



AltusGroup



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of February 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Feb-23		Feb-22		Change
High Rise	697		3,213		-78.3%
Low Rise	225		638		-64.7%
Total	922		3,851		-76.1%
Year to Date Sales	Jan.-Feb. 2023		Jan.-Feb. 2022		Y/Y Change
High Rise	1,142		5,576		-79.5%
Low Rise	411		1,256		-67.3%
Total	1,553		6,832		-77.3%
Year to Date Supply	Jan.-Feb. 2023		Jan.-Feb. 2022		Y/Y Change
High Rise	3,005		6,205		-51.6%
Low Rise	166		668		-75.1%
Total	3,171		6,873		-53.9%
Year to Date Completions	Jan.-Feb. 2023		Jan.-Feb. 2022		Y/Y Change
High Rise	856		1,632		-47.5%
Remaining Inventory	Feb-23	Jan-23	Feb-22	M/M Change	Y/Y Change
High Rise	13,031	11,969	8,912	8.9%	46.2%
Low Rise	1,590	1,649	583	-3.6%	172.7%
Total	14,621	13,618	9,495	7.4%	54.0%
Benchmark Price	Feb-23	Jan-23	Feb-22	M/M Change	Y/Y Change
High Rise	\$1,113,164	\$1,127,192	\$1,177,739	-1.2%	-5.5%
Low Rise	\$1,759,043	\$1,730,359	\$1,858,713	1.7%	-5.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	7	350	391	110	
High Rise Units	2,061	90,342	109,663	26,724	
% Sold*	20%	86%	93%	63%	
Low Rise Projects	4	174			
Low Rise Units	68	19,644			
% Sold*	18%	92%			

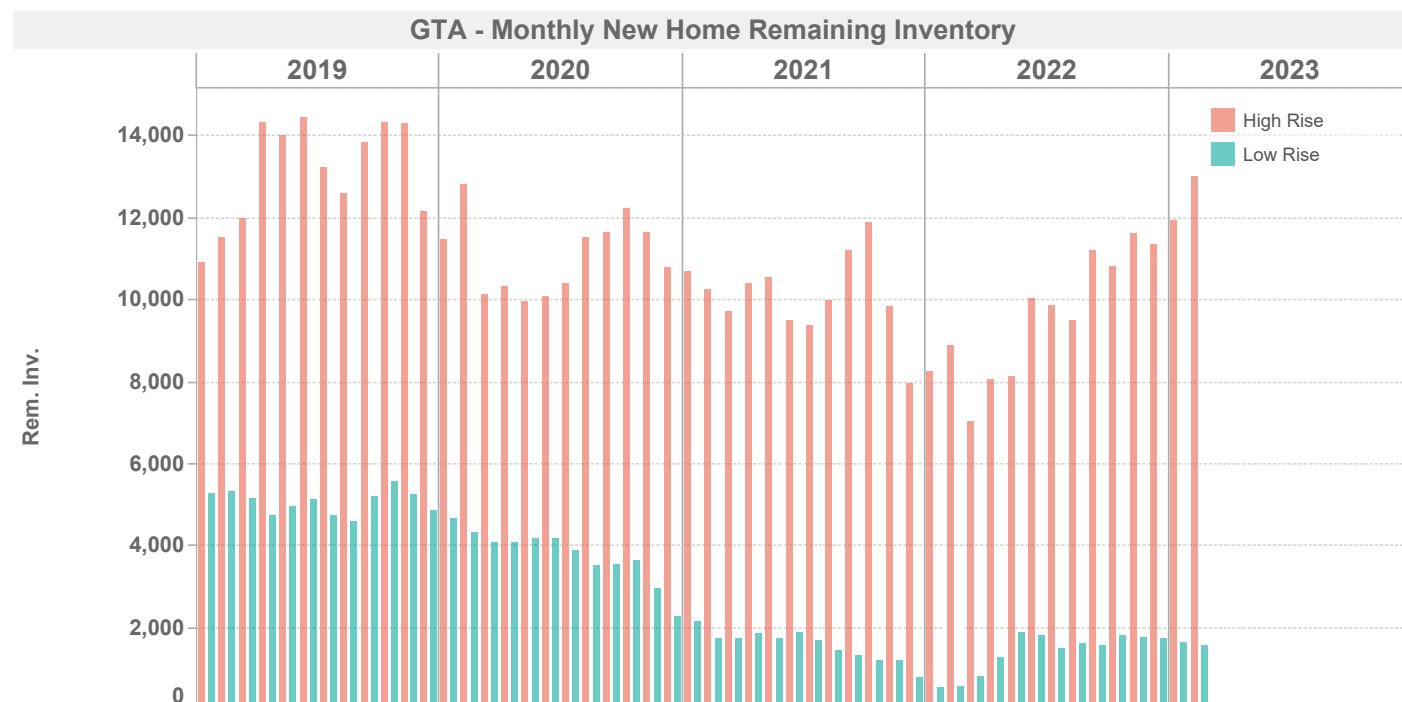
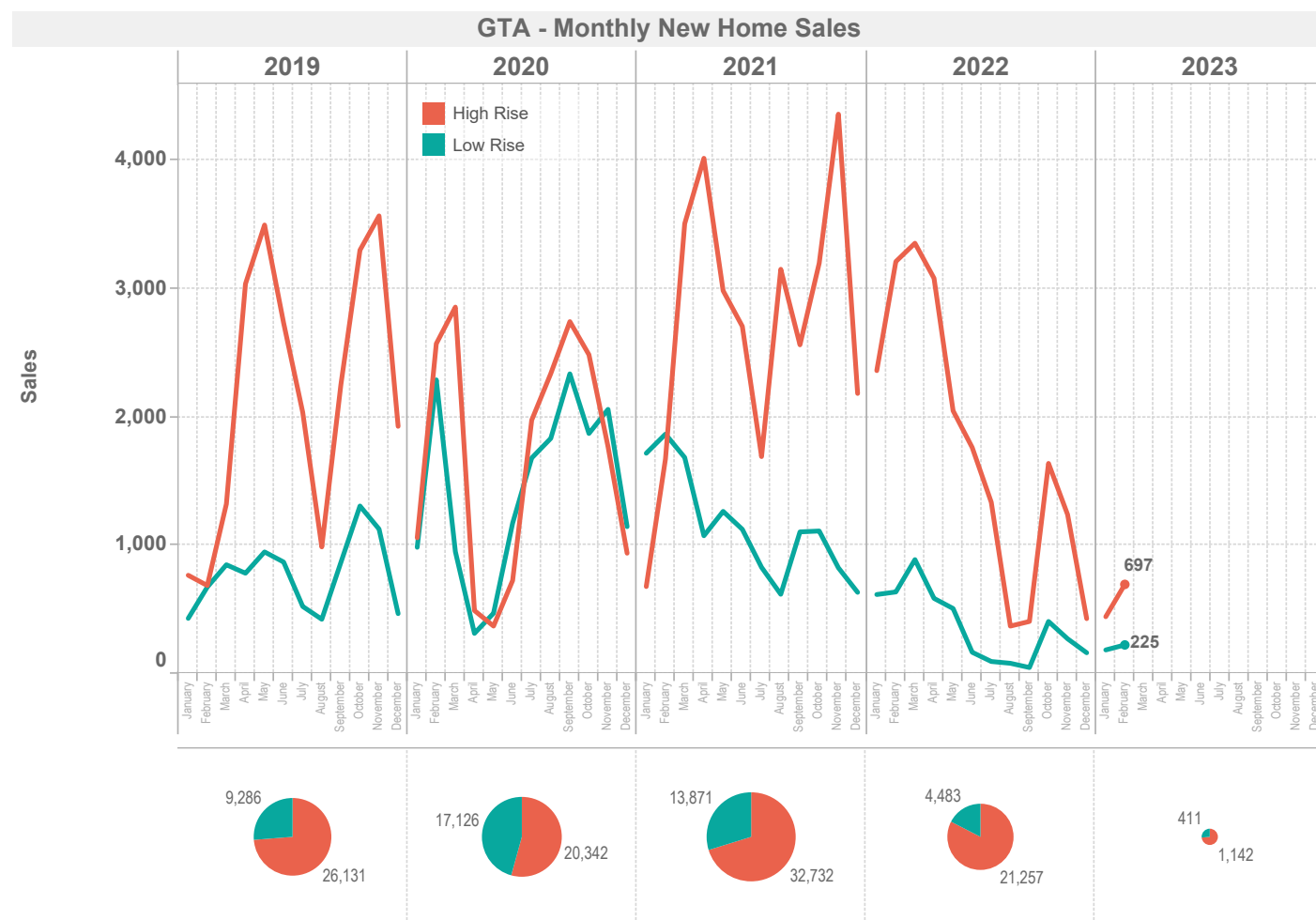
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

