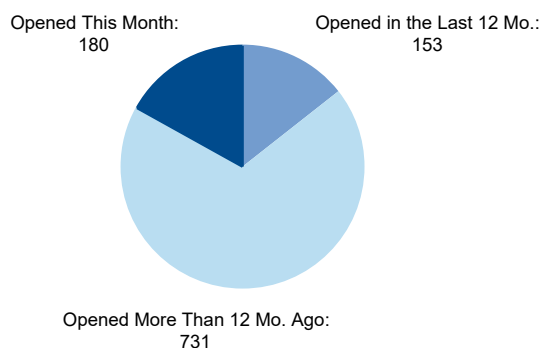
Current Sites



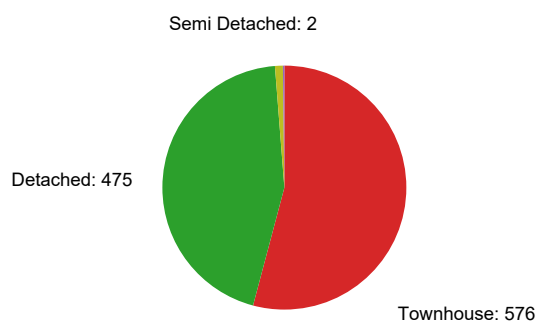
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

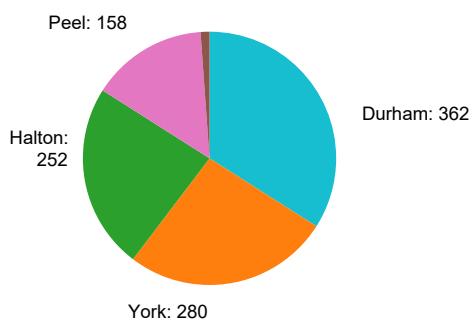
Sales by Opening Date



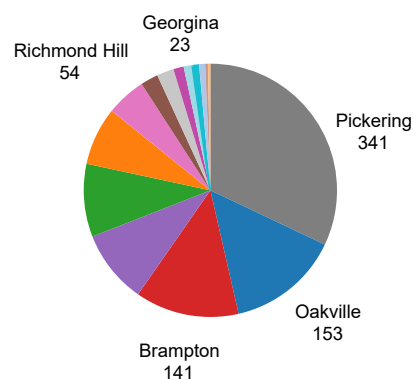
Sales by Product Type



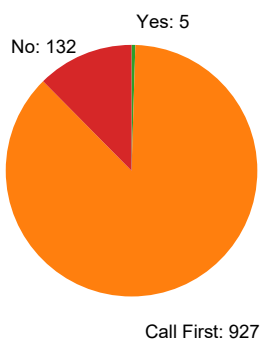
Sales by Region



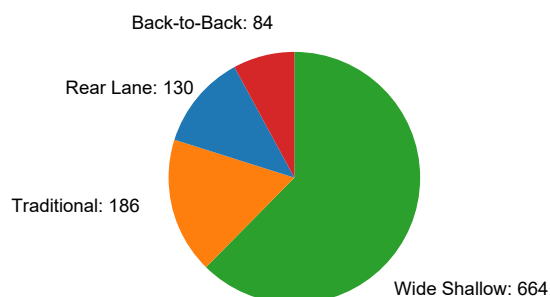
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



