



AltusGroup



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of March 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Mar-23		Mar-22		Change
High Rise	893		3,341		-73.3%
Low Rise	384		890		-56.9%
Total	1,277		4,231		-69.8%
Year to Date Sales	Jan.-Mar. 2023		Jan.-Mar. 2022		Y/Y Change
High Rise	2,079		8,915		-76.7%
Low Rise	795		2,126		-62.6%
Total	2,874		11,041		-74.0%
Year to Date Supply	Jan.-Mar. 2023		Jan.-Mar. 2022		Y/Y Change
High Rise	3,925		7,485		-47.6%
Low Rise	660		2,195		-69.9%
Total	4,585		9,680		-52.6%
Year to Date Completions	Jan.-Mar. 2023		Jan.-Mar. 2022		Y/Y Change
High Rise	2,903		2,309		25.7%
Remaining Inventory	Mar-23	Feb-23	Mar-22	M/M Change	Y/Y Change
High Rise	12,887	12,961	7,027	-0.6%	83.4%
Low Rise	1,592	1,587	839	0.3%	89.7%
Total	14,479	14,548	7,866	-0.5%	84.1%
Benchmark Price	Mar-23	Feb-23	Mar-22	M/M Change	Y/Y Change
High Rise	\$1,117,867	\$1,113,164	\$1,252,515	0.4%	-10.8%
Low Rise	\$1,799,971	\$1,759,043	\$1,838,396	2.3%	-2.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	4	353	391	106	
High Rise Units	920	91,245	109,943	25,102	
% Sold*	17%	86%	93%	61%	
Low Rise Projects	1	173			
Low Rise Units	16	19,792			
% Sold*	0%	92%			

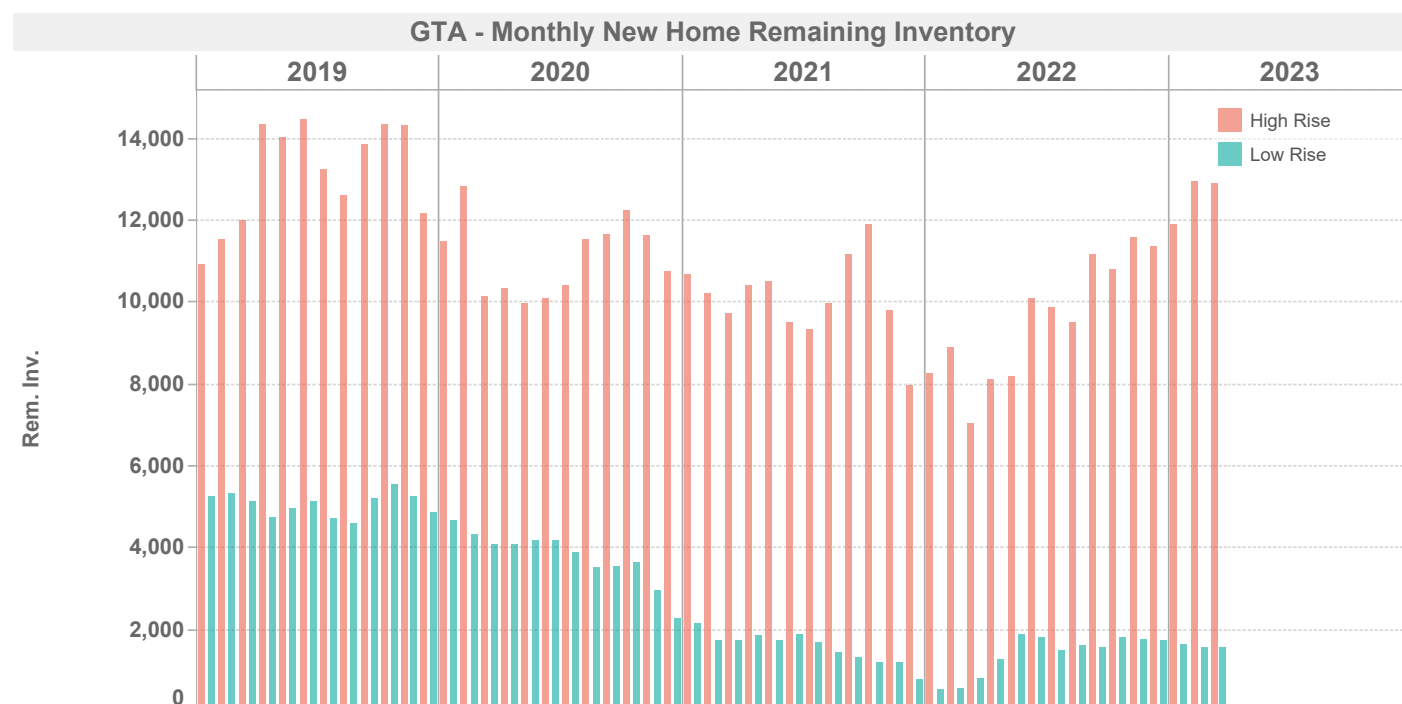
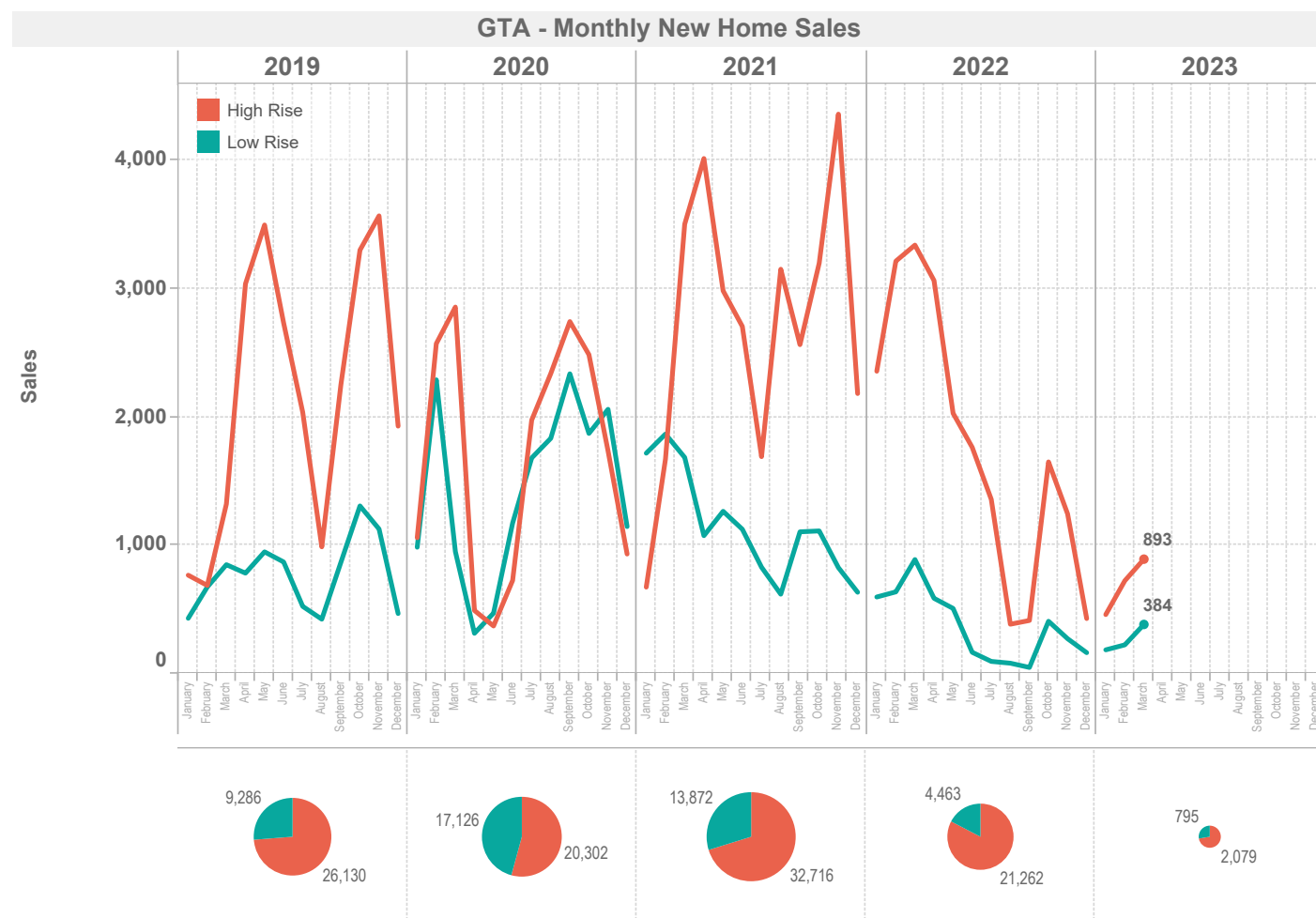
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

