Altus Group

Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report Data as of August 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Aug-23	Aug-22	Change
High Rise	443	385	15.1%
Low Rise	268	82	226.8%
Total	**711**	**467**	52.2%

Year to Date Sales	Jan.-Aug. 2023	Jan.-Aug. 2022	Y/Y Change
High Rise	8,779	17,427	-49.6%
Low Rise	4,184	3,543	18.1%
Total	**12,963**	**20,970**	-38.2%

Year to Date Supply	Jan.-Aug. 2023	Jan.-Aug. 2022	Y/Y Change
High Rise	12,270	18,893	-35.1%
Low Rise	4,422	4,384	0.9%
Total	**16,692**	**23,277**	-28.3%

Year to Date Completions	Jan.-Aug. 2023	Jan.-Aug. 2022	Y/Y Change
High Rise	12,090	6,864	76.1%

Remaining Inventory	Aug-23	Jul-23	Aug-22	M/M Change	Y/Y Change
High Rise	14,242	14,656	9,692	-2.8%	46.9%
Low Rise	1,897	2,071	1,610	-8.4%	17.8%
Total	**16,139**	**16,727**	**11,302**	-3.5%	42.8%

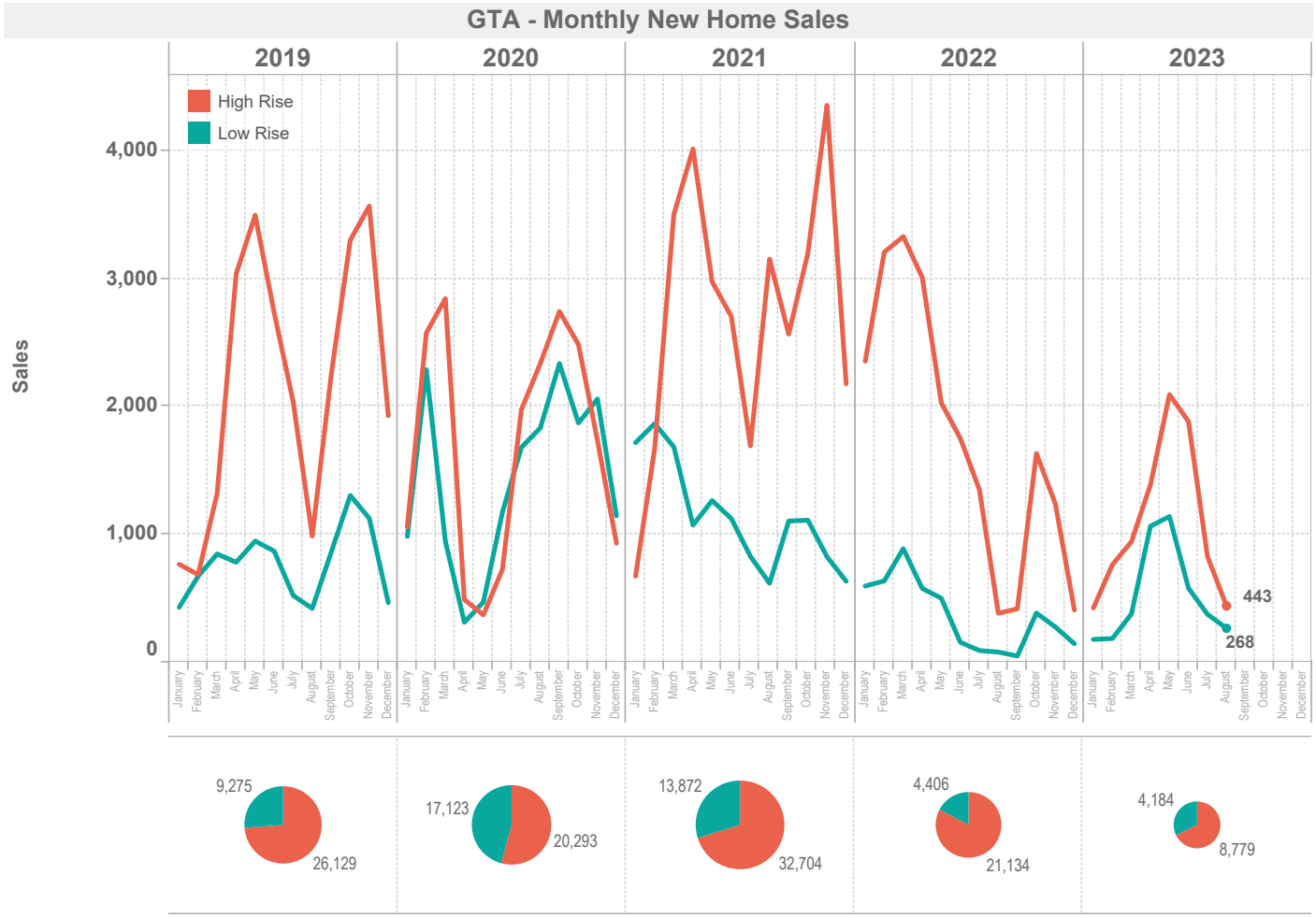
Benchmark Price	Aug-23	Jul-23	Aug-22	M/M Change	Y/Y Change
High Rise	$1,089,012	$1,084,768	$1,189,682	0.4%	-8.5%
Low Rise	$1,726,092	$1,673,696	$1,861,587	3.1%	-7.3%