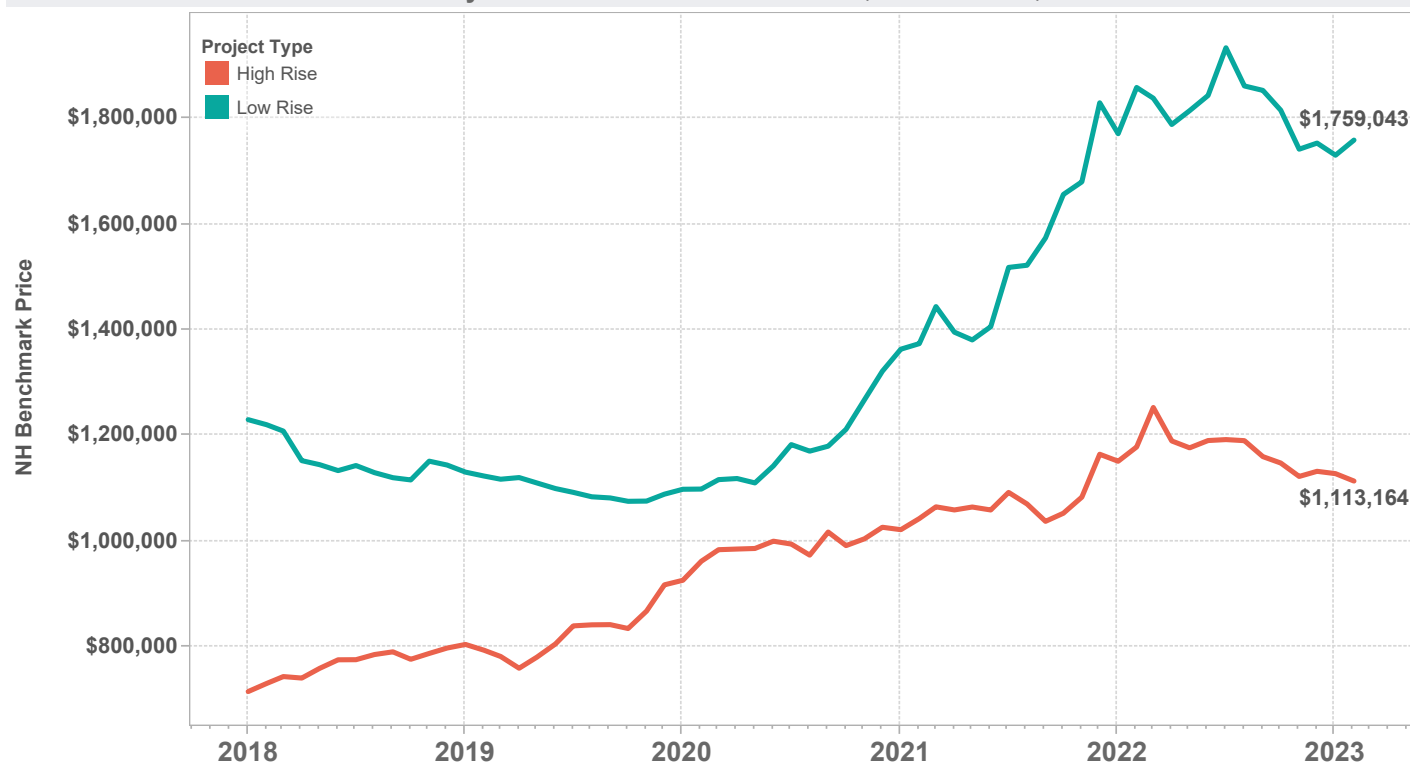
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