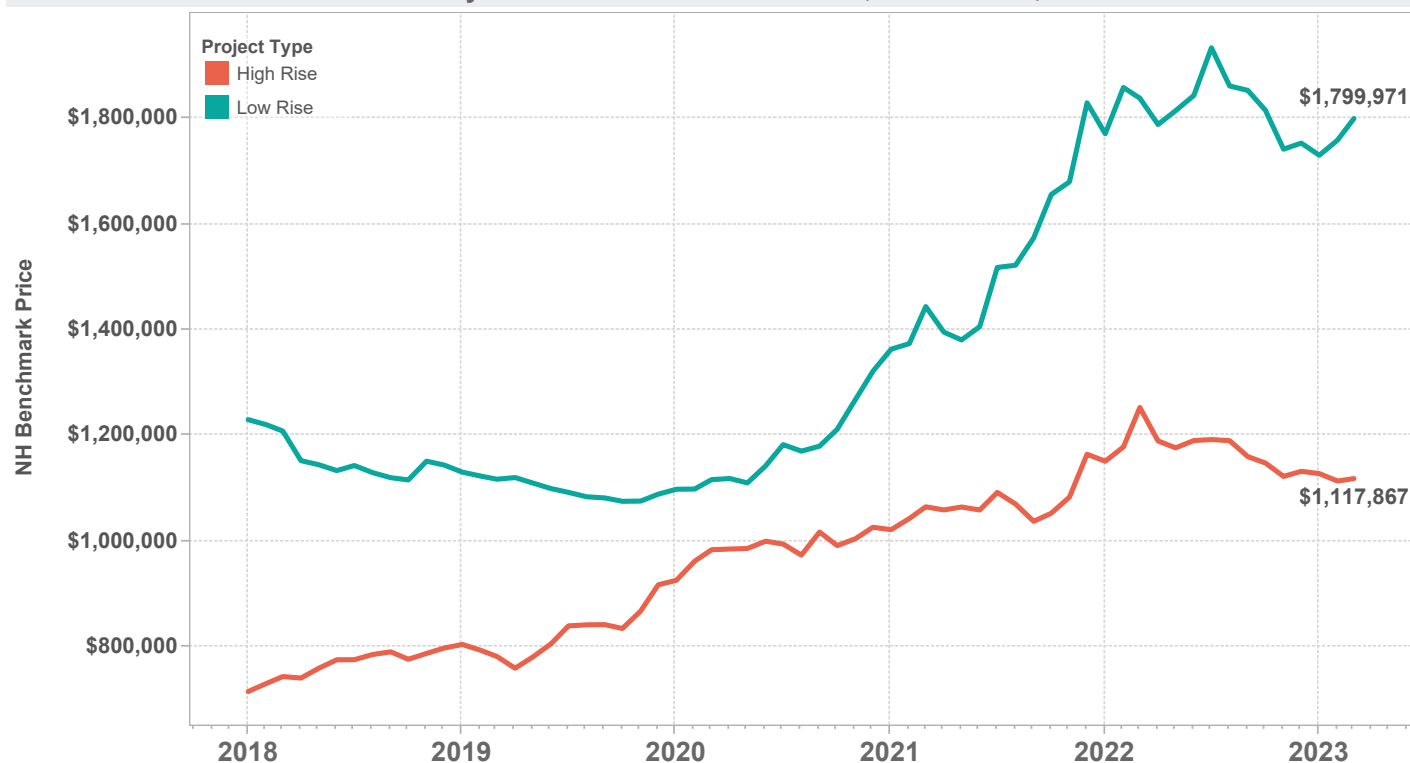
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