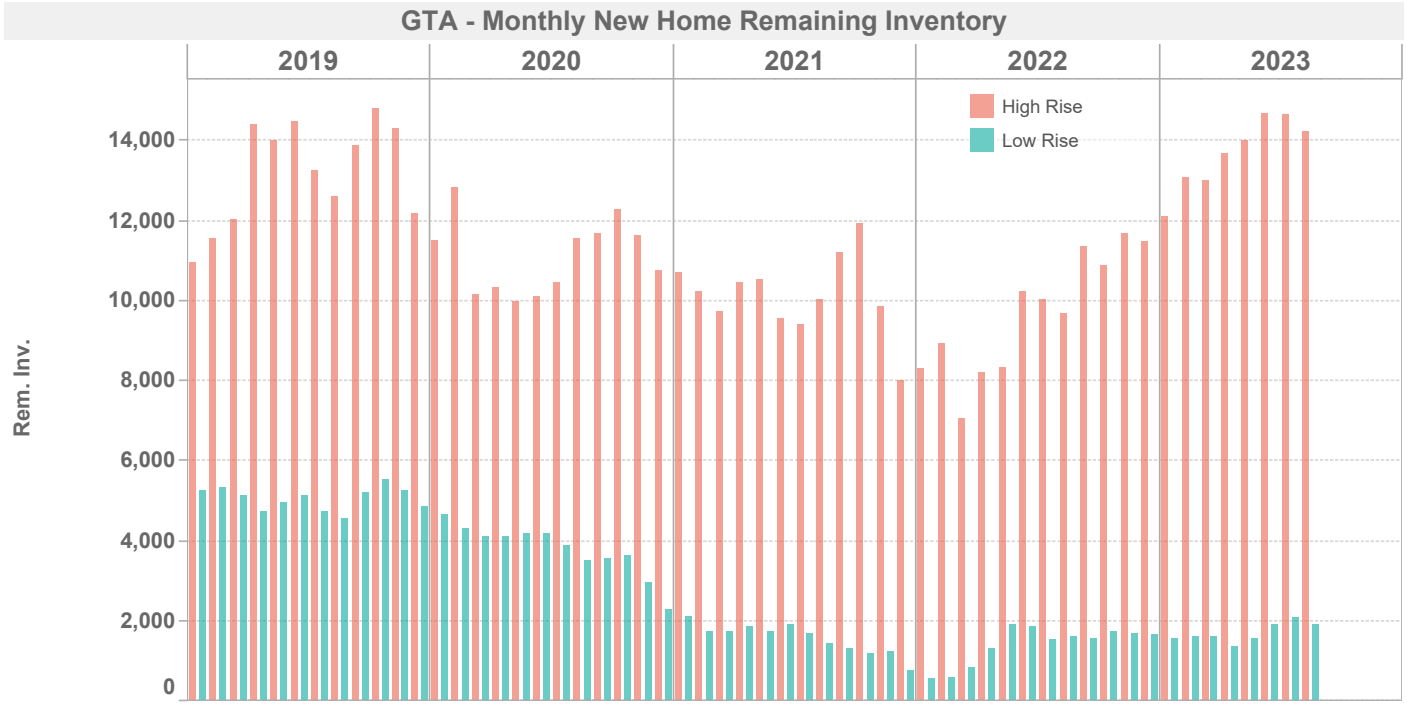
Projects	New Openings	All Active	Under Const.	Pre-Const.
High Rise Projects	3	385	379	115
High Rise Units	231	96,568	107,427	26,698
% Sold*	40%	85%	92%	59%
Low Rise Projects	3	195		
Low Rise Units	28	21,416		
% Sold*	61%	91%		

* 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.

