



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of July 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-23		Jul-22		Change
High Rise	828		1,358		-39.0%
Low Rise	362		95		281.1%
Total	1,190		1,453		-18.1%
Year to Date Sales	Jan.-Jul. 2023		Jan.-Jul. 2022		Y/Y Change
High Rise	8,331		17,073		-51.2%
Low Rise	3,858		3,463		11.4%
Total	12,189		20,536		-40.6%
Year to Date Supply	Jan.-Jul. 2023		Jan.-Jul. 2022		Y/Y Change
High Rise	12,255		18,501		-33.8%
Low Rise	4,270		4,209		1.4%
Total	16,525		22,710		-27.2%
Year to Date Completions	Jan.-Jul. 2023		Jan.-Jul. 2022		Y/Y Change
High Rise	11,131		5,699		95.3%
Remaining Inventory	Jul-23	Jun-23	Jul-22	M/M Change	Y/Y Change
High Rise	14,615	14,635	9,951	-0.1%	46.9%
Low Rise	2,068	1,884	1,515	9.8%	36.5%
Total	16,683	16,519	11,466	1.0%	45.5%
Benchmark Price	Jul-23	Jun-23	Jul-22	M/M Change	Y/Y Change
High Rise	\$1,084,768	\$1,090,494	\$1,191,716	-0.5%	-9.0%
Low Rise	\$1,673,696	\$1,716,467	\$1,933,912	-2.5%	-13.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	7	382	376	119	
High Rise Units	1,116	96,539	106,985	27,832	
% Sold*	14%	85%	93%	58%	
Low Rise Projects	8	194			
Low Rise Units	355	21,030			
% Sold*	37%	90%			

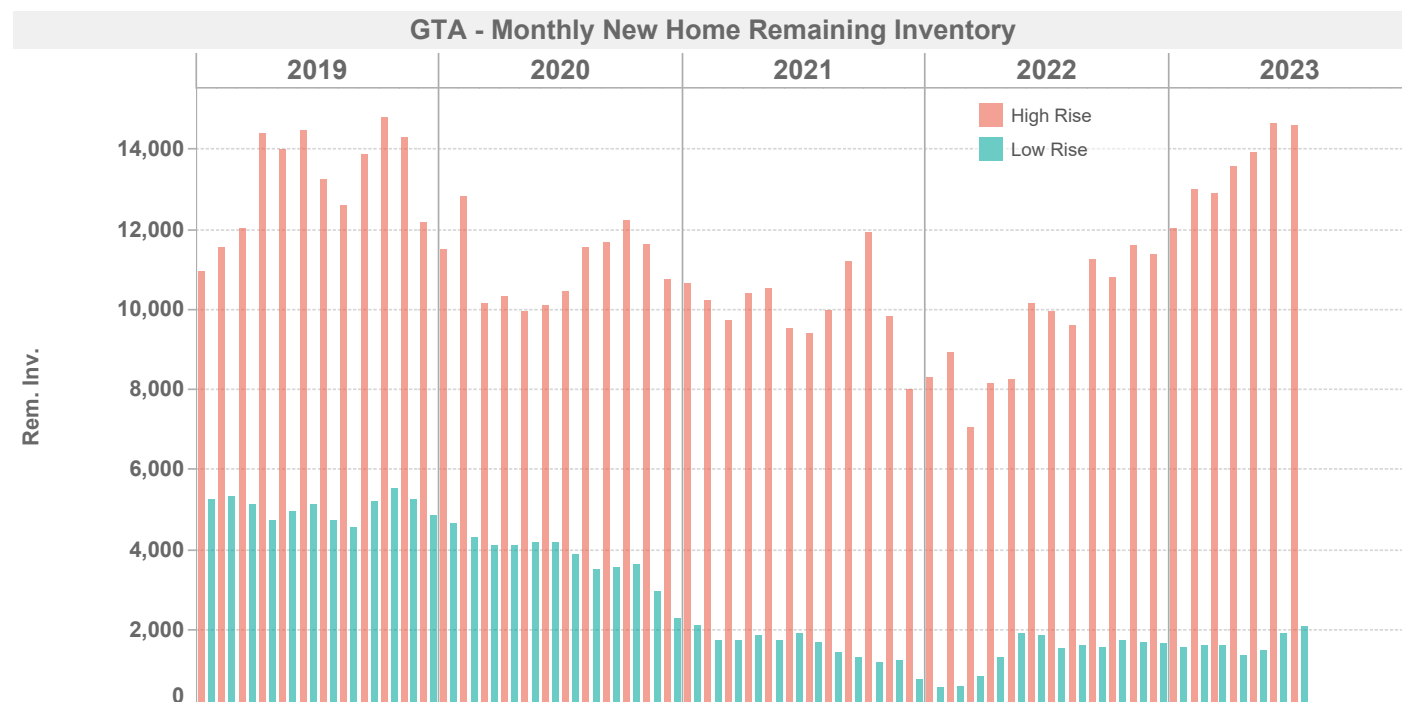
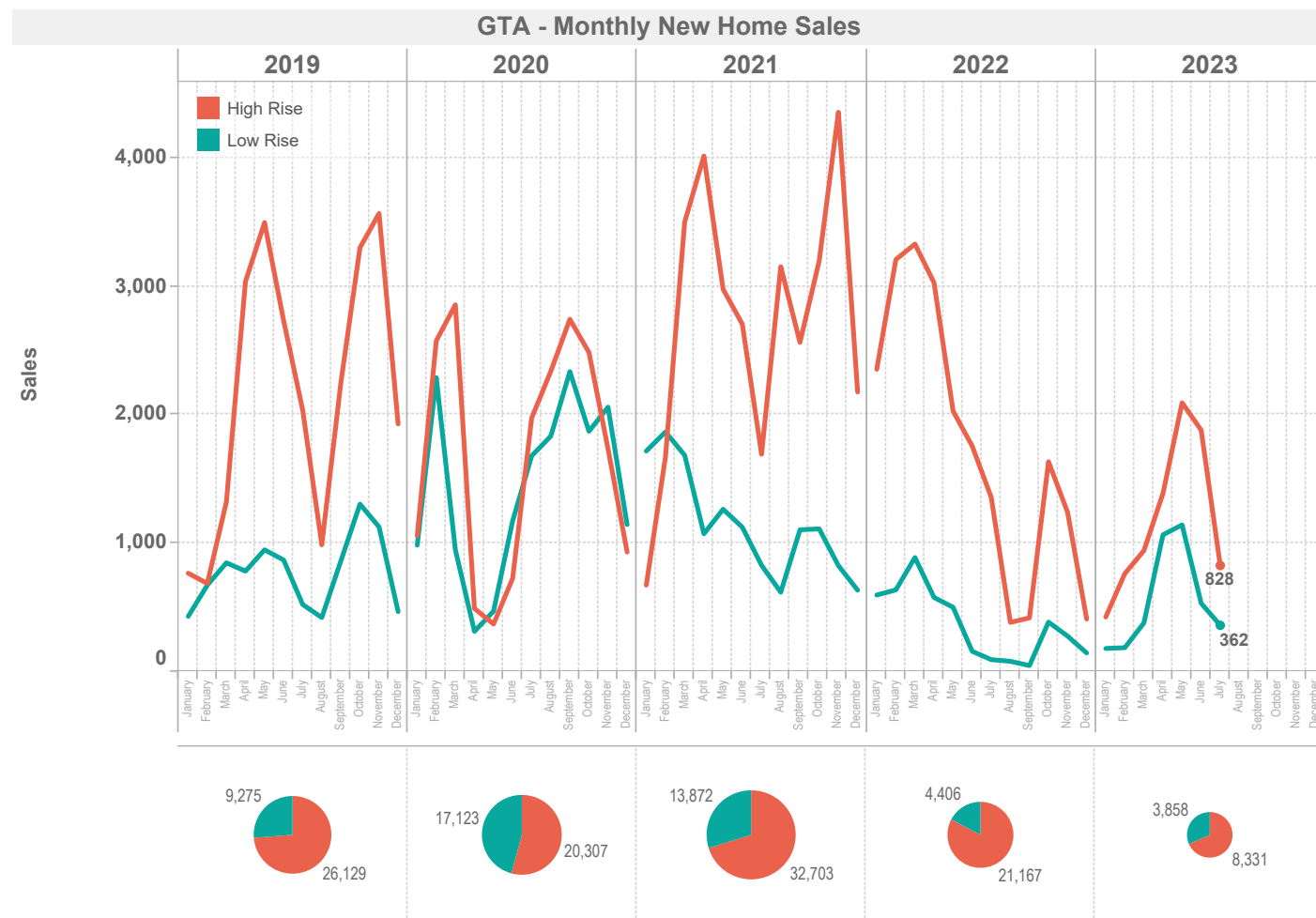
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