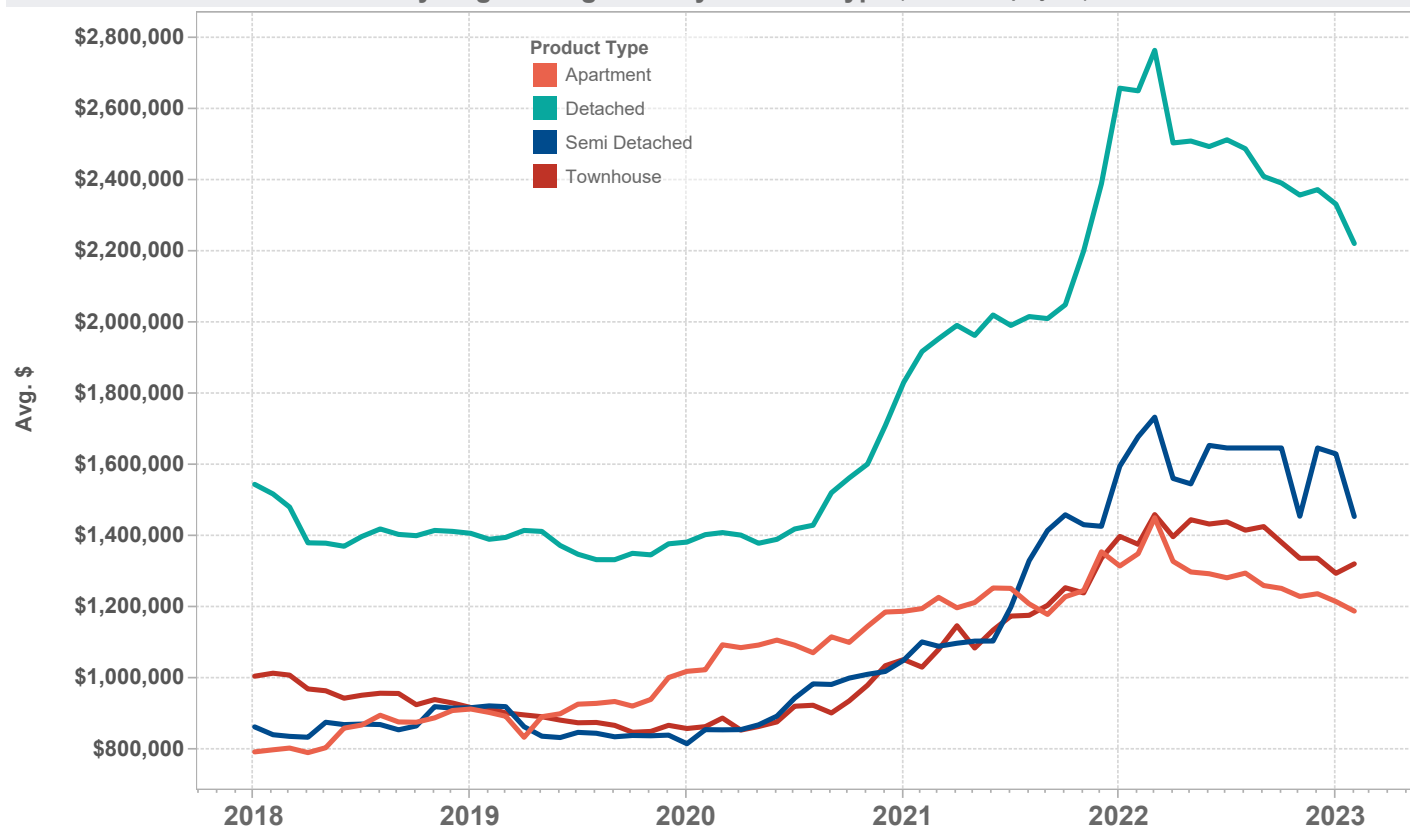


Pricing

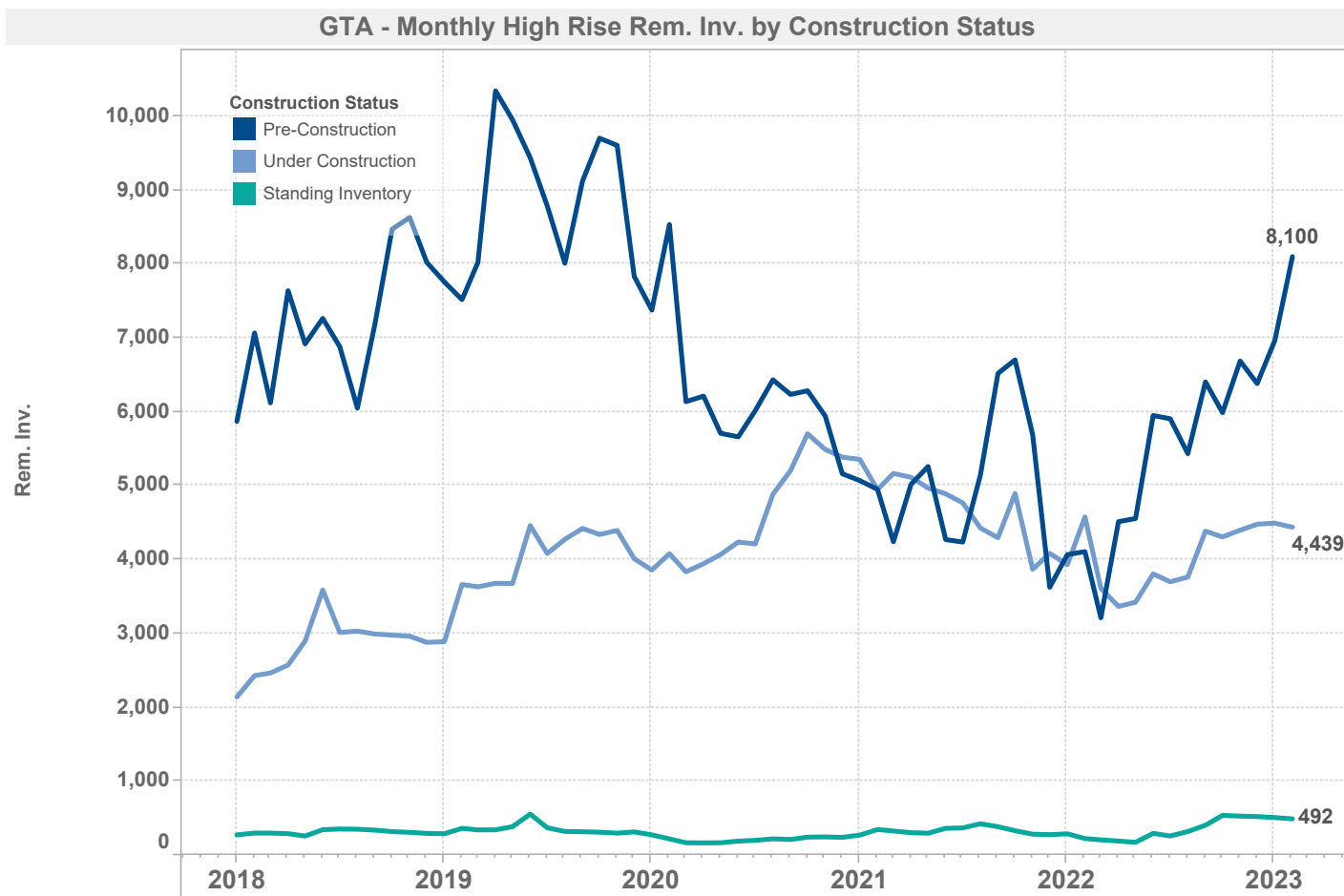
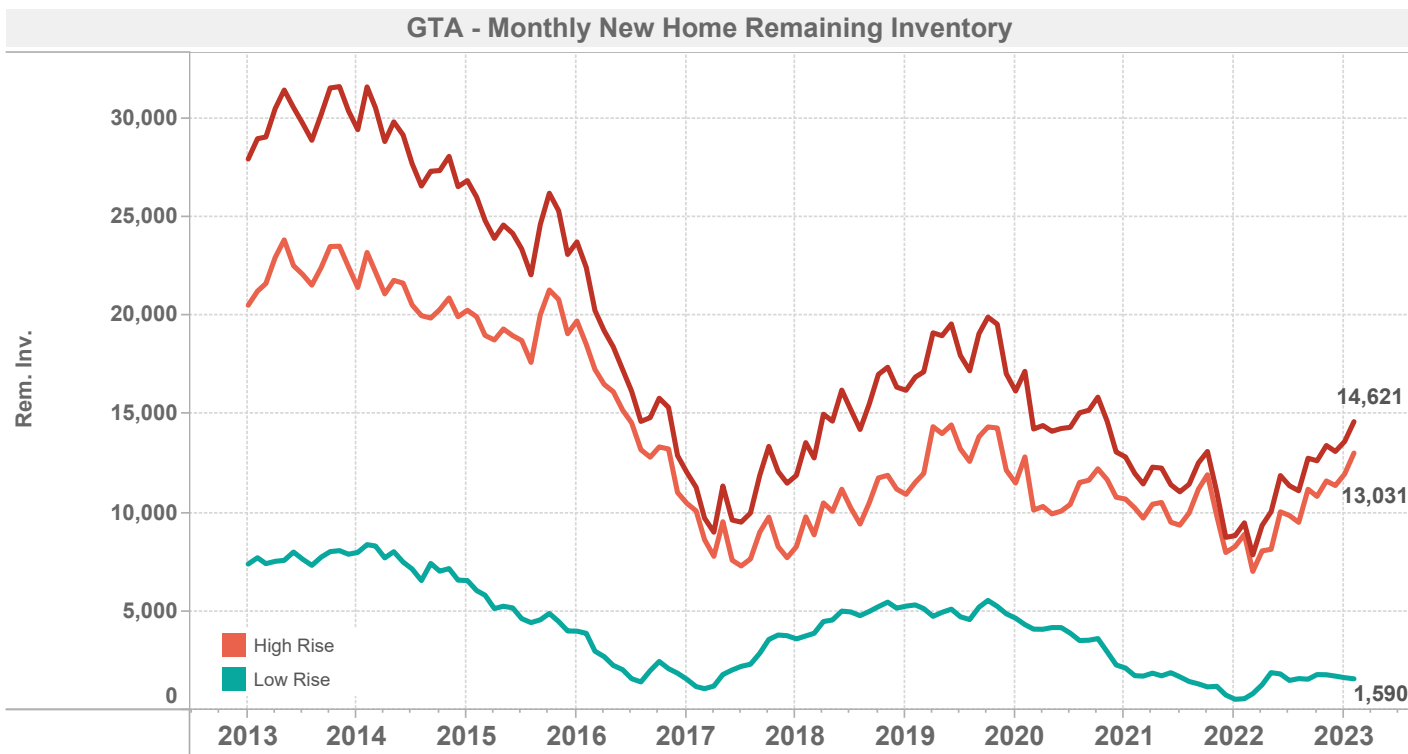
Monthly New Home Benchmark Price (excludes extremes)