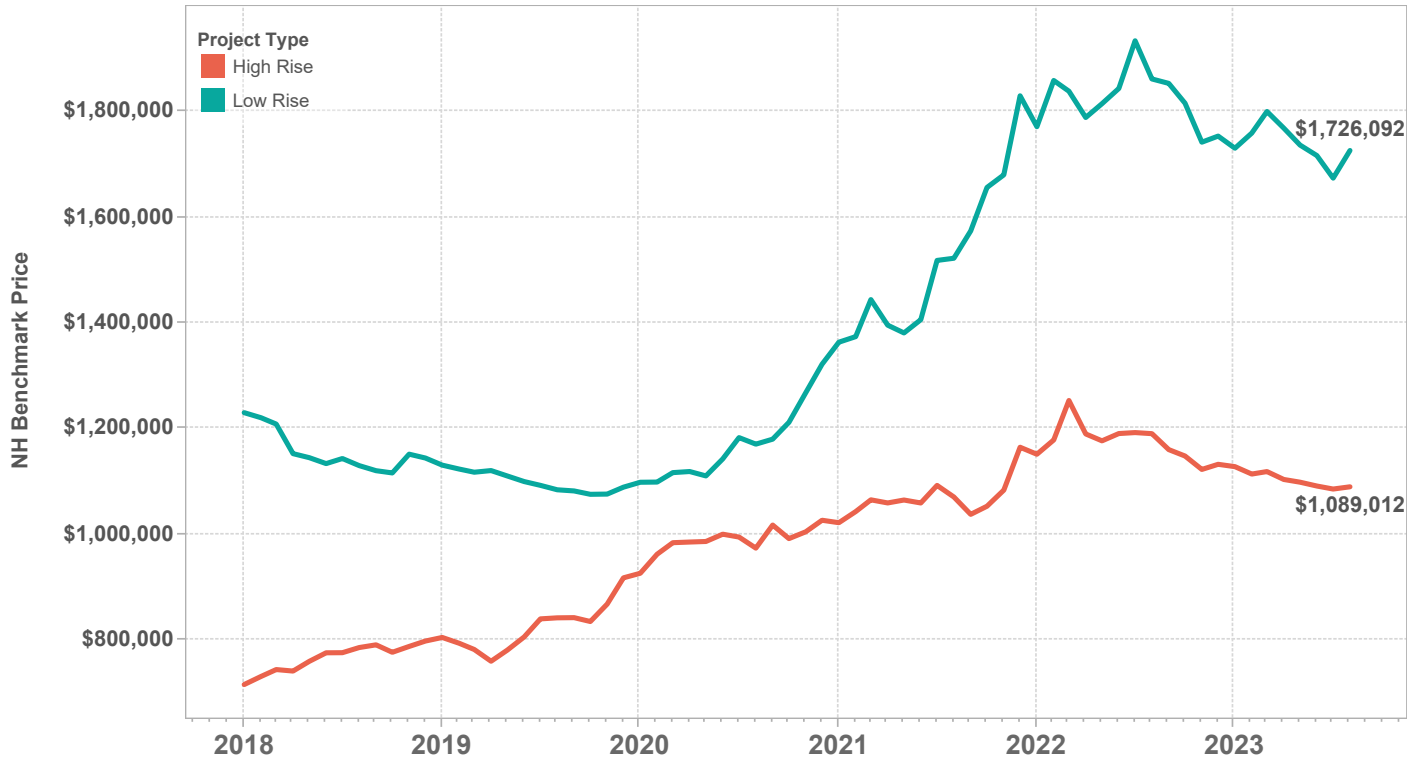
Sales & Remaining Inventory