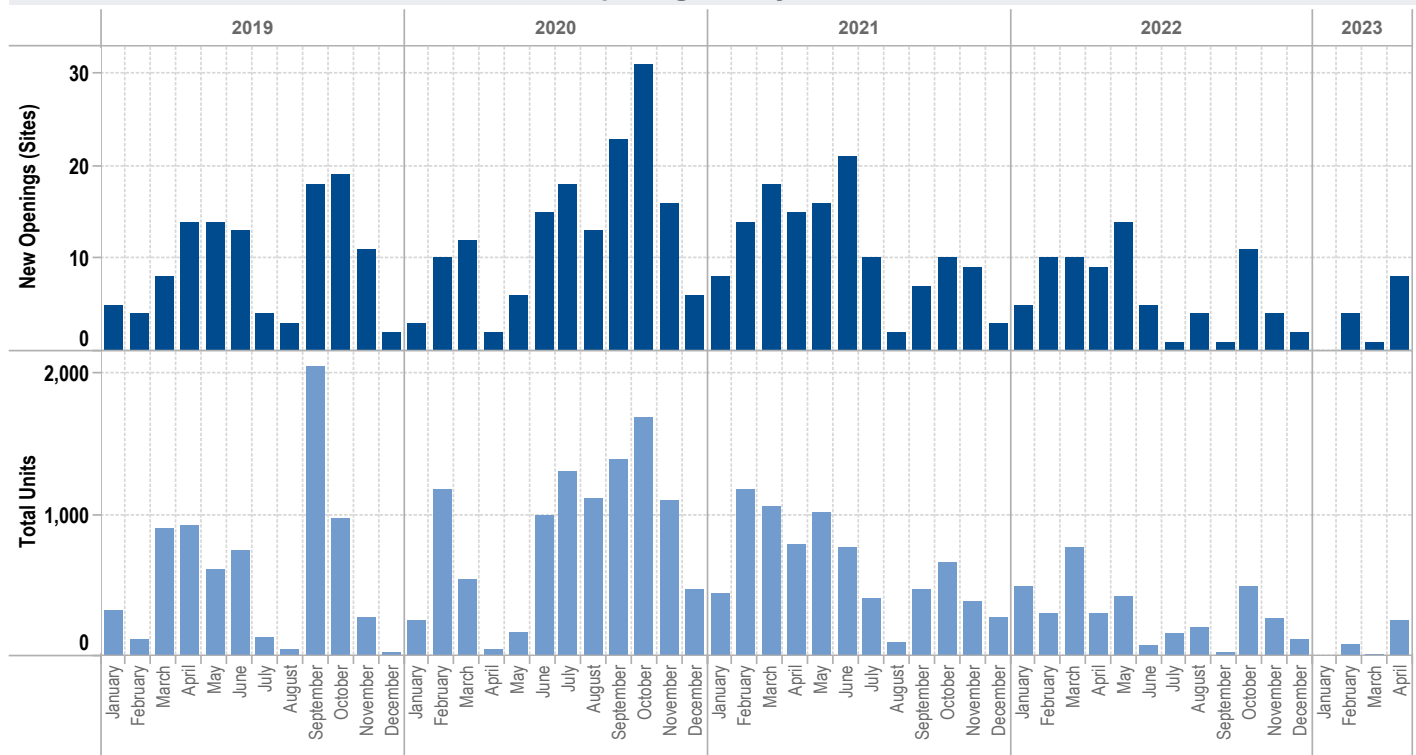
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Parkside Point - Mapleview Homes and Upperview Homes	Freehold	Markham	2023-04-01	26	19	7	\$776
New Seaton - TowerHill Homes	Freehold	Pickering	2023-04-05	21	21	0	
Seatonville - Paradise Developments	Freehold	Pickering	2023-04-11	70	47	23	\$559
Castlemore Crossing - Royal Pine Homes	Freehold	Brampton	2023-04-14	12	9	3	
New Seaton - Brookfield Residential	Freehold	Pickering	2023-04-14	31	14	17	\$458
New Seaton - Aspen Ridge Homes	Freehold	Pickering	2023-04-15	29	29	0	
New Kleinburg - Arista Homes	Freehold	Vaughan	2023-04-29	59	39	20	\$720
New Kleinburg - Fieldgate Homes	Freehold	Vaughan	2023-04-29	5	2	3	\$528
Grand Total				253	180	73	\$605