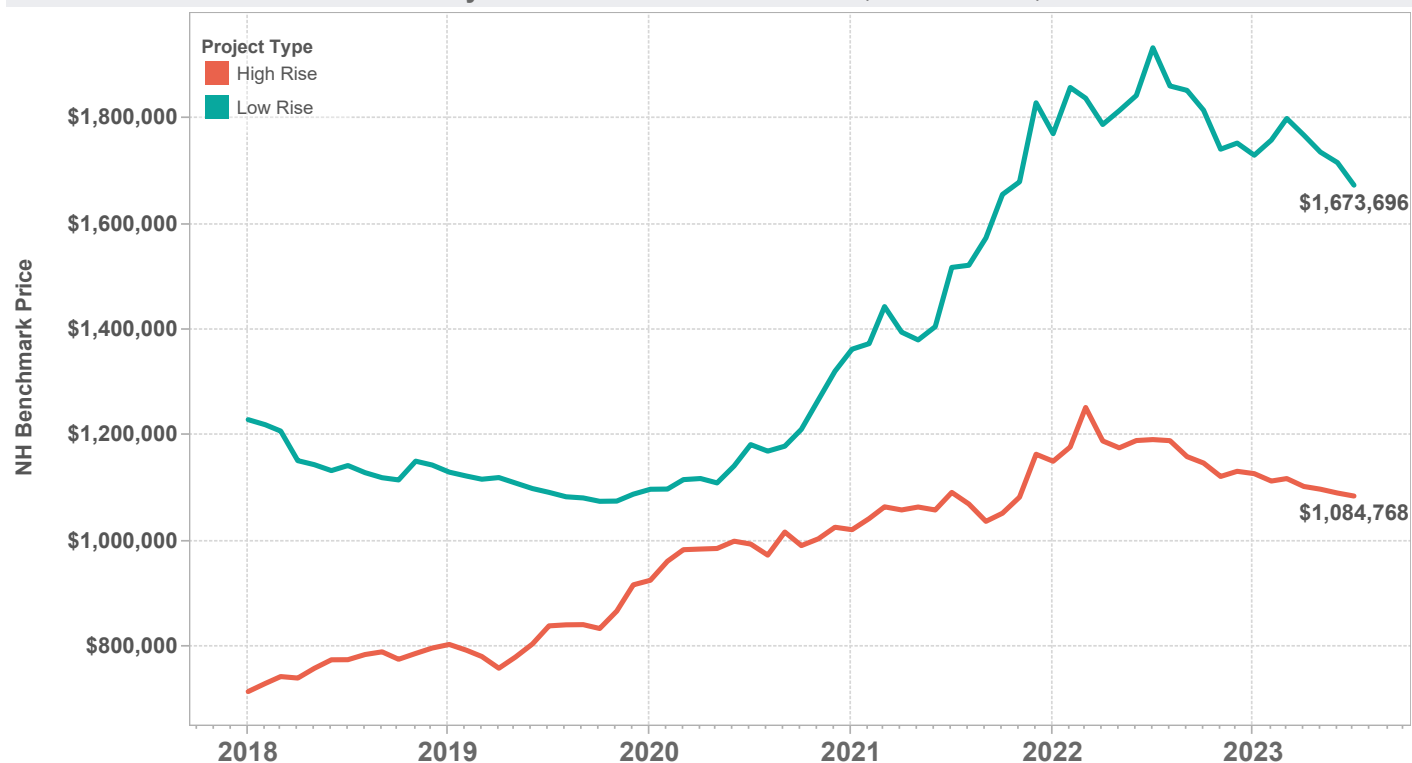
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