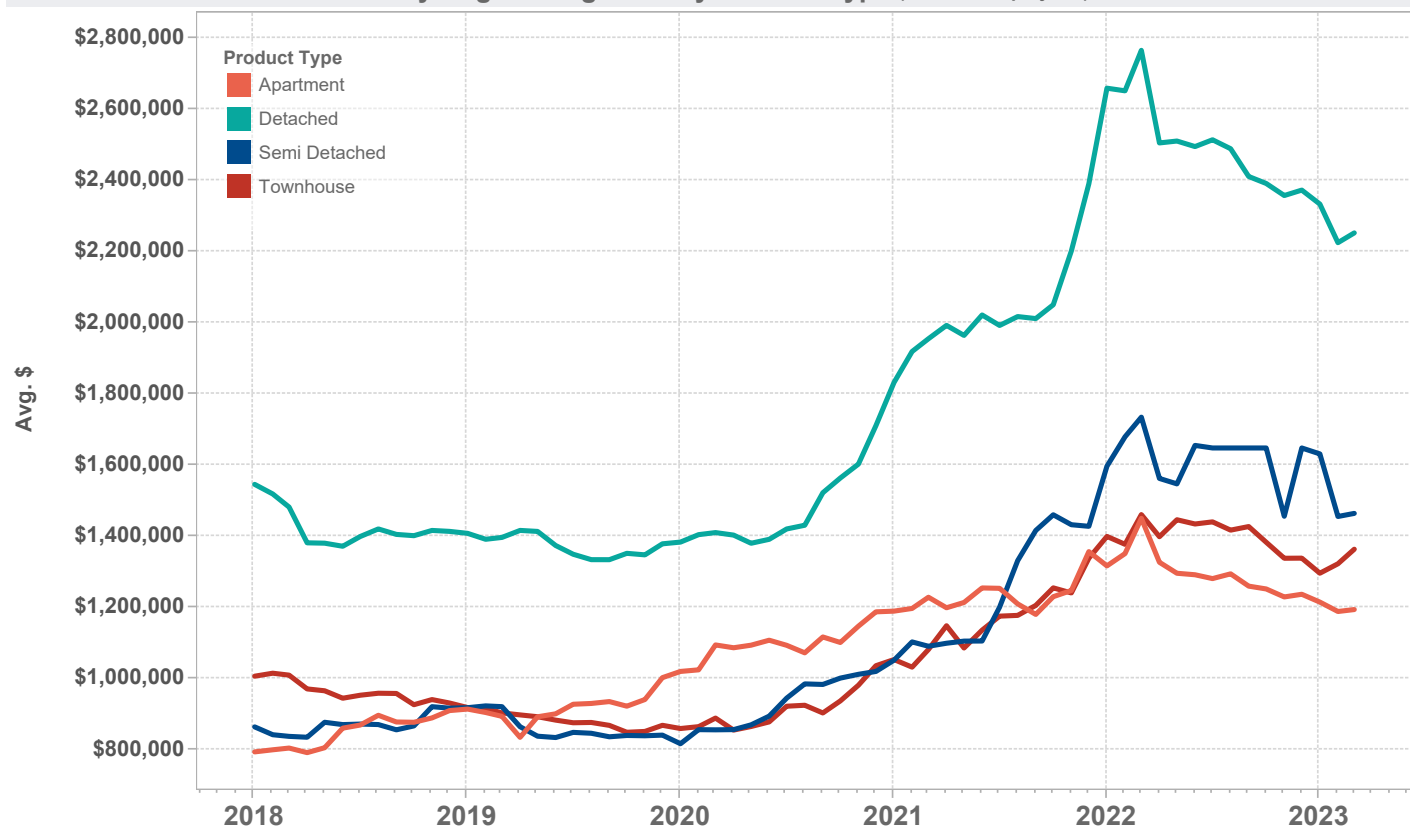


Pricing

Monthly New Home Benchmark Price (excludes extremes)

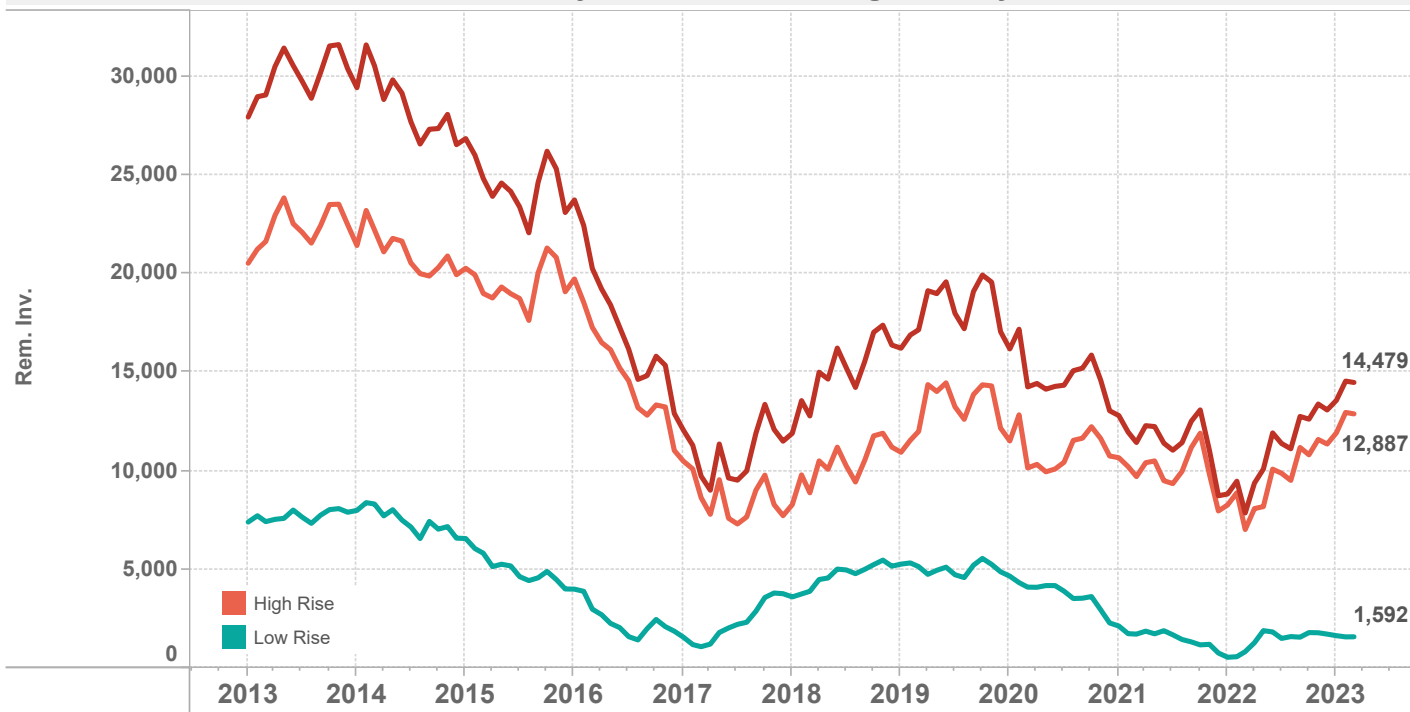


Monthly Avg. Asking Price by Product Type (includes all projects)