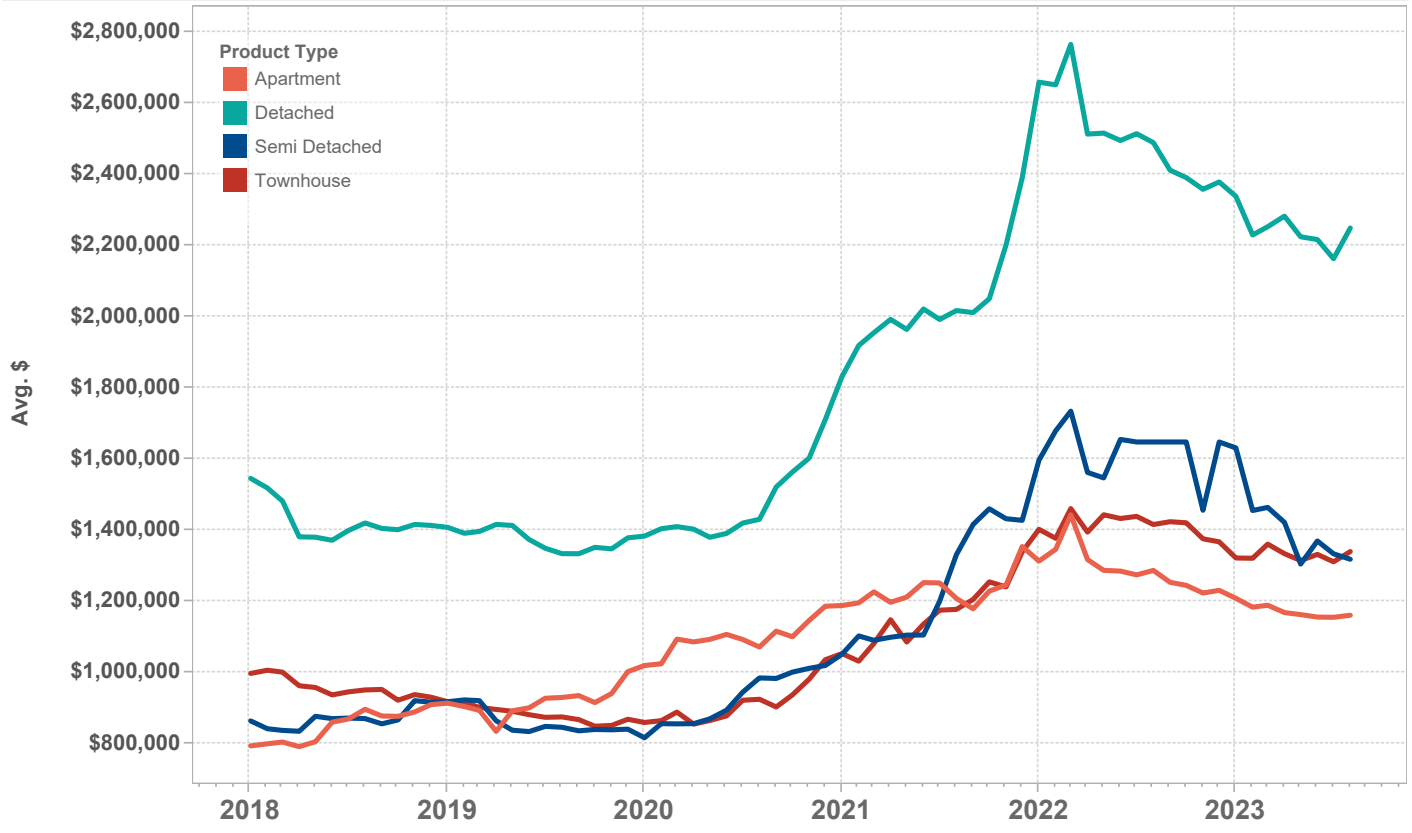


Pricing

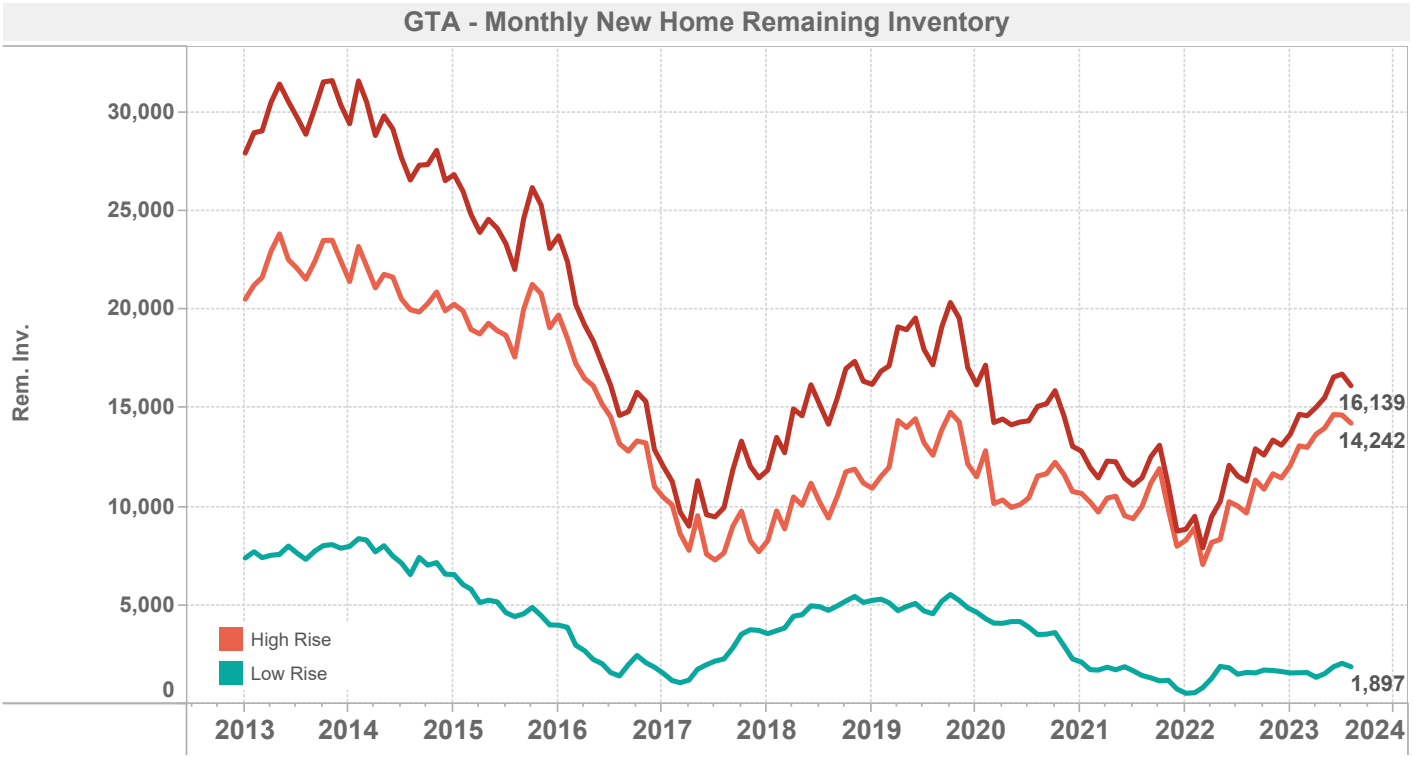
Monthly New Home Benchmark Price (excludes extremes)