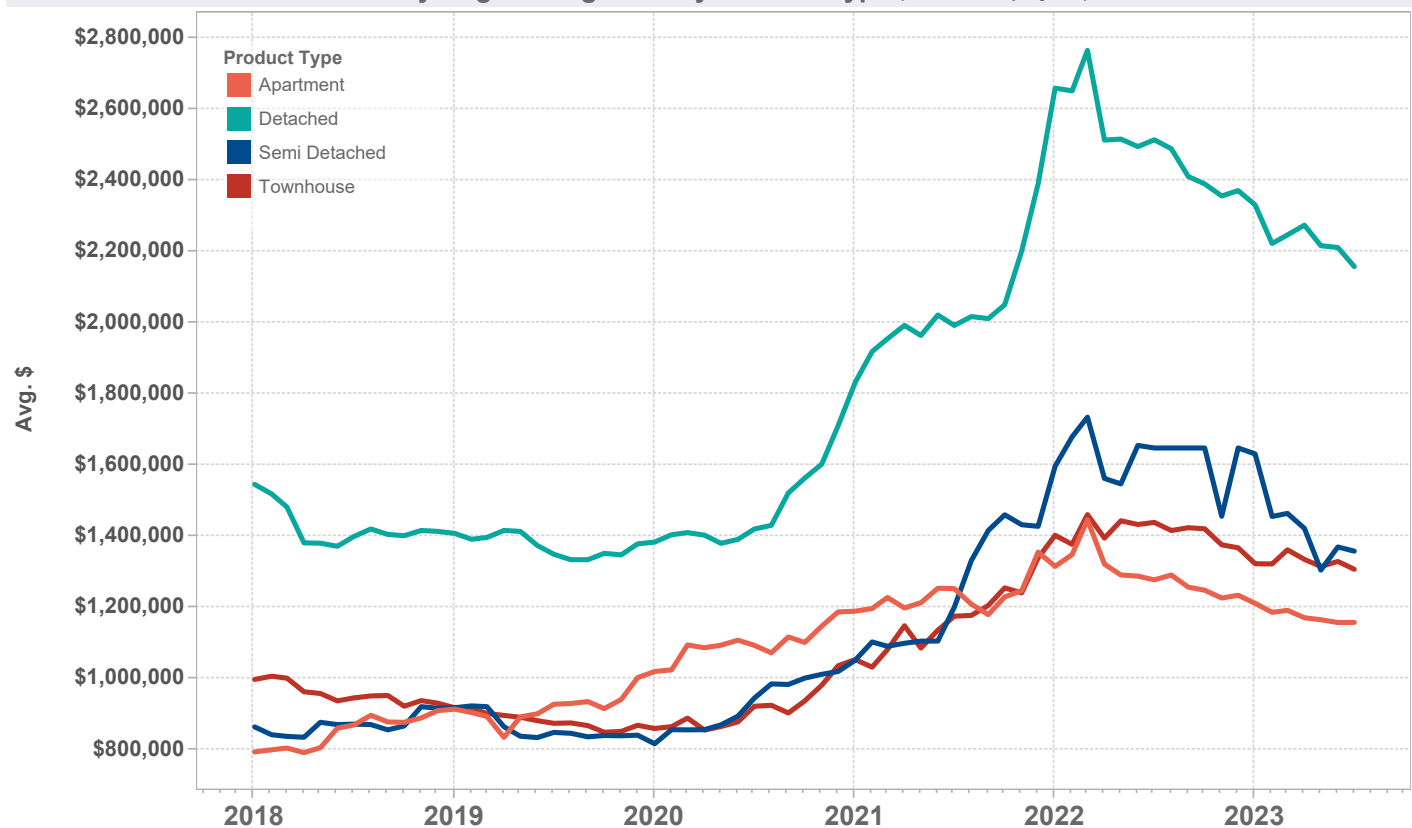


Pricing

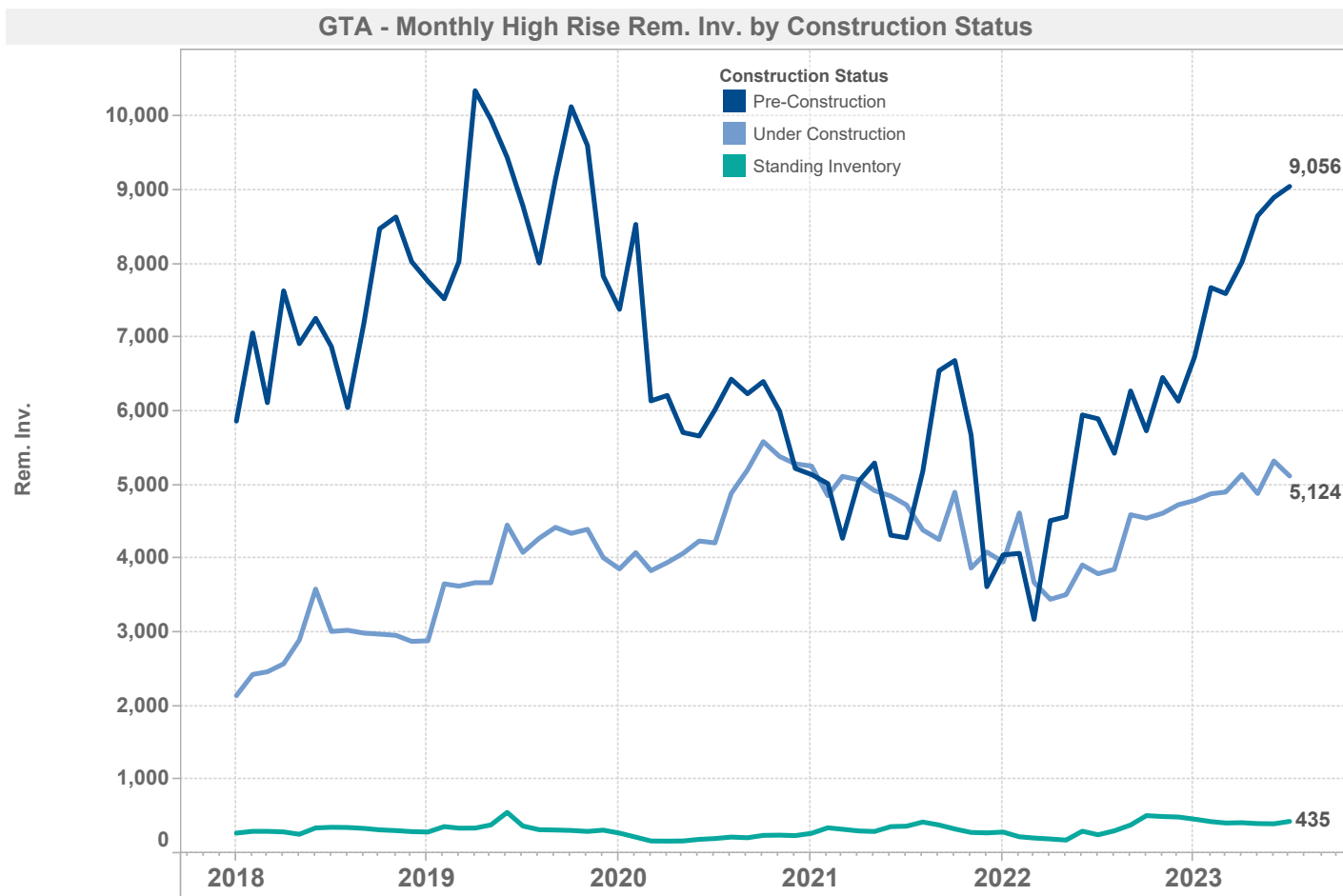
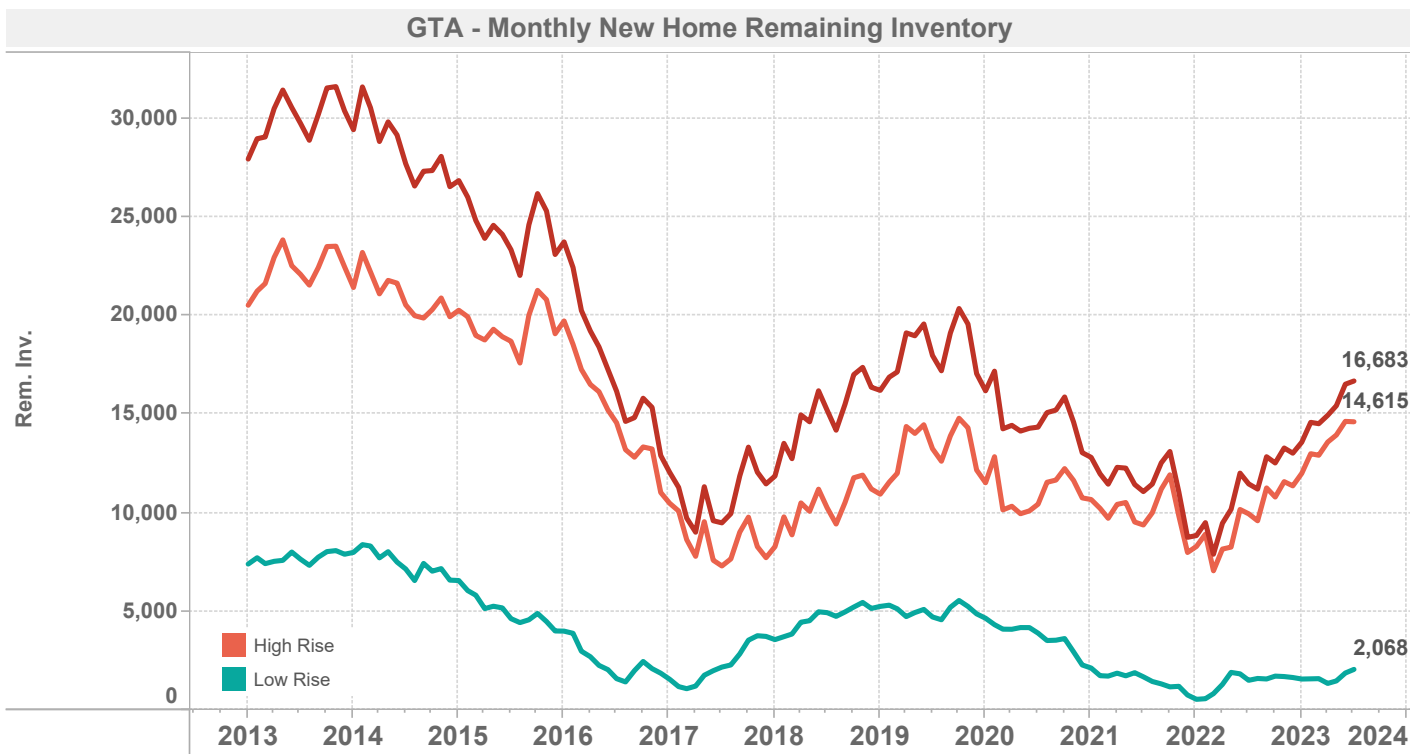
Monthly New Home Benchmark Price (excludes extremes)