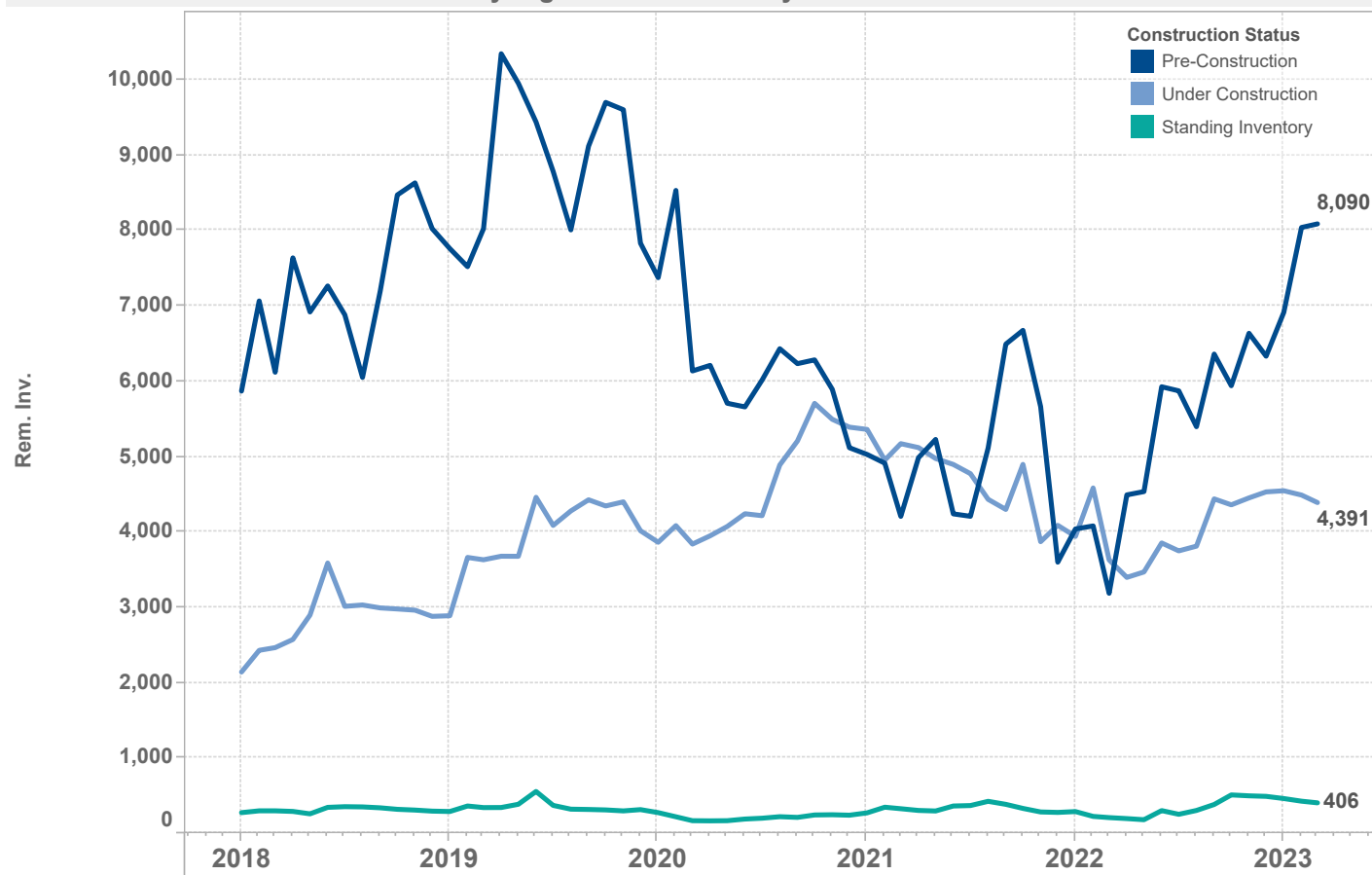


Remaining Inventory

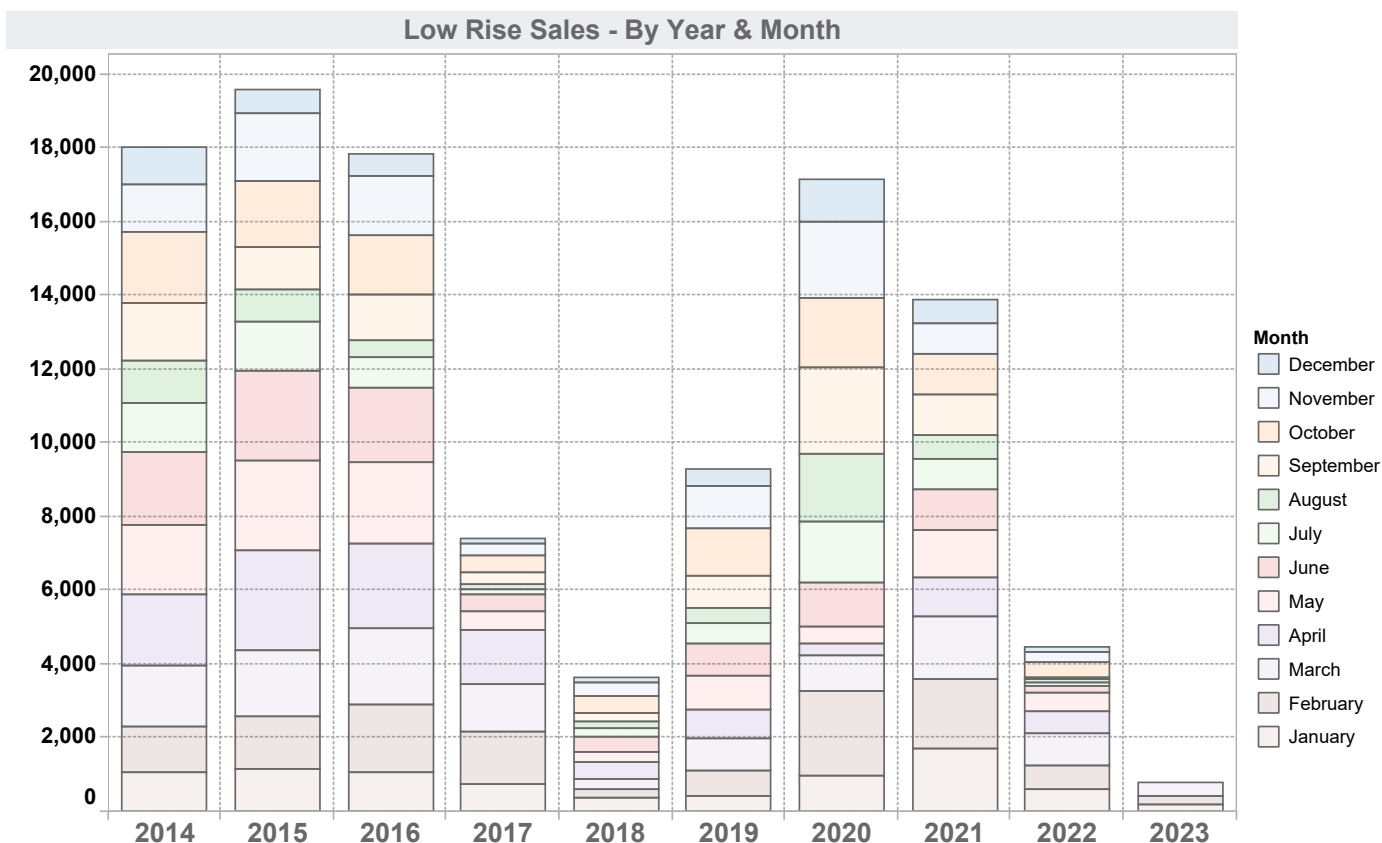
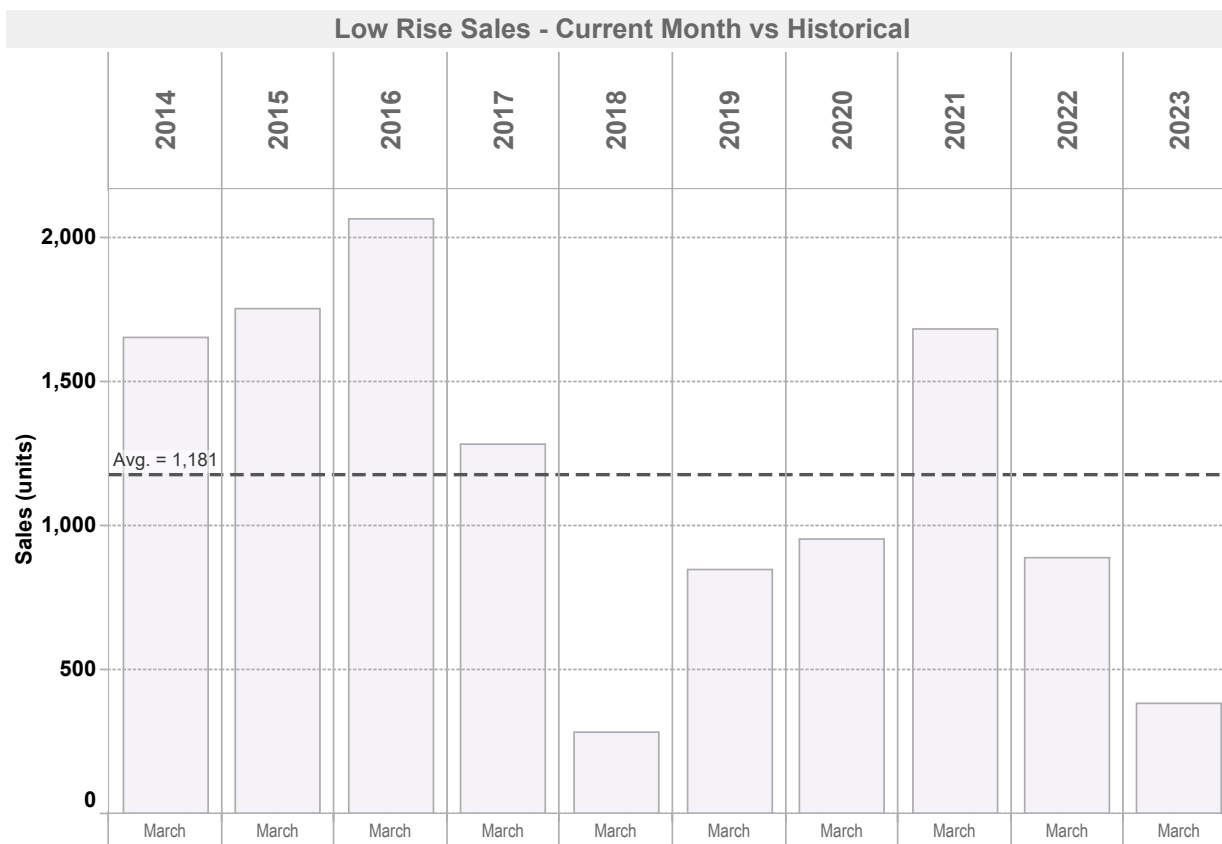
GTA - Monthly New Home Remaining Inventory