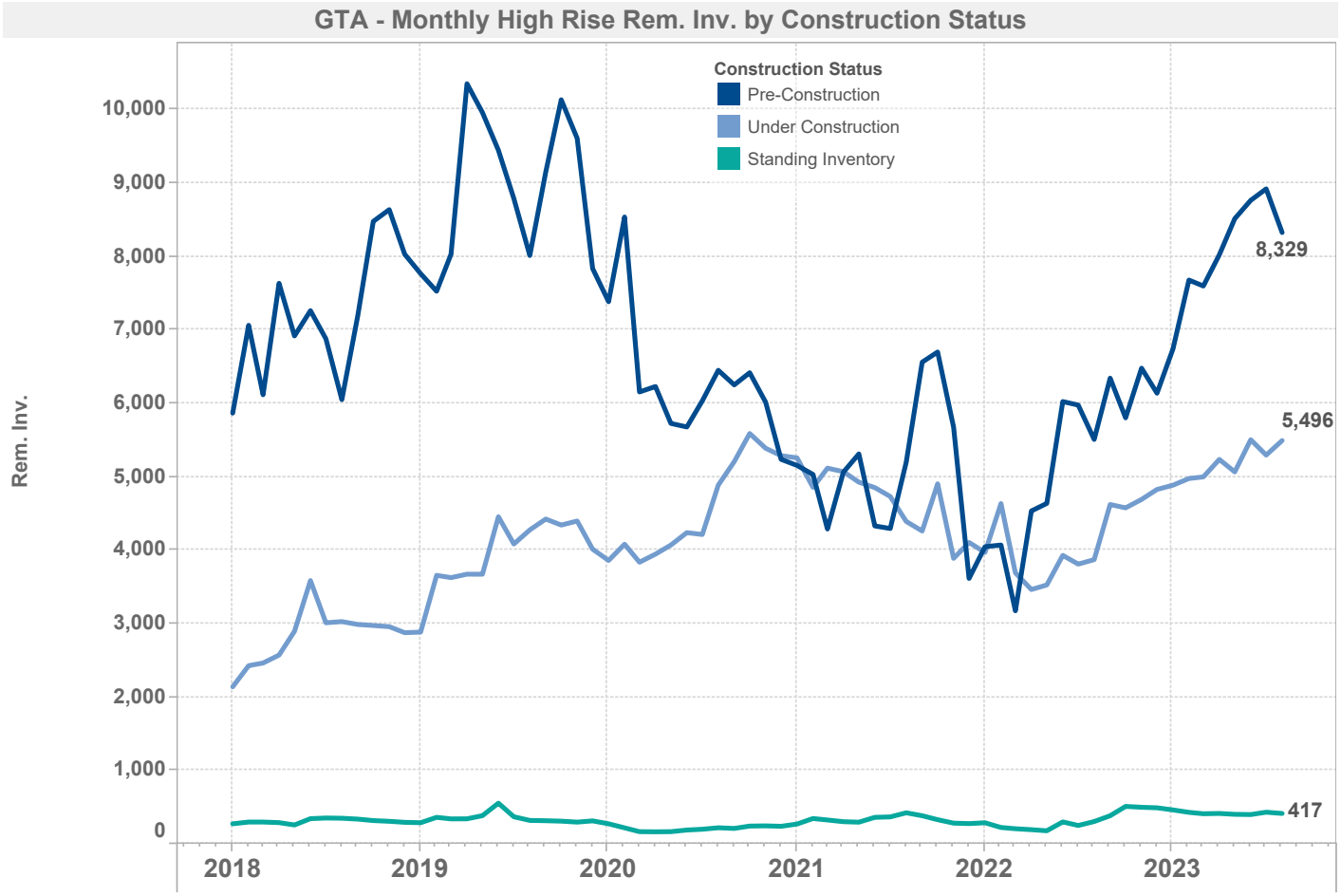


Monthly Avg. Asking Price by Product Type (includes all projects)