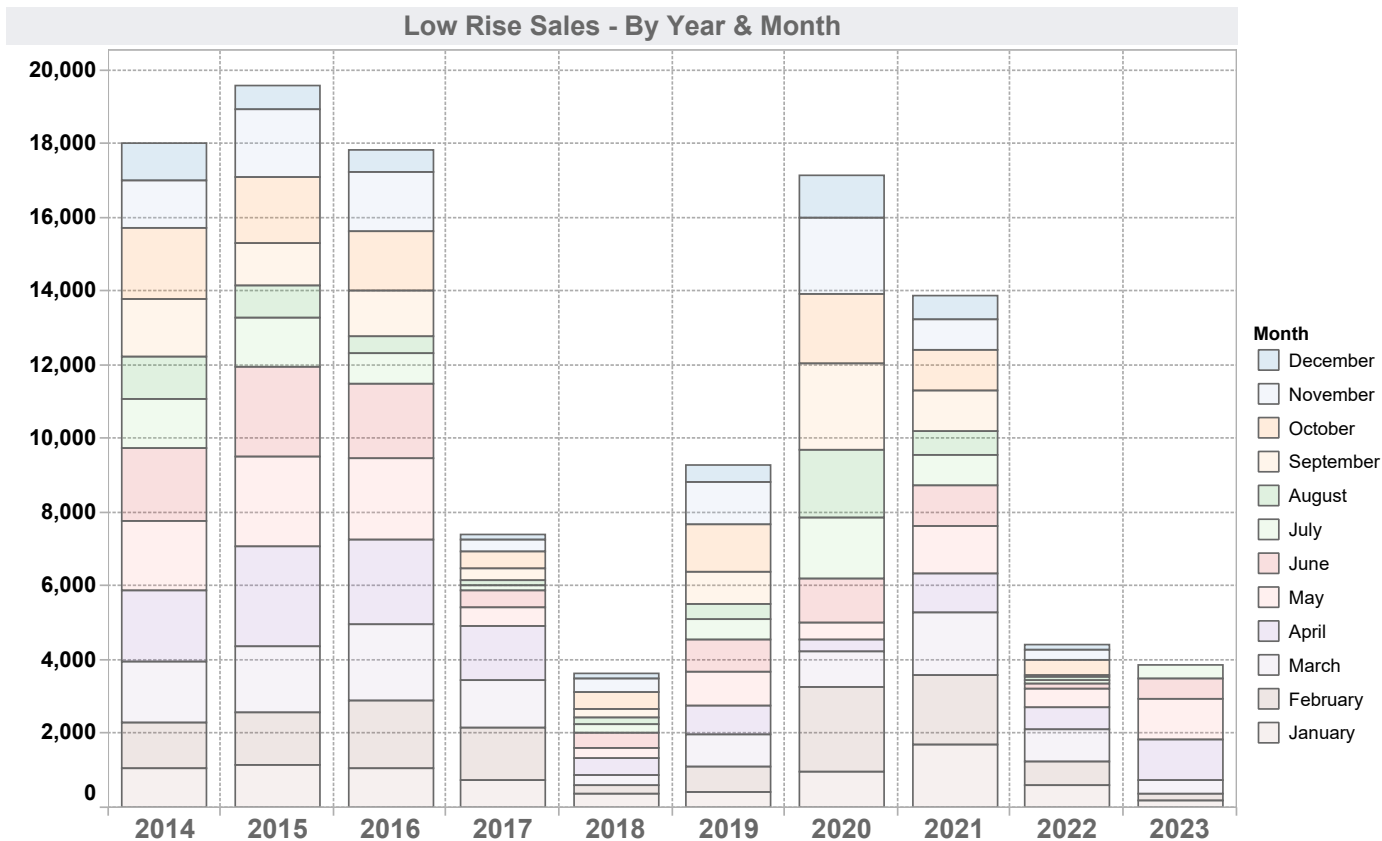
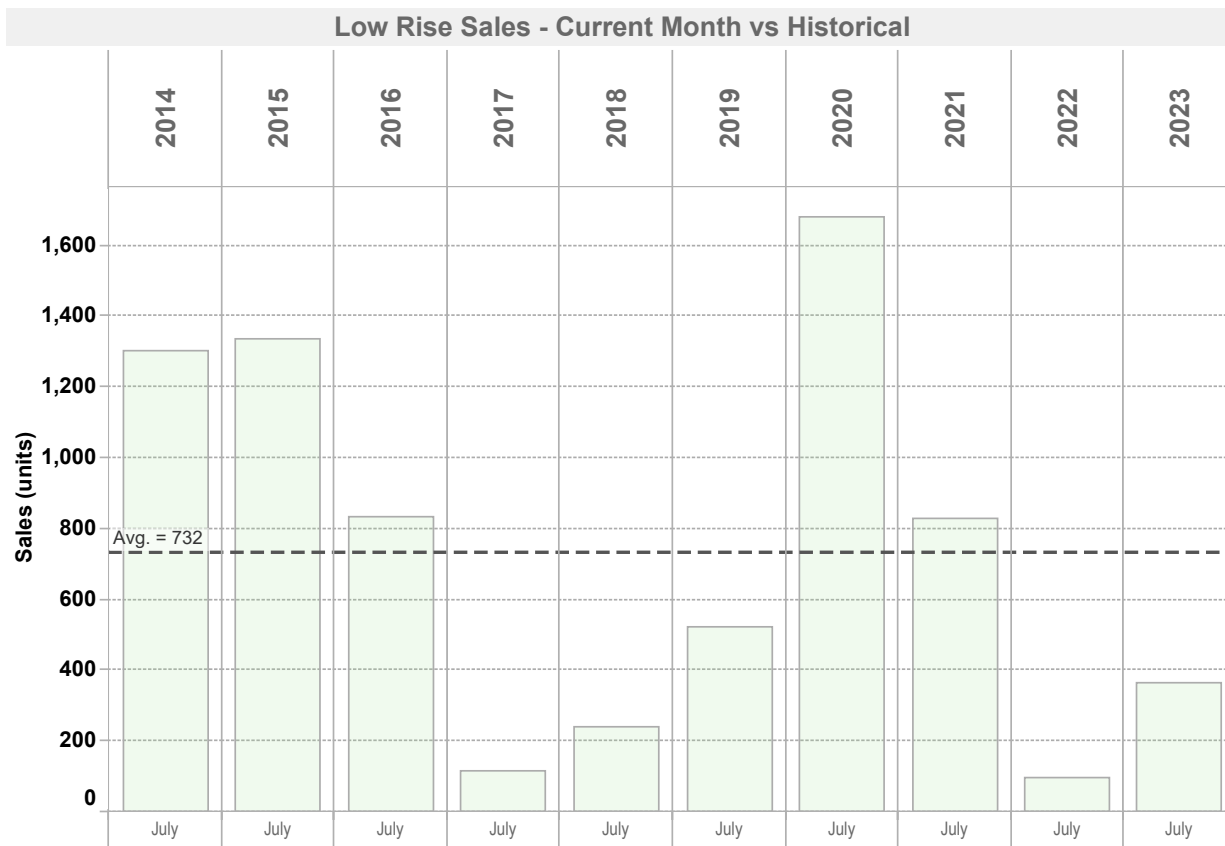
Monthly Avg. Asking Price by Product Type (includes all projects)