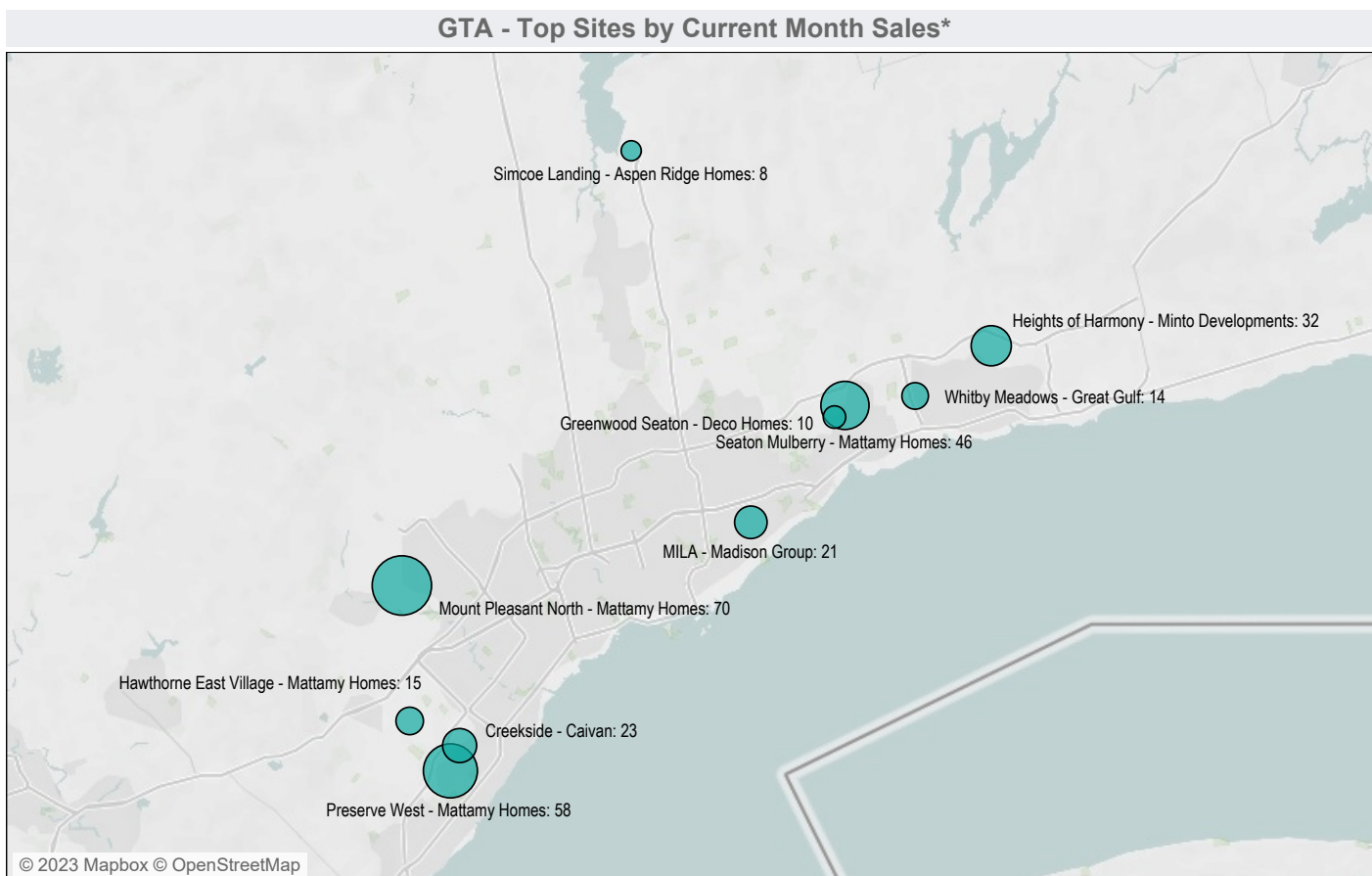
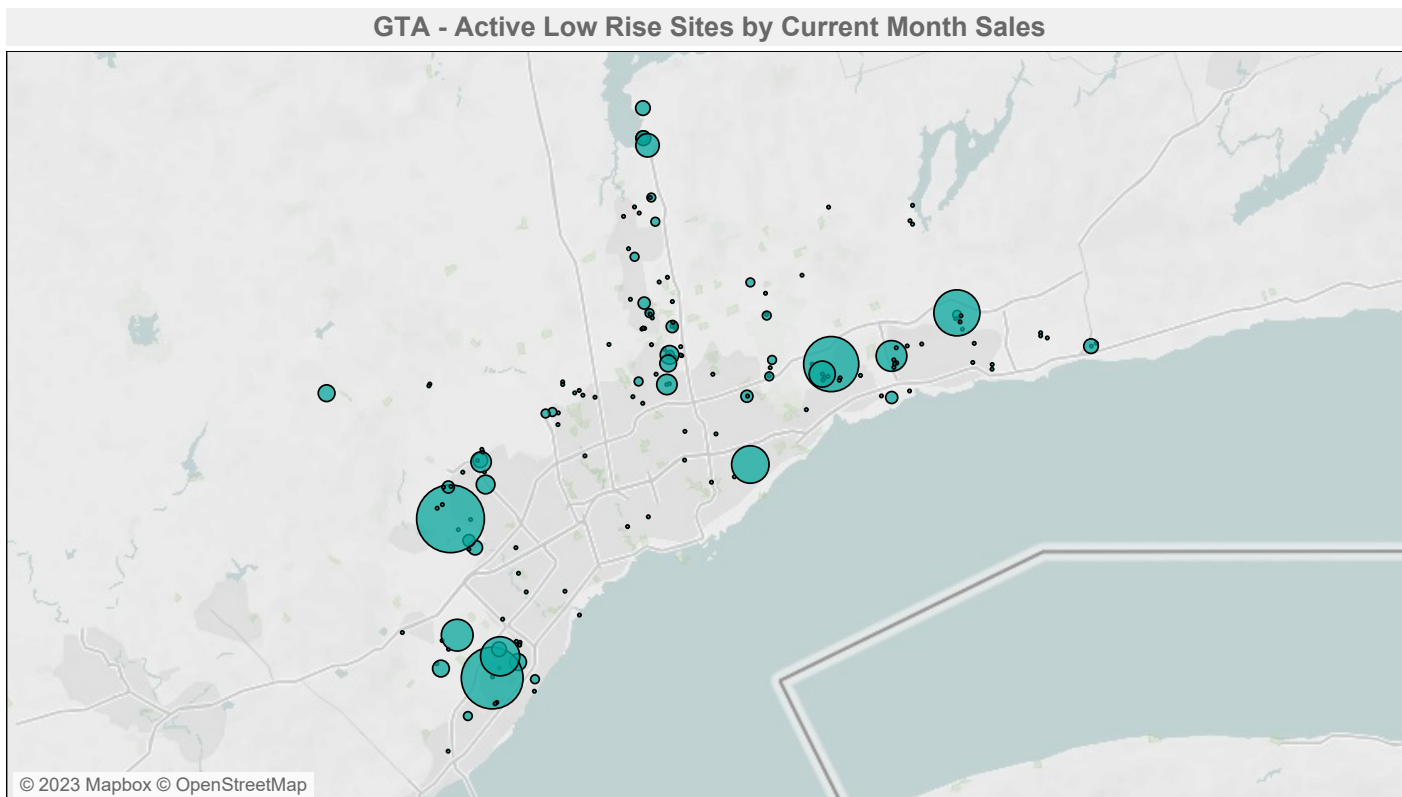
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