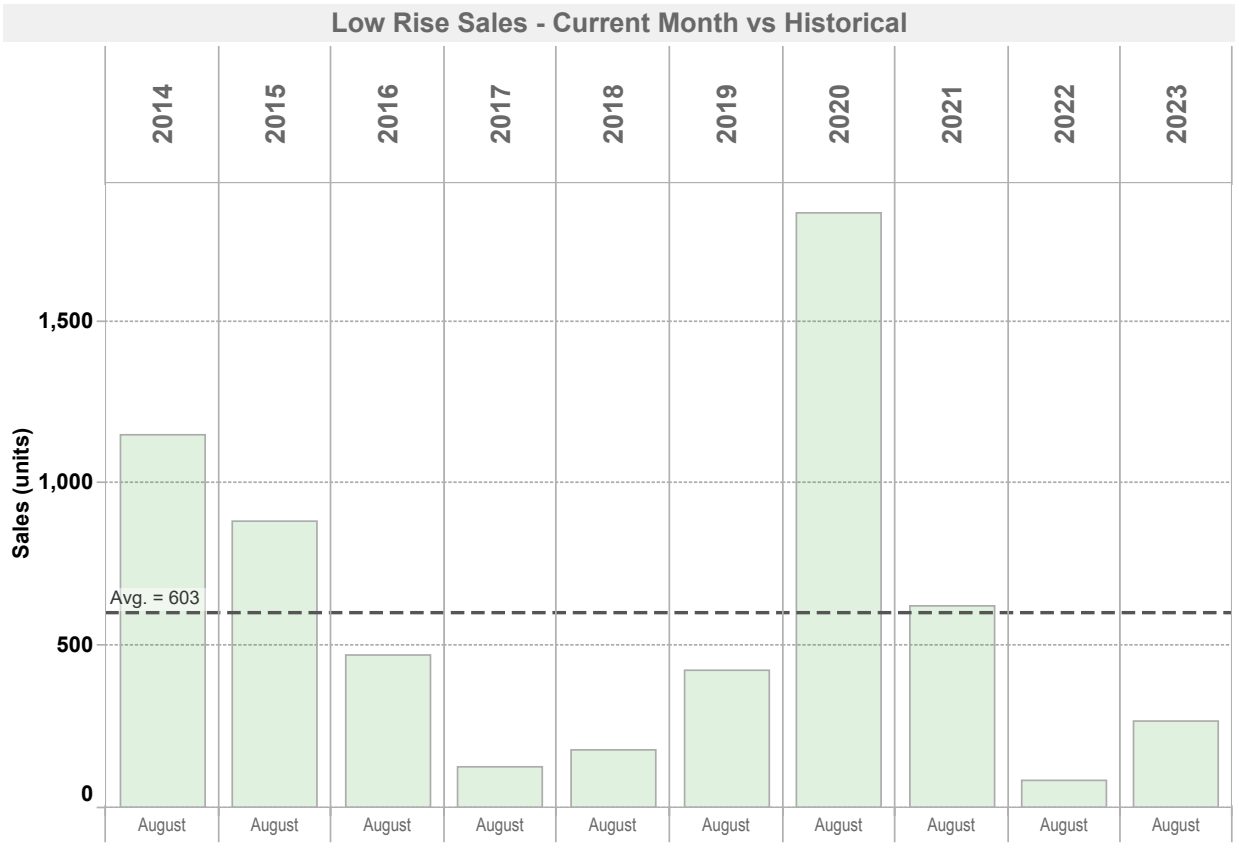


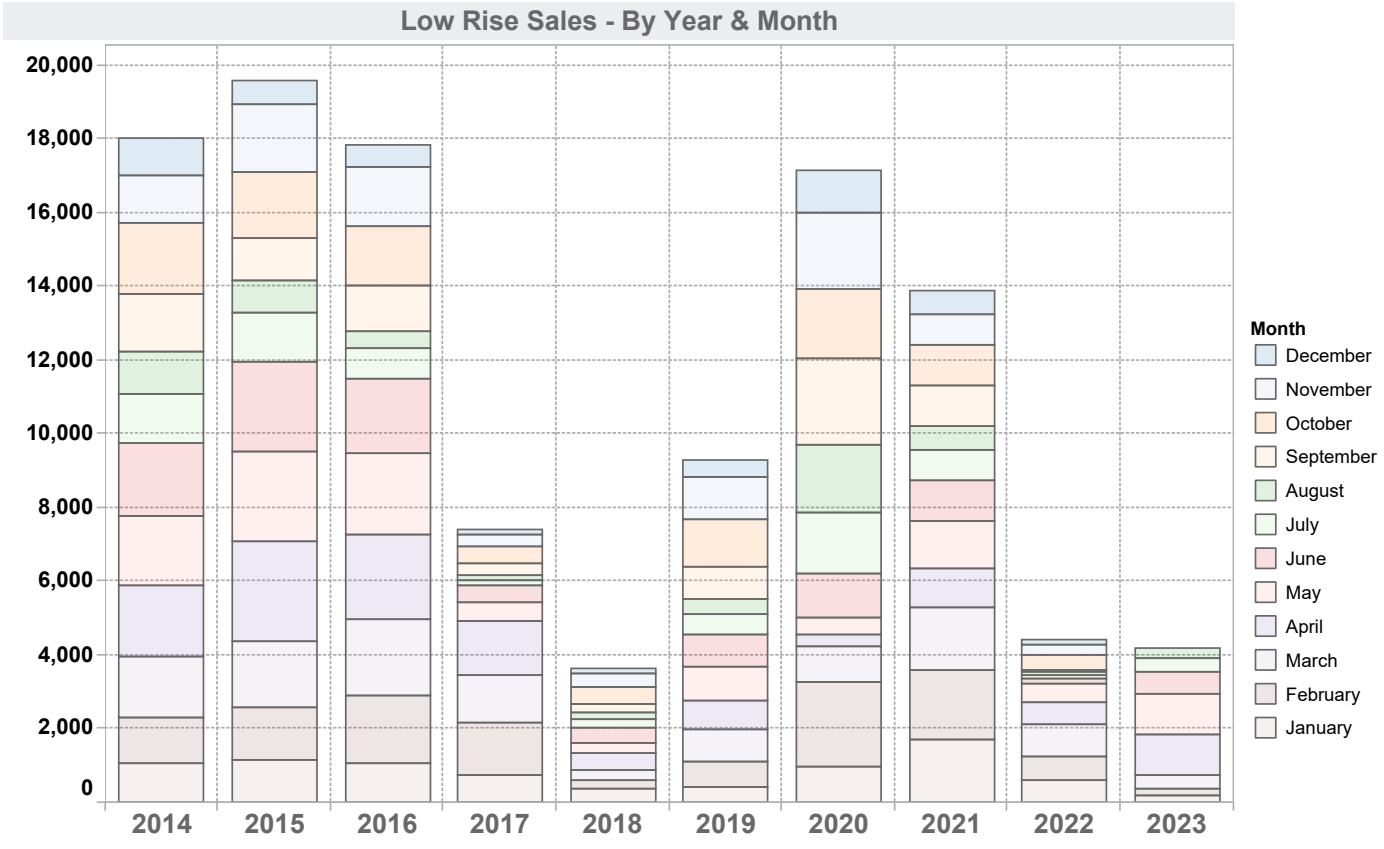