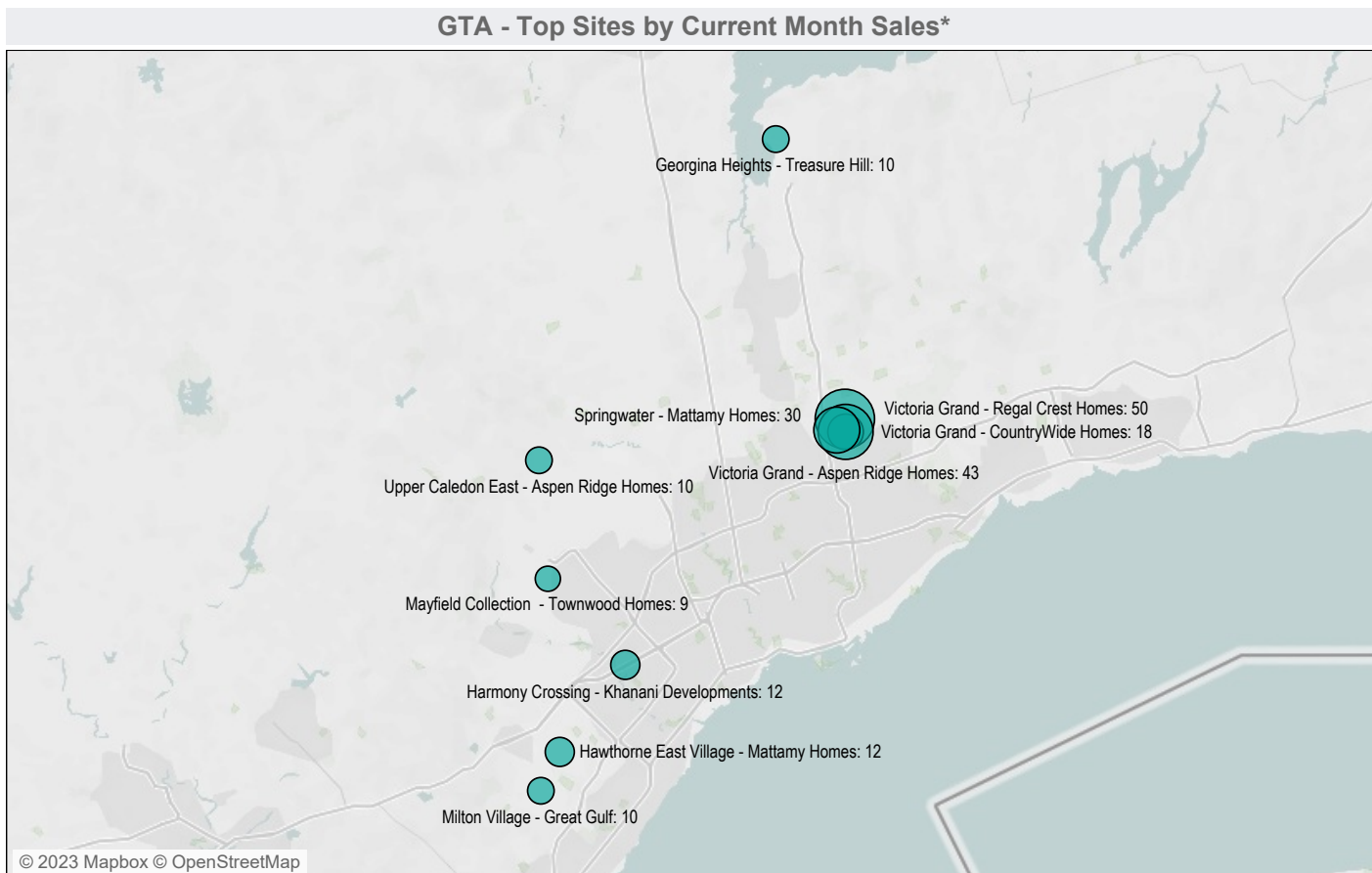
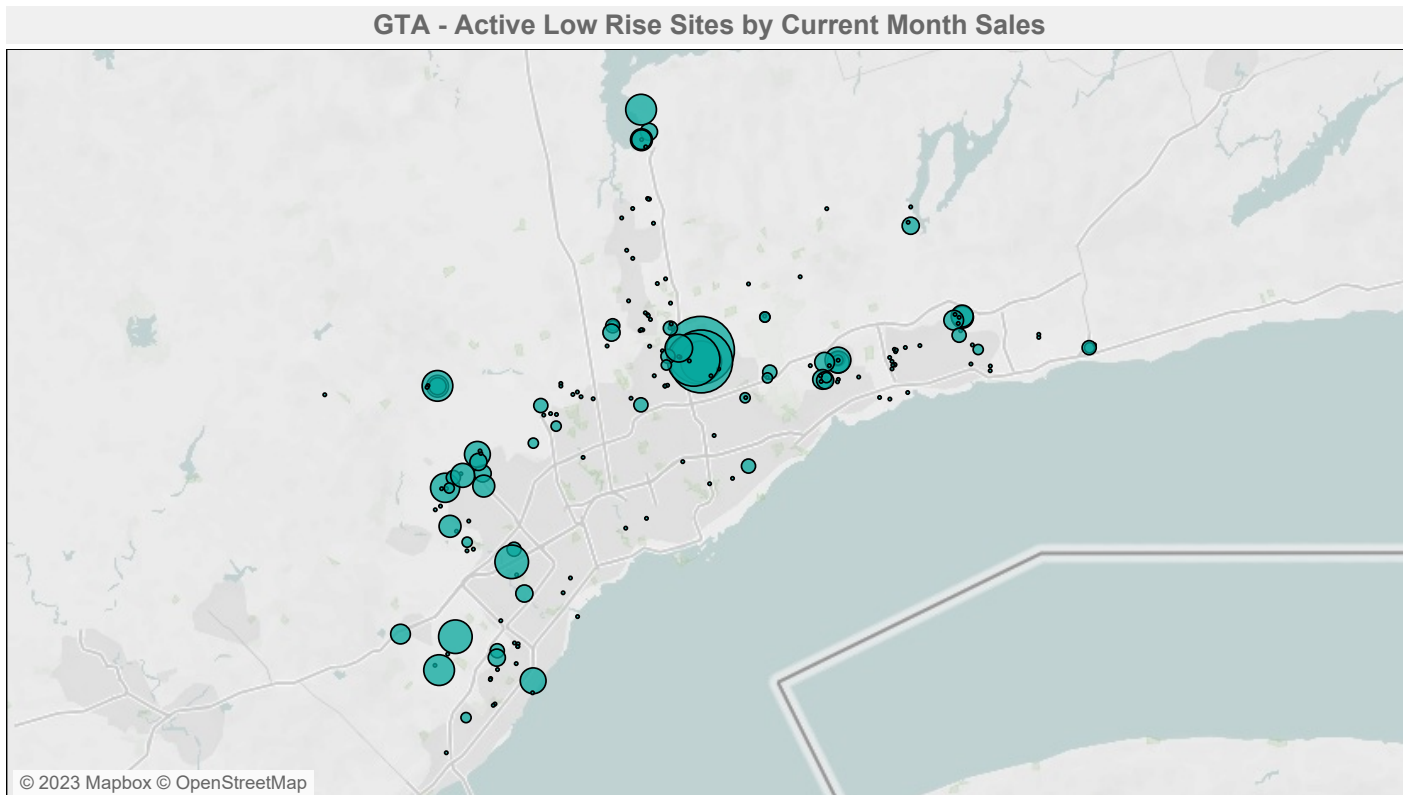
Remaining Inventory