* 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									681	17.6%		36.7%	
Aspen Ridge Homes	1	35	21	124									181	6.7%		46.4%	
Great Gulf	17	26	21	19									83	6.1%		50.9%	
TowerHill Homes				67									67	4.6%		54.5%	
Caivan	10	11	23	20									64	4.5%		57.9%	
Stateview Homes	22	38	0	0									60	3.2%		61.1%	
Brookfield Residential	0	0	2	56									58	2.7%		64.3%	
Opus Homes	23	31	0	0									54	2.4%		67.2%	
Greenpark Group	3	0	5	41									49	2.4%		69.8%	
Paradise Developments	0	0	0	47									47	1.9%		72.3%	
CountryWide Homes	1	9	5	30									45	1.9%		74.8%	
Lakeview Homes	0	0	0	45									45	1.7%		77.2%	
Royal Pine Homes	0	0	0	43									43	1.7%		79.5%	
Deco Homes	30	0	11	0									41	1.7%		81.7%	
Madison Group	0	4	22	14									40	1.7%		83.9%	
Arista Homes	0	0	0	39									39	1.6%		86.0%	
Minto Developments	0	3	32	0									35	1.6%		87.8%	
Fieldgate Homes	0	0	0	31									31	1.5%		89.5%	
Treasure Hill	9	8	6	8									31	1.5%		91.2%	
Mapleview Homes and Upperview Homes				19									19	1.4%		92.2%	
Regal Crest Homes	3	5	5	4									17	1.3%		93.1%	
Vandyk Properties Inc.	0	1	5	8									14	1.3%		93.9%	
	187	226	381	1,064									1,858				

Top Builders - Last 12 Months

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

Builder	2022								2023				Total	Market Share		Cum. Mkt. Share	
	May	June	July	August	September	October	November	December	January	February	March	April		%		%	
Mattamy Homes	62	13	6	3	1	87	54	20	57	44	189	391	927	25.7%		25.7%	
Treasure Hill			60	10	4	154	39	3	9	8	6	8	301	8.3%		34.0%	
Stateview Homes	26	11	6	53	11	42	3	48	22	38	0	0	260	7.2%		41.2%	
Aspen Ridge Homes	13	5	0	0	1	1	0	1	1	35	21	124	202	5.6%		46.8%	
Great Gulf	4	15	1	1	3	28	24	16	17	26	21	19	175	4.8%		51.7%	
Caivan	51	1	1	1	0	0	1	13	10	11	23	20	132	3.7%		55.3%	
Deco Homes	10	0	0	0	0	0	62	10	30	0	11	0	123	3.4%		58.7%	
Opus Homes	0	0	0	0	0	0	42	24	23	31	0	0	120	3.3%		62.1%	
Greenpark Group						27	4	1	3	0	5	41	81	2.2%		64.3%	
CountryWide Homes	13	8	2	0	1	0	0	1	1	9	5	30	70	1.9%		66.3%	
TowerHill Homes												67	67	1.9%		68.1%	
Paradise Developments	16	2	0	0	0	0	0	0	0	0	0	47	65	1.8%		69.9%	
Brookfield Residential	0	2	2	0	0	2	0	0	0	0	2	56	64	1.8%		71.7%	
Fieldgate Homes	22	6	0	0	0	0	0	0	0	0	0	31	59	1.6%		73.3%	
Madison Group	0	0	5	0	1	2	3	0	0	4	22	14	51	1.4%		74.7%	
Lakeview Homes	3	0	1	0	0	0	0	0	0	0	0	45	49	1.4%		76.1%	
Royal Pine Homes	0	0	0	0	0	0	6	0	0	0	0	43	49	1.4%		77.4%	
Andrin Homes	32	13	0	0	0	0	0	0	0	0	0	0	45	1.2%		78.7%	
Sundial Homes	45	0	0	0	0	0	0	0	0	0	0	0	45	1.2%		79.9%	
Minto Developments	0	0	0	0	0	6	1	0	0	3	32	0	42	1.2%		81.1%	
Genesis Homes	21	19											40	1.1%		82.2%	
Arista Homes	0	0	0	0	0	0	0	0	0	0	0	39	39	1.1%		83.3%	
	509	167	96	82	49	411	273	164	187	226	381	1,064	3,609				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Lot Size	2023 April
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	39
			36'	56
			43'	17
			66'	1
		Total	113	
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	7
			34'	4
			36'	10
			43'	2
			66'	2
		Townhouse	21'	24
			23'	34
Total	83			
Preserve West - Mattamy Homes	Oakville	Detached	34'	18
			38'	15
		Townhouse	19'	6
			20'	32
		Total	71	
Mount Pleasant North - Mattamy Homes	Brampton	Townhouse	21'	64
			23'	3
		Total	67	
New Seaton - TowerHill Homes	Pickering	Townhouse	13'	21
			20'	46
		Total	67	
New Seaton - Aspen Ridge Homes	Pickering	Detached	30'	0
			36'	0
			38'	9
			43'	0
			45'	9
		Townhouse	13'	20
			20'	20
			Total	58
		New Seaton - Brookfield Residential	Pickering	Townhouse
Total	56			
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34'	0
			38'	3
			45'	2
		Townhouse	20'	42
			23'	9
		Total	56	
Seatonville - Paradise Developments	Pickering	Detached	30'	14
			35'	8
			36'	11
		Townhouse	20'	14
		Total	47	