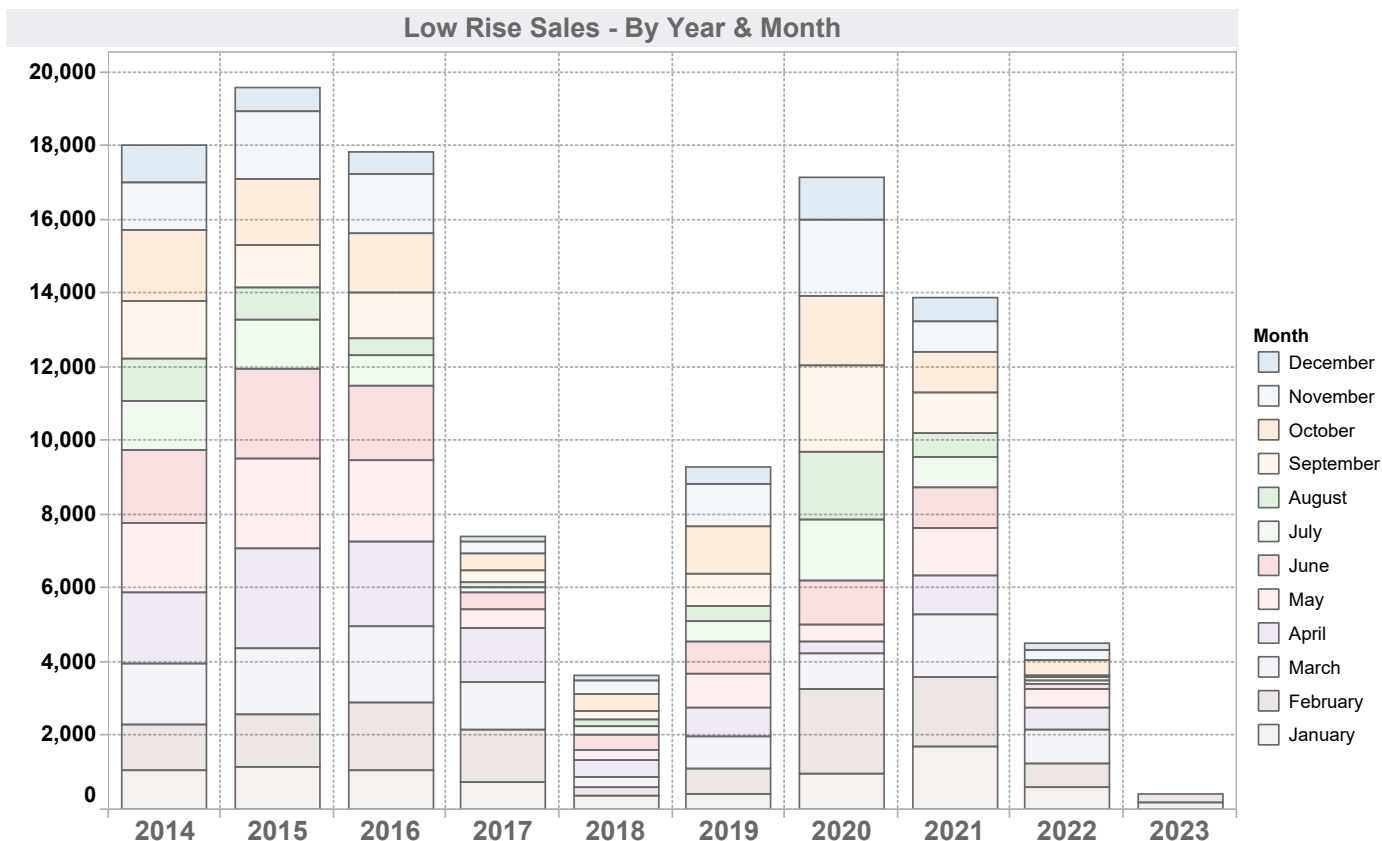
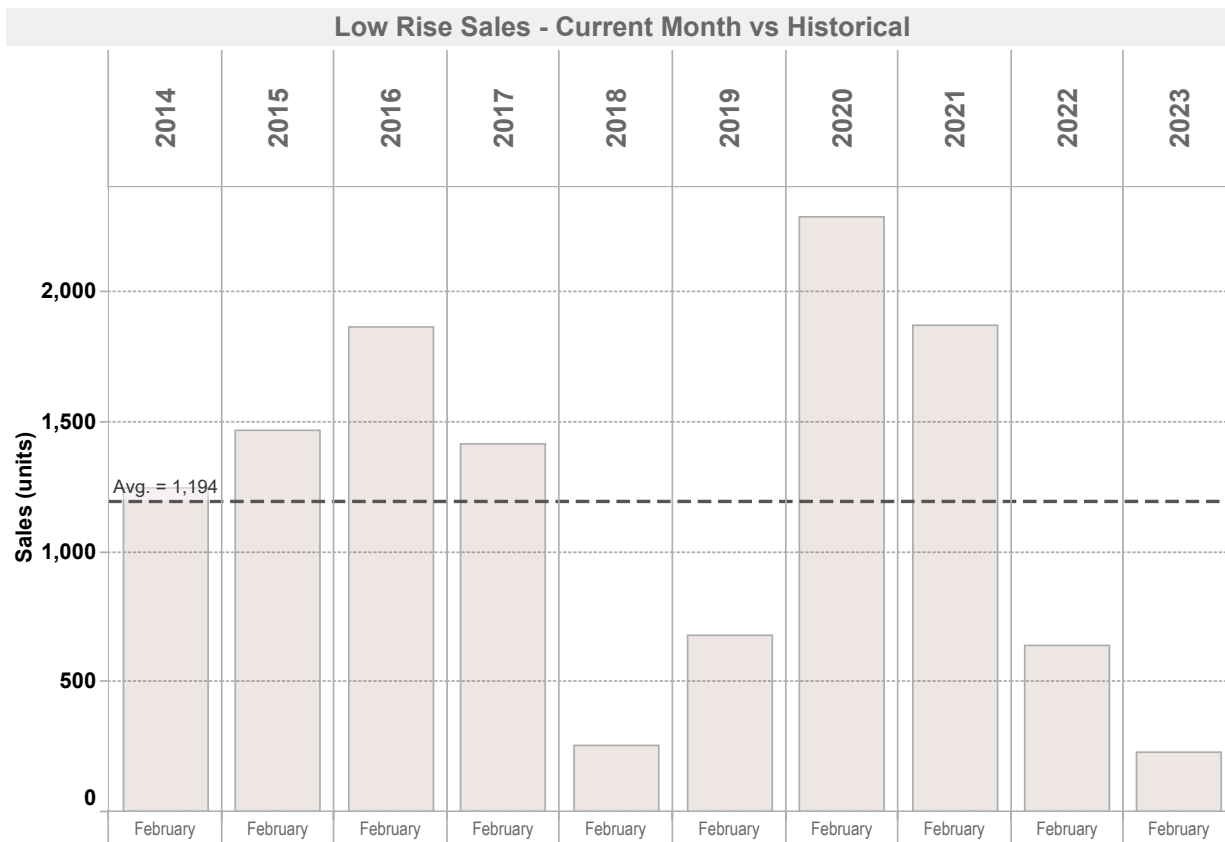
Monthly Avg. Asking Price by Product Type (includes all projects)