Historical Sales Comparison



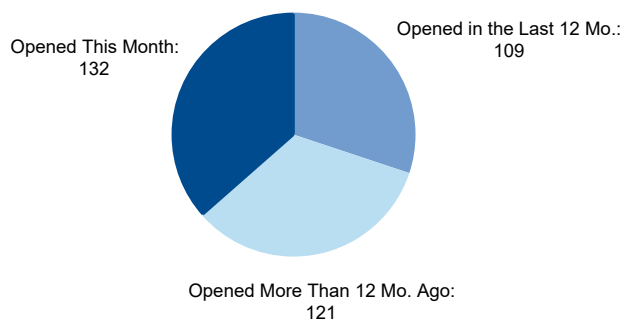
Current Sites



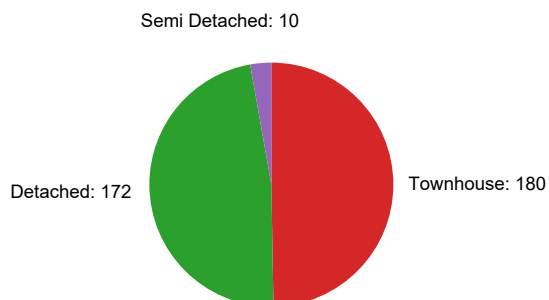
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

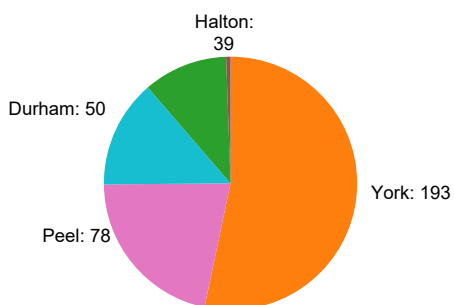
Sales by Opening Date



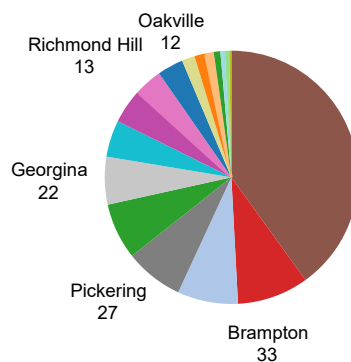
Sales by Product Type



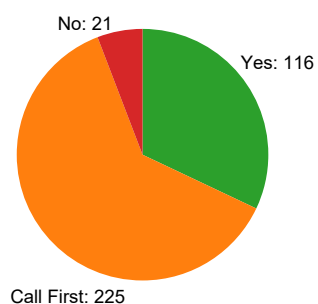
Sales by Region



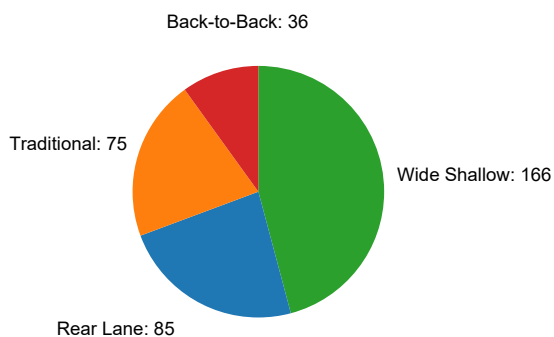
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