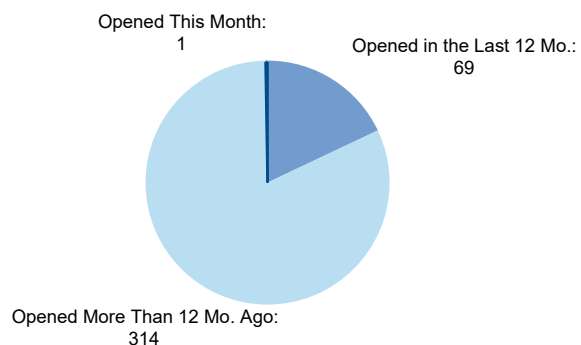
Current Sites



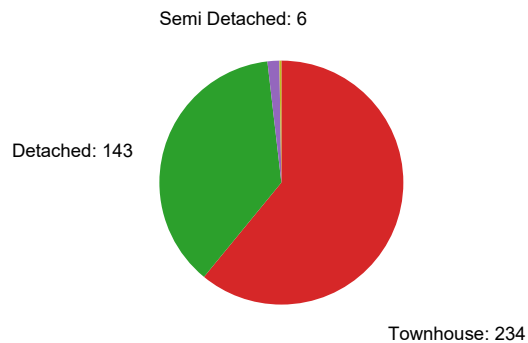
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

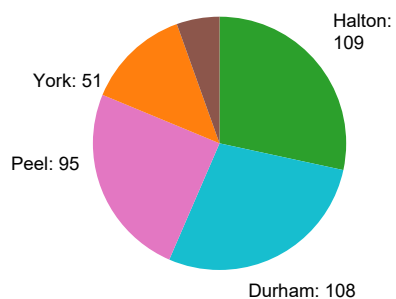
Sales by Opening Date



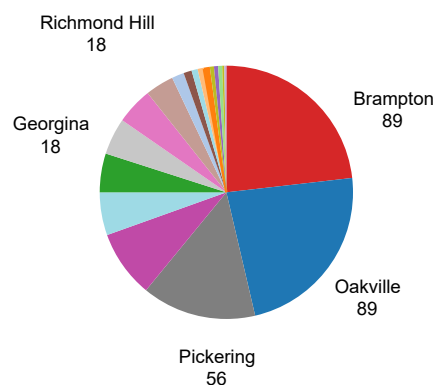
Sales by Product Type



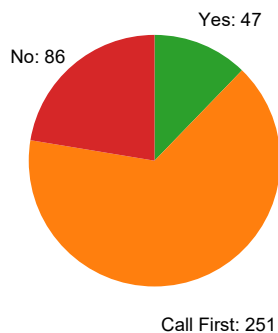
Sales by Region



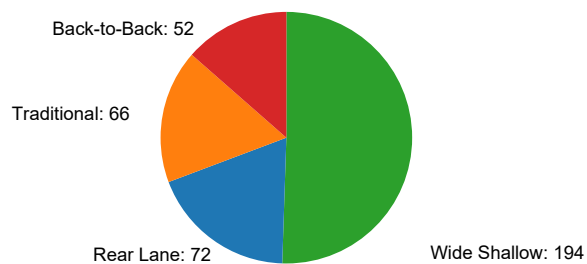
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