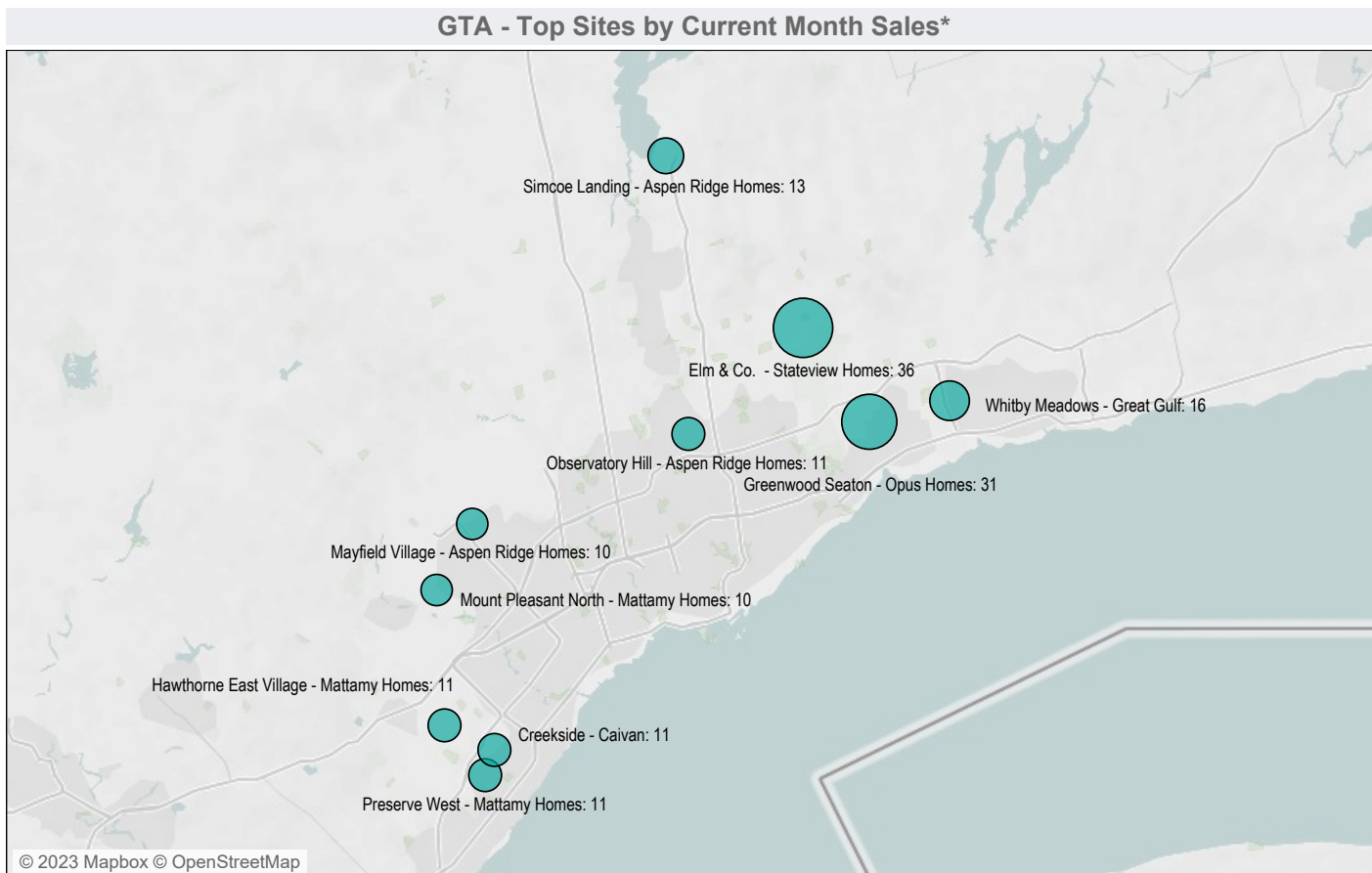
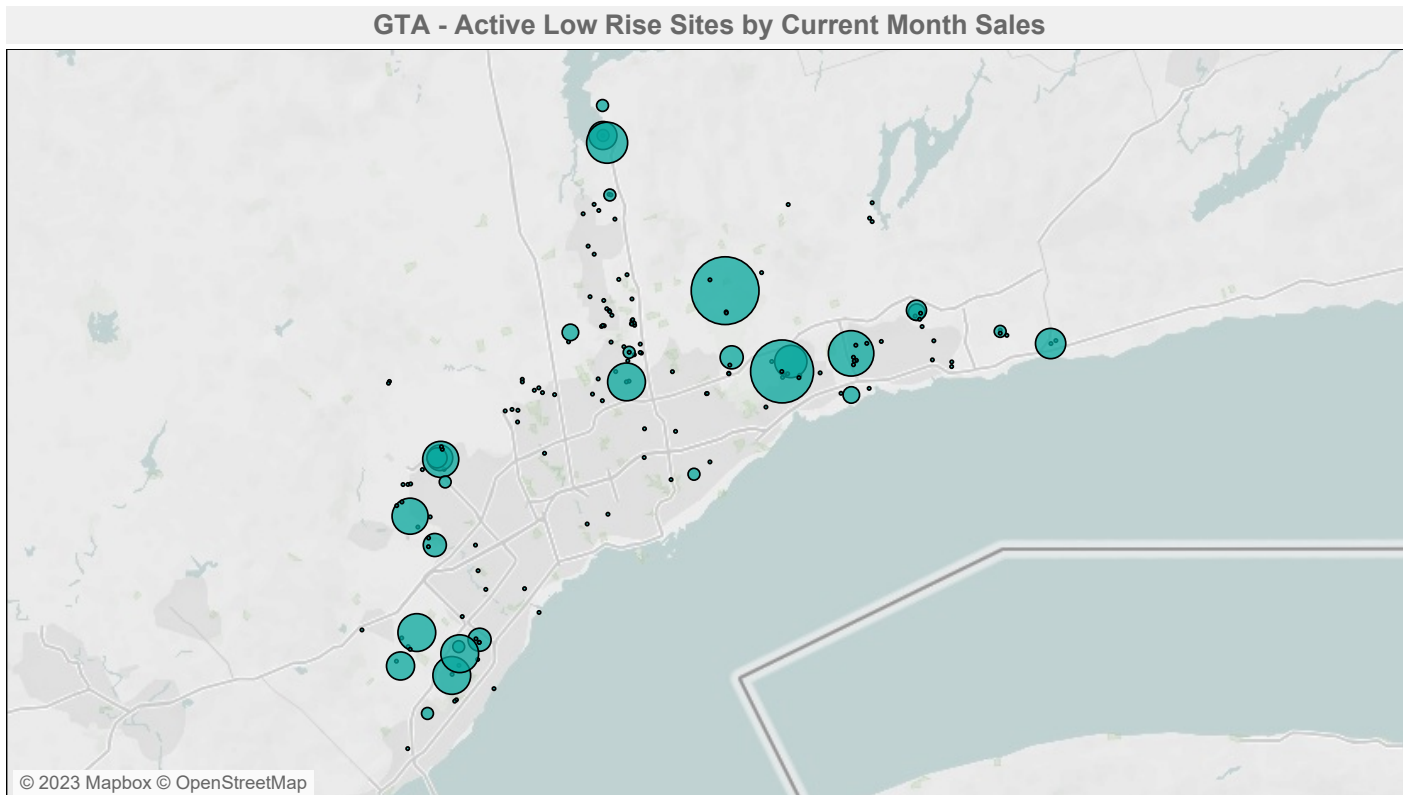
Remaining Inventory