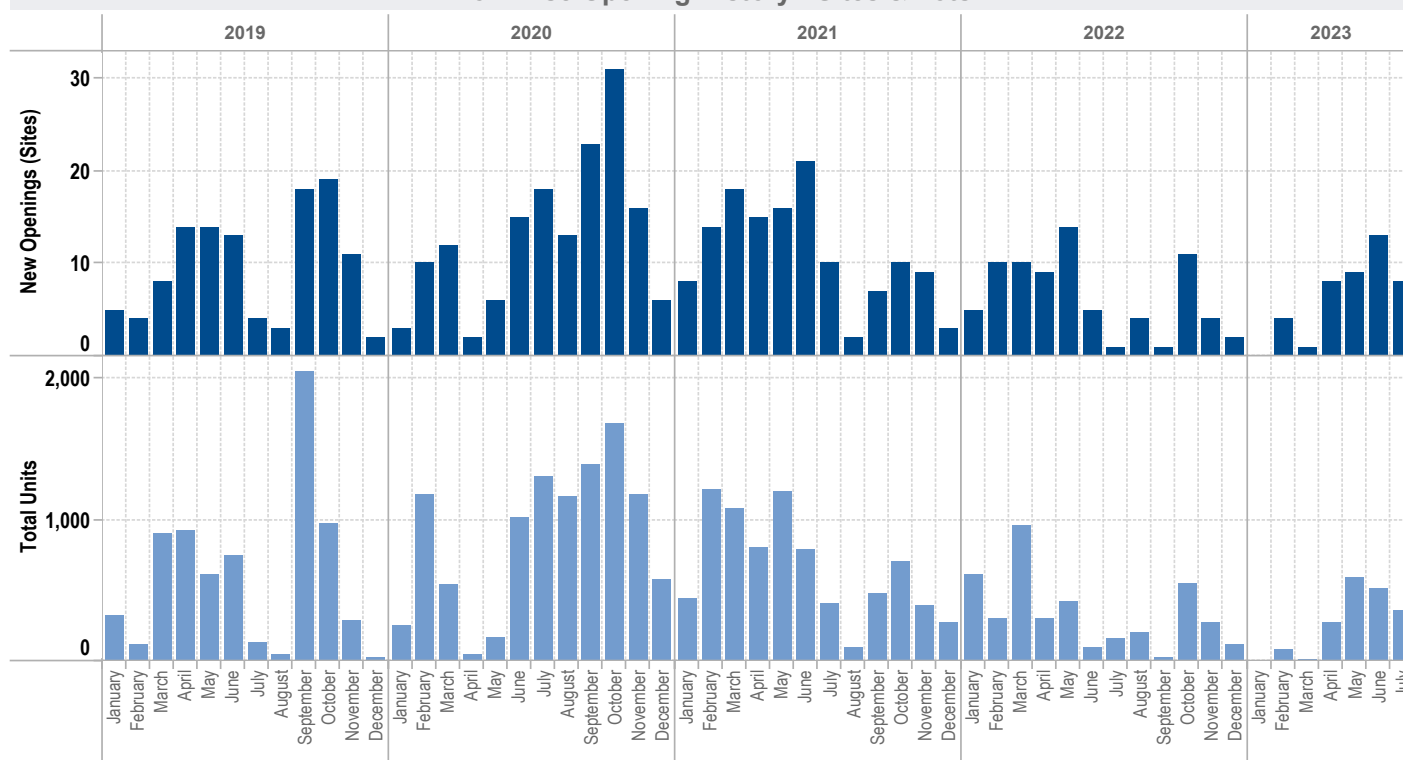
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Upper Caledon East - Aspen Ridge Homes	Freehold	Caledon	2023-07-08	46	10	36	\$552
Upper Caledon East - CountryWide Homes	Freehold	Caledon	2023-07-08	24	3	21	\$624
Upper Caledon East - Regal Crest Homes	Freehold	Caledon	2023-07-08	49	5	44	\$582
Hawthorne East Village - Mattamy Homes	Freehold Common Element	Milton	2023-07-12	35	2	33	\$553
Victoria Grand - Aspen Ridge Homes	Freehold	Markham	2023-07-15	59	43	16	\$656
Victoria Grand - CountryWide Homes	Freehold	Markham	2023-07-15	40	18	22	\$762
Victoria Grand - Regal Crest Homes	Freehold	Markham	2023-07-15	98	50	48	\$685
Seatonville - Paradise Developments	Freehold	Pickering	2023-07-20	4	1	3	\$522
Grand Total				355	132	223	\$618

* 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	46						1,270	17.8%		32.9%	
Aspen Ridge Homes	0	33	21	124	76	1	55						310	6.7%		41.0%	
Fieldgate Homes	0	0	0	31	17	85	9						142	6.2%		44.6%	
Treasure Hill	9	8	6	8	45	45	20						141	4.7%		48.3%	
Paradise Developments	0	0	0	46	64	5	7						122	3.4%		51.5%	
Great Gulf	17	26	21	19	15	12	10						120	3.3%		54.6%	
Greenpark Group	3	0	5	41	44	20	5						118	2.7%		57.6%	
Digreen Homes					106	4	3						113	2.5%		60.5%	
Arista Homes	0	0	0	39	16	46	0						101	2.4%		63.2%	
CountryWide Homes	1	9	5	32	16	9	26						98	2.0%		65.7%	
Opus Homes	23	31	0	0	0	35	6						95	1.9%		68.2%	
Regal Crest Homes	3	5	5	4	7	3	63						90	1.8%		70.5%	
Brookfield Residential	0	0	2	56	13	6	1						78	1.8%		72.5%	
TowerHill Homes				67	0	0	3						70	1.7%		74.3%	
Deco Homes	30	0	11	0	0	19	8						68	1.7%		76.1%	
Royal Pine Homes	0	0	0	43	4	13	8						68	1.6%		77.9%	
Vandyk Properties Inc.	0	1	5	11	19	22	7						65	1.5%		79.5%	
Caivan	10	11	23	20									64	1.5%		81.2%	
Madison Group	0	4	22	14	11	1	2						54	1.4%		82.6%	
Lakeview Homes	0	0	0	45	4	0	0						49	1.3%		83.9%	
Trinity Point Developments	0	0	1	0	40	2	2						45	1.3%		85.0%	
Centra Homes	0	0	0	6	19	8	3						36	1.3%		86.0%	
	182	188	381	1,067	1,144	534	362						3,858				