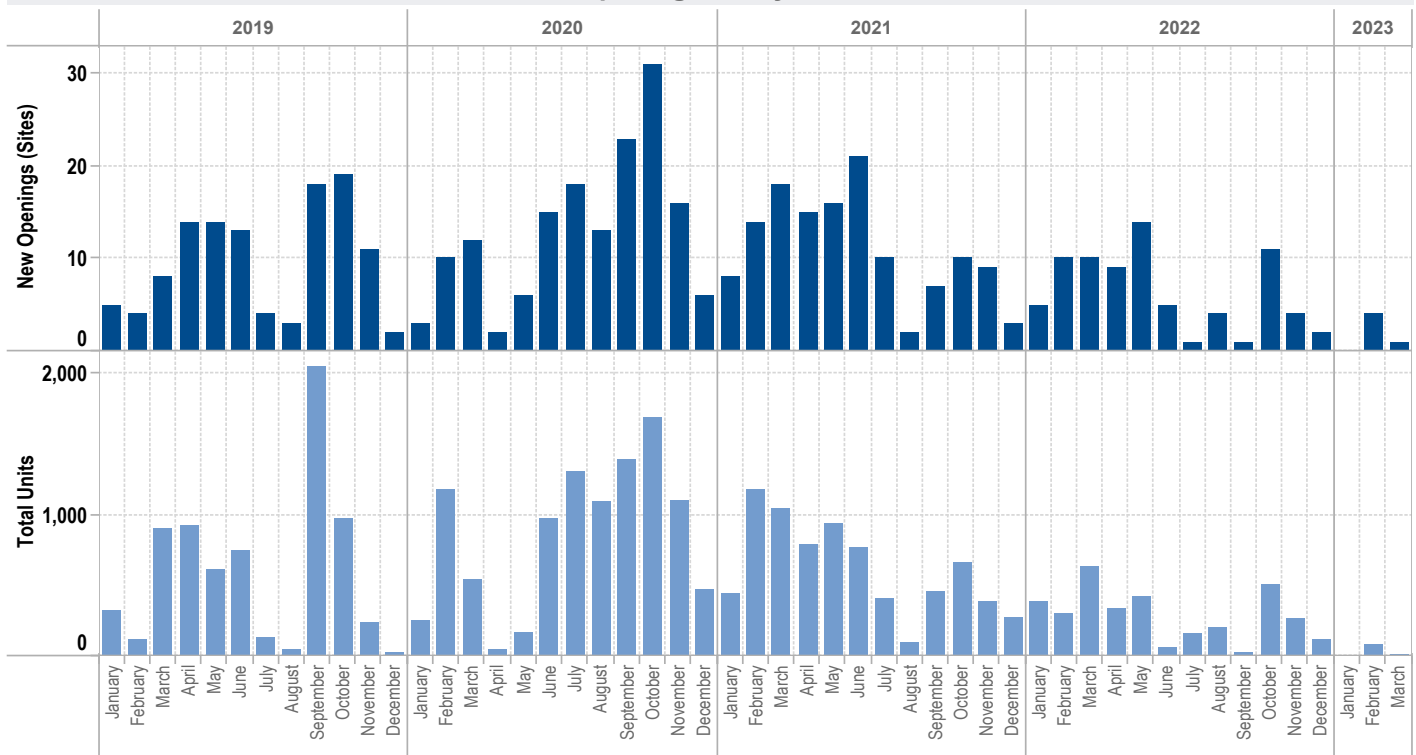
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Lifestyles of South East Oakville - Fernbrook Homes	Freehold	Oakville	2023-03-31	16	1	15	\$891
Grand Total				16	1	15	\$891

* 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										290	17.6%		36.5%	
Great Gulf	16	26	21										63	6.7%		44.4%	
Stateview Homes	22	38	0										60	6.1%		51.9%	
Aspen Ridge Homes	1	35	22										58	4.6%		59.2%	
Opus Homes	23	31	0										54	4.5%		66.0%	
Caivan	10	11	23										44	3.2%		71.6%	
Deco Homes	30	0	11										41	2.7%		76.7%	
Minto Developments	0	3	32										35	2.4%		81.1%	
Madison Group	0	4	22										26	2.4%		84.4%	
Treasure Hill	9	8	6										23	1.9%		87.3%	
CountryWide Homes	1	9	6										16	1.9%		89.3%	
Regal Crest Homes	3	5	6										14	1.7%		91.1%	
Greenpark Group	3	0	5										8	1.7%		92.1%	
Crystal Homes and Fernbrook Homes	2	1	3										6	1.7%		92.8%	
Mansouri Living	2	0	4										6	1.7%		93.6%	
Vandyk Properties Inc.	0	1	5										6	1.6%		94.3%	
Branthaven Homes	1	1	3										5	1.6%		95.0%	
Ashley Oaks Homes Inc.	0	0	4										4	1.5%		95.5%	
DiCarlo Homes	0	0	4										4	1.5%		96.0%	
John Boddy Homes	0	2	2										4	1.4%		96.5%	
Jeffery Homes		2	1										3	1.3%		96.9%	
Remington Homes	1	0	2										3	1.3%		97.2%	
	186	225	384										795				