Historical Sales Comparison



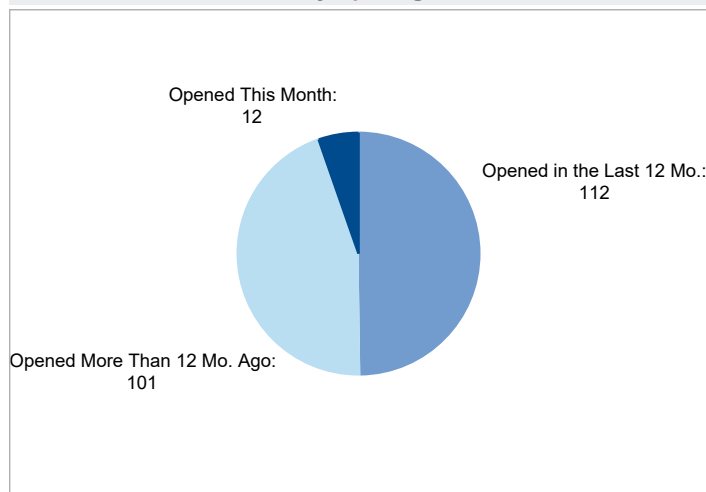
Current Sites



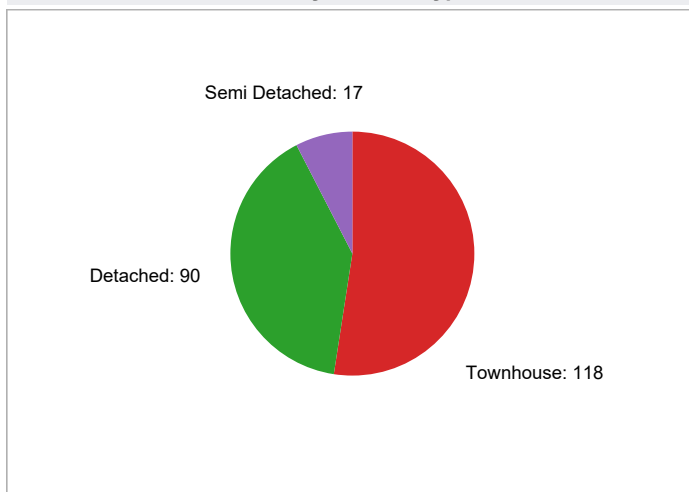
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