Top Builders - Last 12 Months

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

Builder	2022					2023							Total	Market Share		Cum. Mkt. Share	
	August	September	October	November	December	January	February	March	April	May	June	July		%		%	
Mattamy Homes	3	1	87	54	20	57	44	189	391	527	16	46	1,435	29.9%		29.9%	
Treasure Hill	10	4	154	39	3	9	8	6	8	45	45	20	351	7.3%		37.2%	
Aspen Ridge Homes	0	1	0	0	1	0	33	21	124	76	1	55	312	6.5%		43.7%	
Great Gulf	1	3	28	24	16	17	26	21	19	15	12	10	192	4.0%		47.7%	
Opus Homes	0	0	0	42	24	23	31	0	0	0	35	6	161	3.4%		51.1%	
Greenpark Group			27	4	1	3	0	5	41	44	20	5	150	3.1%		54.2%	
Fieldgate Homes	0	0	0	0	0	0	0	0	31	17	85	9	142	3.0%		57.1%	
Deco Homes	0	0	0	62	10	30	0	11	0	0	19	8	140	2.9%		60.0%	
Stateview Homes	53	11	7	3	31	19	2						126	2.6%		62.7%	
Paradise Developments	0	0	0	0	0	0	0	0	46	64	5	7	122	2.5%		65.2%	
Digreen Homes										106	4	3	113	2.4%		67.6%	
Arista Homes	0	0	0	0	0	0	0	0	39	16	46	0	101	2.1%		69.7%	
Regal Crest Homes	0	0	9	2	0	3	5	5	4	7	3	63	101	2.1%		71.8%	
CountryWide Homes	0	1	0	0	1	1	9	5	32	16	9	26	100	2.1%		73.9%	
Brookfield Residential	0	0	2	0	0	0	0	2	56	13	6	1	80	1.7%		75.5%	
Caivan	1	0	0	1	13	10	11	23	20				79	1.6%		77.2%	
Royal Pine Homes	0	0	0	6	0	0	0	0	43	4	13	8	74	1.5%		78.7%	
Vandyk Properties Inc.			3	0	5	0	1	5	11	19	22	7	73	1.5%		80.2%	
TowerHill Homes									67	0	0	3	70	1.5%		81.7%	
Madison Group	0	1	2	3	0	0	4	22	14	11	1	2	60	1.2%		82.9%	
Lakeview Homes	0	0	0	0	0	0	0	0	45	4	0	0	49	1.0%		84.0%	
Trinity Point Developments	0	0	0	0	0	0	0	1	0	40	2	2	45	0.9%		84.9%	
	82	49	387	278	147	182	188	381	1,067	1,144	534	362	4,801				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Lot Size	2023 July
Victoria Grand - Regal Crest Homes	Markham	Detached	23'	4
			30'	6
			38'	12
		Townhouse	15'	20
			20'	8
		Total		50
Victoria Grand - Aspen Ridge Homes	Markham	Detached	30'	6
			38'	11
		Townhouse	15'	11
			20'	9
			23'	6
		Total		43
Springwater - Mattamy Homes	Markham	Detached	30'	8
			38'	13
		Townhouse	20'	1
			22'	8
		Total		30
Victoria Grand - CountryWide Homes	Markham	Detached	30'	1
			38'	5
		Townhouse	15'	10
			20'	2
		Total		18
Harmony Crossing - Khanani Developments	Mississauga	Semi Detached	21'	8
		Townhouse	18'	4
		Total		12
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	0
			36'	0
		Townhouse	20'	2
			21'	10
		Total		12
Georgina Heights - Treasure Hill	Georgina	Detached	36'	0
			40'	10
			50'	0
		Total		10
Milton Village - Great Gulf	Milton	Detached	31'	0
			36'	0
			45'	0
		Townhouse	21'	10
		Total		10
Upper Caledon East - Aspen Ridge Homes	Caledon	Detached	32'	0
			38'	4
			45'	6
			50'	0
		Total		10

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	July 2022					July 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0			1	1	0		0	0	0
	Brock										
	Clarington	60			1	61	3			1	4
	Oshawa	0	0		0	0	9		0	7	16
	Pickering	0		0	0	0	13		2	12	27
	Scugog	0				0	3	0		0	3
	Uxbridge	0			0	0	0			0	0
	Whitby	0		0	0	0	0		0	0	0
	Total	60	0	0	2	62	28	0	2	20	50
Halton	Burlington			0	0	0			0	1	1
	Halton Hills	2			0	2					
	Milton	0		0	1	1	0			26	26
	Oakville	5			1	6	4			8	12
	Total	7		0	2	9	4		0	35	39
Peel	Brampton	0		0	2	2	8		0	25	33
	Caledon	0				0	26			2	28
	Mississauga				0	0	2		8	7	17
	Total	0		0	2	2	36		8	34	78
Toronto	East York										
	Etobicoke										
	North York	0			0	0				0	0
	Old Toronto			1		1			0		0
	Scarborough	0			0	0	1			1	2
	York				0	0				0	0
	Total	0		1	0	1	1		0	1	2
York	Aurora	1			0	1	0			0	0
	East Gwillimbury	2		0	0	2	0		0	0	0
	Georgina						22				22
	King	0			6	6	6				6
	Markham	1			4	5	67			78	145
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	1	0	0	1	2	4	0	0	9	13
	Vaughan	4			1	5	2			3	5
	Whitchurch-Stouffville	0				0	2				2
	Total	9	0	0	12	21	103	0	0	90	193
Grand Total		76	0	1	18	95	172	0	10	180	362

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	0	9	10	0		12	0	22	
	Brock						0				0	0	
	Clarington	59			12	71	57	0		0	33	90	
	Oshawa	93	15	11	109	228	89	0		7	63	159	
	Pickering	679		131	272	1,082	41	0	0	17	59	117	
	Scugog	9	4		1	14	17	14		0	6	37	
	Uxbridge	0			0	0	20	0		0	26	46	
	Whitby	16		6	72	94	37	0		0	25	62	
	Total	861	19	152	466	1,498	271	14	0	36	212	533	
Halton	Burlington			0	4	4	0	0		0	3	3	
	Halton Hills	4			3	7	0	0		0	0	0	
	Milton	127		3	340	470	0	0		0	142	142	
	Oakville	173			676	849	35			0	91	126	
	Total	304		3	1,023	1,330	35	0		0	236	271	
Peel	Brampton	139		0	583	722	113	0		0	154	267	
	Caledon	85			2	87	172	0		0	14	186	
	Mississauga	13		8	48	69	24	0		0	48	72	
	Total	237		8	633	878	309	0		0	216	525	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	0			0	0	0	0		0	0	0	
	Old Toronto			0		0	0	0		12	0	12	
	Scarborough	22			27	49	6	0		0	6	12	
	York				0	0	0			0	5	5	
	Total	22		0	27	49	6	0		12	11	29	
York	Aurora	11			0	11	36	0	0	0	0	36	
	East Gwillimbury	63		2	44	109	0			0	0	0	
	Georgina	164				164	64	0		0	0	64	
	King	73			9	82	76	0		0	0	76	
	Markham	105			109	214	87	0		0	123	210	
	Newmarket		2	0	35	37	0	0		0	0	0	
	Richmond Hill	203	0	0	51	254	88	0		8	79	175	
	Vaughan	42			125	167	76	0		0	41	117	
	Whitchurch-Stouffville	8				8	32			0	0	32	
	Total	669	2	2	373	1,046	459	0	0	8	243	710	
Grand Total		2,093	21	165	2,522	4,801	1,080	14	0	56	918	2,068	



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