Top Builders - Last 12 Months

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

Builder	2022										2023			Total	Market Share		Cum. Mkt. Share																										
	April	May	June	July	August	September	October	November	December	January	February	March	%		%																												
Mattamy Homes	120	62	13	6	3	1	85	54	20	57	44	189	654	20.9%	20.9%																												
Treasure Hill	1			60	10	4	154	39	3	9	8	6	294			9.4%	30.3%																										
Stateview Homes		26	11	6	53	11	42	3	48	22	38	0	260					8.3%	38.6%																								
Great Gulf	9	4	15	1	1	3	28	24	16	16	26	21	164							5.2%	43.8%																						
Paradise Developments	142	16	2	0	0	0	0	0	0	0	0	0	160									5.1%	48.9%																				
Deco Homes	0	10	0	0	0	0	0	62	10	30	0	11	123											3.9%	52.8%																		
Opus Homes	0	0	0	0	0	0	0	42	24	23	31	0	120													3.8%	56.7%																
Caivan		51	1	1	1	0	0	1	13	10	11	23	112															3.6%	60.2%														
Aspen Ridge Homes	0	13	5	0	0	1	1	0	1	1	35	22	79																	2.5%	62.8%												
Stanford Homes	64	8	1	0	0	0	0	1	0	0	0	0	74																			2.4%	65.1%										
Andrin Homes	27	32	13	0	0	0	0	0	0	0	0	0	72																					2.3%	67.4%								
Fieldgate Homes	34	22	6	0	0	0	0	0	0	0	0	0	62																							2.0%	69.4%						
Gold Park Homes	39	23	0	0	0	0	0	0	0	0	0	0	62																									2.0%	71.4%				
Madison Group	14	0	0	5	0	1	2	3	0	0	4	22	51																											1.6%	73.0%		
CountryWide Homes	6	13	8	2	0	1	0	0	1	1	9	6	47																													1.5%	74.5%
Sundial Homes	0	45	0	0	0	0	0	0	0	0	0	0	45																														
Minto Developments	0	0	0	0	0	0	6	1	0	0	3	32	42	1.3%	77.3%																												
Genesis Homes	0	21	19										40			1.3%	78.6%																										
Greenpark Group							27	4	1	3	0	5	40					1.3%	79.9%																								
Fieldgate Homes and SmartCentres	29	9	0	1	0	0	0	0	0	0	0	0	39							1.2%	81.1%																						
Trinity Point Developments			35	1	0	0	0	0	0	0	0	1	37									1.2%	82.3%																				
Remington Homes	18	13	0	0	0	0	2	0	0	1	0	2	36											1.1%	83.4%																		
	588	509	167	96	82	49	409	273	164	186	225	384	3,132																														

Top Sites

GTA - Top Low Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Lot Size	2023 March
Mount Pleasant North - Mattamy Homes	Brampton	Townhouse	21'	63
			23'	7
			Total	70
Preserve West - Mattamy Homes	Oakville	Detached	34'	0
			38'	11
		Townhouse	19'	44
			20'	3
		Total		58
Seaton Mulberry - Mattamy Homes	Pickering	Detached	30'	13
			36'	22
			43'	11
			66'	0
			Total	46
Heights of Harmony - Minto Developments	Oshawa	Detached	36'	0
			43'	4
		Townhouse	20'	28
			Total	32
Creekside - Caivan	Oakville	Detached	42'	10
			50'	0
		Townhouse	20'	13
			Total	23
MILA - Madison Group	Scarborough	Detached	30'	13
			15'	0
			20'	8
		Total		21
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	0
			34'	0
			43'	0
		Townhouse	21'	5
			23'	10
			Total	15
Whitby Meadows - Great Gulf	Whitby	Detached	36'	0
			20'	13
			22'	1
		Total		14
Greenwood Seaton - Deco Homes	Pickering	Detached	30'	3
			36'	2
		Semi Detached	25'	5
			Total	10
Simcoe Landing - Aspen Ridge Homes	Georgina	Detached	40'	0
			45'	8
			50'	0
		Total		8

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	March 2022					March 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	13			0	13	1		1	0	2
	Brock	2				2					
	Clarington	0			0	0	3			0	3
	Oshawa	0	0		1	1	5	0		28	33
	Pickering	45		0	36	81	51		5	0	56
	Scugog	0				0	0				0
	Uxbridge	0			13	13	0			0	0
	Whitby	21		5	18	44	0		0	14	14
	Total	81	0	5	68	154	60	0	6	42	108
Halton	Burlington	26		0	7	33			0	1	1
	Halton Hills				22	22					
	Milton	15		0	0	15	0		0	19	19
	Oakville	92			65	157	21			68	89
	Total	133		0	94	227	21		0	88	109
Peel	Brampton	60		0	62	122	3		0	86	89
	Caledon	0			0	0	6				6
	Mississauga				2	2	0			0	0
	Total	60		0	64	124	9		0	86	95
Toronto	East York										
	Etobicoke										
	North York	0		0	1	1	0			0	0
	Old Toronto			0		0			0		0
	Scarborough	0			77	77	13			8	21
	York				10	10				0	0
	Total	0		0	88	88	13		0	8	21
York	Aurora	31				31	3			0	3
	East Gwillimbury	0			0	0	1		0	1	2
	Georgina	0				0	18				18
	King	0			23	23	0				0
	Markham	15			25	40	1			3	4
	Newmarket		0	4	0	4		1	0	0	1
	Richmond Hill	16	0	0	38	54	12	0	0	6	18
	Vaughan	88			31	119	3			0	3
	Whitchurch-Stouffville	20			6	26	2			0	2
	Total	170	0	4	123	297	40	1	0	10	51
Grand Total		444	0	9	437	890	143	1	6	234	384

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	100			22	122	55	0		0	11	66	
	Oshawa	11	4		37	52	31	11		0	38	80	
	Pickering	316		102	89	507	0	0	0	0	27	27	
	Scugog	2				2	9	0		0	0	9	
	Uxbridge	1			2	3	20	0		0	26	46	
	Whitby	75		4	102	181	9	0		12	17	38	
	Total	507	4	108	254	873	137	11	0	26	121	295	
Halton	Burlington			0	11	11	0	0		0	4	4	
	Halton Hills	6			3	9	0	0		0	0	0	
	Milton	52		1	146	199	2	0		0	18	20	
	Oakville	190			333	523	72			0	122	194	
	Total	248		1	493	742	74	0		0	144	218	
Peel	Brampton	137		18	368	523	44	0		0	157	201	
	Caledon	34			40	74	35	0		0	0	35	
	Mississauga	5		2	22	29	32	0		0	74	106	
	Total	176		20	430	626	111	0		0	231	342	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	0		1	2	3	0	0		0	0	0	
	Old Toronto			1		1	0	0		12	0	12	
	Scarborough	15			9	24	3	0		0	16	19	
	York				2	2	0			0	3	3	
	Total	15		2	13	30	3	0		12	19	34	
York	Aurora	40			70	110	41	0	0	0	0	41	
	East Gwillimbury	17		2	2	21	69			8	21	98	
	Georgina	106				106	86	0		0	0	86	
	King	0			16	16	0	0		0	0	0	
	Markham	14			51	65	23	0		0	28	51	
	Newmarket		1	1	72	74	0	0		0	0	0	
	Richmond Hill	138	0	7	40	185	170	0		8	67	245	
	Vaughan	98			81	179	135	0		0	44	179	
	Whitchurch-Stouffville	14			91	105	3			0	0	3	
	Total	427	1	10	423	861	527	0	0	16	160	703	
Grand Total		1,373	5	141	1,613	3,132	852	11	0	54	675	1,592	

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