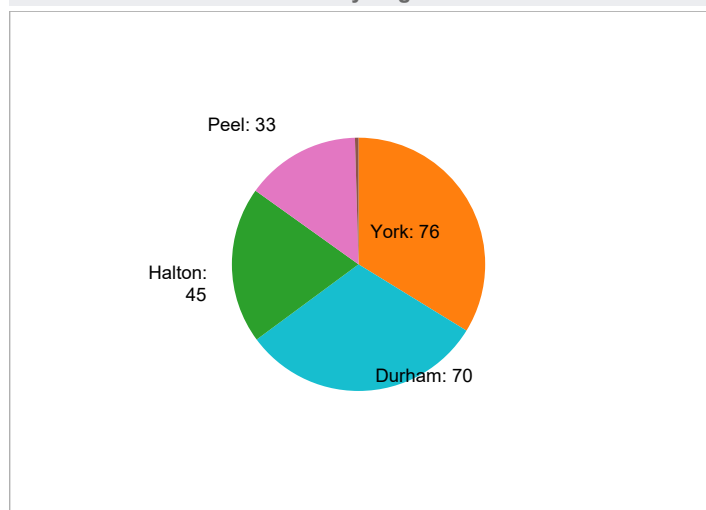
Sales by Opening Date



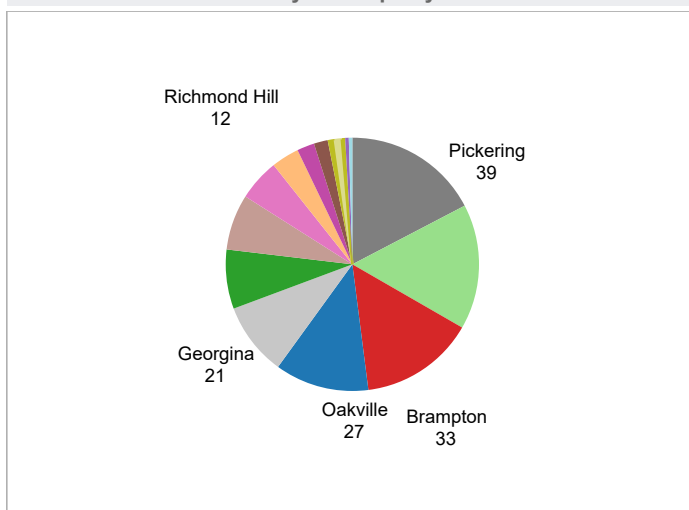
Sales by Product Type



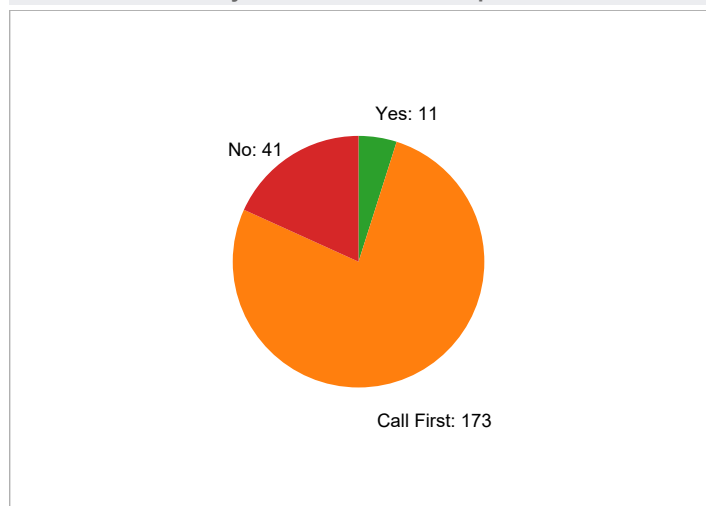
Sales by Region



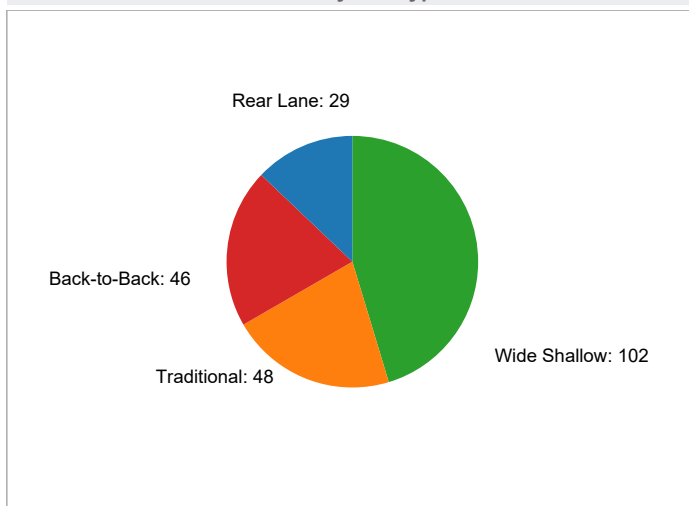
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



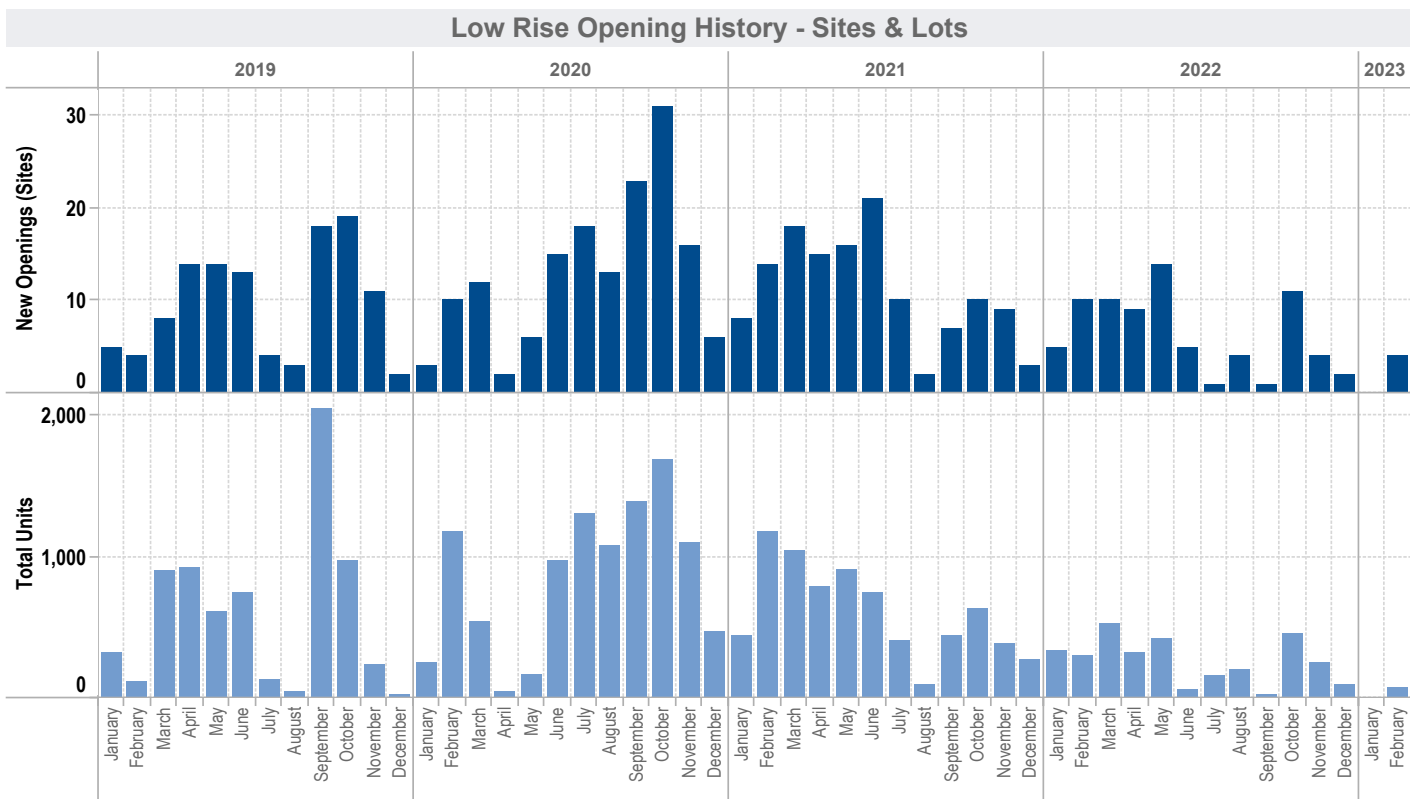
Sales by Lot Type



New Openings

February 2023 - Low Rise Openings - New Projects & Product Offerings							
Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Simcoe Landing - CountryWide Homes	Freehold	Georgina	2023-02-04	18	6	12	\$487
Monteverdi Estates - Ambria Homes	Freehold	Aurora	2023-02-08	0	0	0	
Simcoe Landing - Aspen Ridge Homes	Freehold	Georgina	2023-02-11	16	4	12	\$455
Views - Jeffery Homes	Freehold	Oshawa	2023-02-18	34	2	32	\$577
Grand Total				68	12	56	\$522