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	April 2022					April 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0			0	0	0		0	0	0
	Brock										
	Clarington	2			0	2	3			0	3
	Oshawa	0	0		0	0	1	11		2	14
	Pickering	46		0	2	48	164		0	177	341
	Scugog	0				0	0				0
	Uxbridge	1			0	1	0			0	0
	Whitby	37		3	24	64	0		0	4	4
	Total	86	0	3	26	115	168	11	0	183	362
Halton	Burlington			0	6	6			0	0	0
	Halton Hills				0	0					
	Milton	0		0	1	1	26		0	73	99
	Oakville	20			16	36	59			94	153
	Total	20		0	23	43	85		0	167	252
Peel	Brampton	96		18	74	188	50		0	91	141
	Caledon	0			0	0	8				8
	Mississauga				0	0	2			7	9
	Total	96		18	74	188	60		0	98	158
Toronto	East York										
	Etobicoke										
	North York	0		1	0	1	0			0	0
	Old Toronto			0		0			0		0
	Scarborough	0			1	1	2			10	12
	York				0	0				0	0
	Total	0		1	1	2	2		0	10	12
York	Aurora	19			65	84	0			0	0
	East Gwillimbury	1		0	0	1	56		2	42	100
	Georgina	1				1	23				23
	King	0			0	0	0				0
	Markham	5			24	29	23			1	24
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	2	0	5	19	26	51	0	0	3	54
	Vaughan	45			43	88	7			72	79
	Whitchurch-Stouffville	11				11	0			0	0
	Total	84	0	5	151	240	160	0	2	118	280
Grand Total		286	0	27	275	588	475	11	2	576	1,064

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	2		2	2	6	13	0		14	2	29	
	Brock						0				0	0	
	Clarington	101			22	123	52	0		0	11	63	
	Oshawa	12	15		39	66	30	0		0	36	66	
	Pickering	434		102	264	800	8	0	0	0	85	93	
	Scugog	2				2	9	0		0	0	9	
	Uxbridge	0			2	2	20	0		0	26	46	
	Whitby	38		1	82	121	9	0		12	14	35	
	Total	589	15	105	411	1,120	141	0	0	26	174	341	
Halton	Burlington			0	5	5	0	0		0	4	4	
	Halton Hills	6			3	9	0	0		0	0	0	
	Milton	81		1	219	301	0	0		2	9	11	
	Oakville	229			411	640	46			0	77	123	
	Total	316		1	638	955	46	0		2	90	138	
Peel	Brampton	91		0	385	476	45	0		0	123	168	
	Caledon	42			40	82	27	0		0	0	27	
	Mississauga	7		2	29	38	30	0		0	67	97	
	Total	140		2	454	596	102	0		0	190	292	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	0			2	2	1	0		0	0	1	
	Old Toronto			1		1	0	0		12	0	12	
	Scarborough	17			18	35	1	0		0	6	7	
	York				2	2	0			0	3	3	
	Total	17		1	22	40	2	0		12	9	23	
York	Aurora	21			5	26	41	0	0	0	0	41	
	East Gwillimbury	71		4	44	119	5			0	8	13	
	Georgina	126				126	70	0		0	0	70	
	King	0			16	16	0	0		0	0	0	
	Markham	32			28	60	26	0		0	27	53	
	Newmarket		1	1	72	74	0	0		0	0	0	
	Richmond Hill	187	0	2	24	213	120	0		8	71	199	
	Vaughan	60			110	170	93	0		0	74	167	
	Whitchurch-Stouffville	3			91	94	3			0	0	3	
	Total	500	1	7	390	898	358	0	0	8	180	546	
Grand Total		1,562	16	116	1,915	3,609	649	0	0	48	643	1,340	

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