* 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	Market Share		Cum. Mkt. Share	
	January	February	March	April	May	June	July	August	September	October	November	December		%		%	
Mattamy Homes	57	44											101	17.5%		24.6%	
Stateview Homes	22	38											60	6.6%		39.2%	
Opus Homes	23	31											54	6.0%		52.3%	
Great Gulf	16	26											42	4.6%		62.5%	
Aspen Ridge Homes	1	35											36	4.5%		71.3%	
Deco Homes	30	0											30	3.2%		78.6%	
Caivan	10	11											21	2.7%		83.7%	
Treasure Hill	9	8											17	2.4%		87.8%	
CountryWide Homes	1	9											10	2.4%		90.3%	
Regal Crest Homes	3	5											8	1.9%		92.2%	
Madison Group	0	4											4	1.9%		93.2%	
Crystal Homes and Fernbrook Homes	2	1											3	1.7%		93.9%	
Greenpark Group	3	0											3	1.7%		94.6%	
Minto Developments	0	3											3	1.7%		95.4%	
Vogue Development Group	3	0											3	1.7%		96.1%	
Branthaven Homes	1	1											2	1.6%		96.6%	
Jeffery Homes		2											2	1.6%		97.1%	
John Boddy Homes	0	2											2	1.5%		97.6%	
Mansouri Living	2	0											2	1.5%		98.1%	
ACE Developments Ltd.	1	0											1	1.4%		98.3%	
Cleary Homes	0	1											1	1.3%		98.5%	
Conservatory Group	1	0											1	1.3%		98.8%	
	186	225											411				

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%		37.6%	
Great Gulf	32	35	9	4	15	1	1	3	28	24	16	16	184		4.5%		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%		49.4%	
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%		56.2%	
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%		63.9%	
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%		69.1%	
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	49	408	273	164	186	4,051					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2023 February
Elm & Co. - Stateview Homes	Whitchurch-Stouffville	Townhouse	14'	7
			20'	29
			Total	36
Greenwood Seaton - Opus Homes	Pickering	Detached	30'	10
			36'	5
		Semi Detached	25'	16
			Total	31
Whitby Meadows - Great Gulf	Whitby	Detached	36'	0
			20'	13
		Townhouse	22'	3
			Total	16
Simcoe Landing - Aspen Ridge Homes	Georgina	Detached	36'	4
			40'	1
			45'	4
			50'	1
			60'	3
			Total	13
Creekside - Caivan	Oakville	Detached	31'	0
			40'	1
			42'	1
			50'	0
		Townhouse	20'	4
			24'	5
			Total	11
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	0
			34'	0
			43'	0
		Townhouse	21'	6
			23'	5
		Total		11
Observatory Hill - Aspen Ridge Homes	Richmond Hill	Detached	36'	4
			45'	7
			50'	0
			Total	11
Preserve West - Mattamy Homes	Oakville	Detached	34'	4
			38'	4
		Townhouse	19'	0
			20'	3
		Total		11
Mayfield Village - Aspen Ridge Homes	Brampton	Detached	38'	3
			45'	0
		Townhouse	20'	5
			25'	2
		Total		10

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	February 2022					February 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	4			1	5	1		1	0	2
	Brock	1				1					
	Clarington	0			0	0	8			0	8
	Oshawa	6	0		14	20	4	0		1	5
	Pickering	40		0	10	50	23		16	0	39
	Scugog	0				0	0				0
	Uxbridge	0			8	8	0			0	0
	Whitby	7	2	13	24	46	0		0	16	16
	Total	58	2	13	57	130	36	0	17	17	70
Halton	Burlington	63			45	108			0	1	1
	Halton Hills				0	0					
	Milton	12		0	0	12	0		0	17	17
	Oakville	14			45	59	10			17	27
	Total	89		0	90	179	10		0	35	45
Peel	Brampton	18		0	18	36	9		0	24	33
	Caledon	0			0	0	0				0
	Mississauga				12	12	0			0	0
	Total	18		0	30	48	9		0	24	33
Toronto	East York										
	Etobicoke										
	North York	0		1	2	3	0			0	0
	Old Toronto			0		0			0		0
	Scarborough	3			0	3	1			0	1
	York				42	42				0	0
	Total	3		1	44	48	1		0	0	1
York	Aurora	6				6	0			0	0
	East Gwillimbury	7			0	7	1		0	0	1
	Georgina	20				20	21				21
	King	0			0	0	0			2	2
	Markham	0			0	0	0			4	4
	Newmarket		0	2	4	6		0	0	0	0
	Richmond Hill	48	0	6	19	73	12	0	0	0	12
	Vaughan	23			47	70	0			0	0
	Whitchurch-Stouffville	50			1	51	0			36	36
	Total	154	0	8	71	233	34	0	0	42	76
Grand Total		322	2	22	292	638	90	0	17	118	225

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	14		1	2	17	14	0		15	2	31	
	Brock	2				2	0				0	0	
	Clarington	97			22	119	58	0		0	11	69	
	Oshawa	6	4		10	20	36	11		0	47	94	
	Pickering	310		97	125	532	0	0	0	0	27	27	
	Scugog	2				2	9	0		0	0	9	
	Uxbridge	1			15	16	20	0		0	26	46	
	Whitby	96		9	106	211	9	0		12	31	52	
	Total	528	4	107	280	919	146	11	0	27	144	328	
Halton	Burlington	26		0	17	43	0	0		0	5	5	
	Halton Hills	6			25	31	0	0		0	0	0	
	Milton	67		1	127	195	2	0		0	18	20	
	Oakville	261			330	591	82			0	137	219	
	Total	360		1	499	860	84	0		0	160	244	
Peel	Brampton	194		18	344	556	47	0		0	151	198	
	Caledon	28			40	68	21	0		0	0	21	
	Mississauga	5		2	24	31	32	0		0	74	106	
	Total	227		20	408	655	100	0		0	225	325	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	0		1	3	4	0	0		0	0	0	
	Old Toronto			1		1	0	0		12	0	12	
	Scarborough	2			78	80	1	0		0	0	1	
	York				12	12	0			0	3	3	
	Total	2		2	93	97	1	0		12	3	16	
York	Aurora	68			70	138	30	0	0	0	0	30	
	East Gwillimbury	16		2	1	19	70			8	22	100	
	Georgina	88				88	104	0		0	0	104	
	King	0			39	39	0	0		0	0	0	
	Markham	28			73	101	24	0		0	24	48	
	Newmarket		0	5	72	77	0	0		0	0	0	
	Richmond Hill	142	0	7	72	221	137	0		8	63	208	
	Vaughan	182			113	295	139	0		0	43	182	
	Whitchurch-Stouffville	32			97	129	5			0	0	5	
	Total	556	0	14	537	1,107	509	0	0	16	152	677	
Grand Total		1,673	4	144	1,817	3,638	840	11	0	55	684	1,590	

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