Remaining Inventory





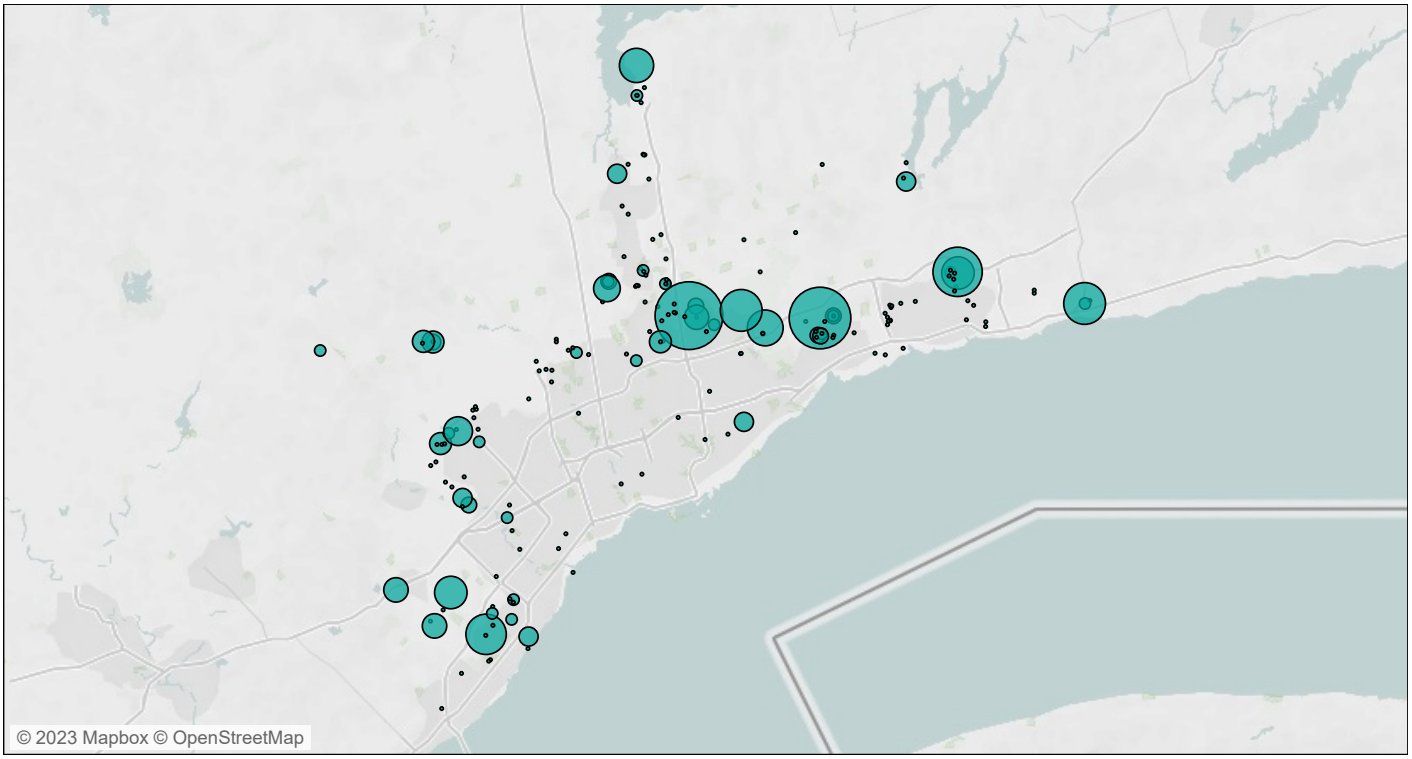
Historical Sales Comparison



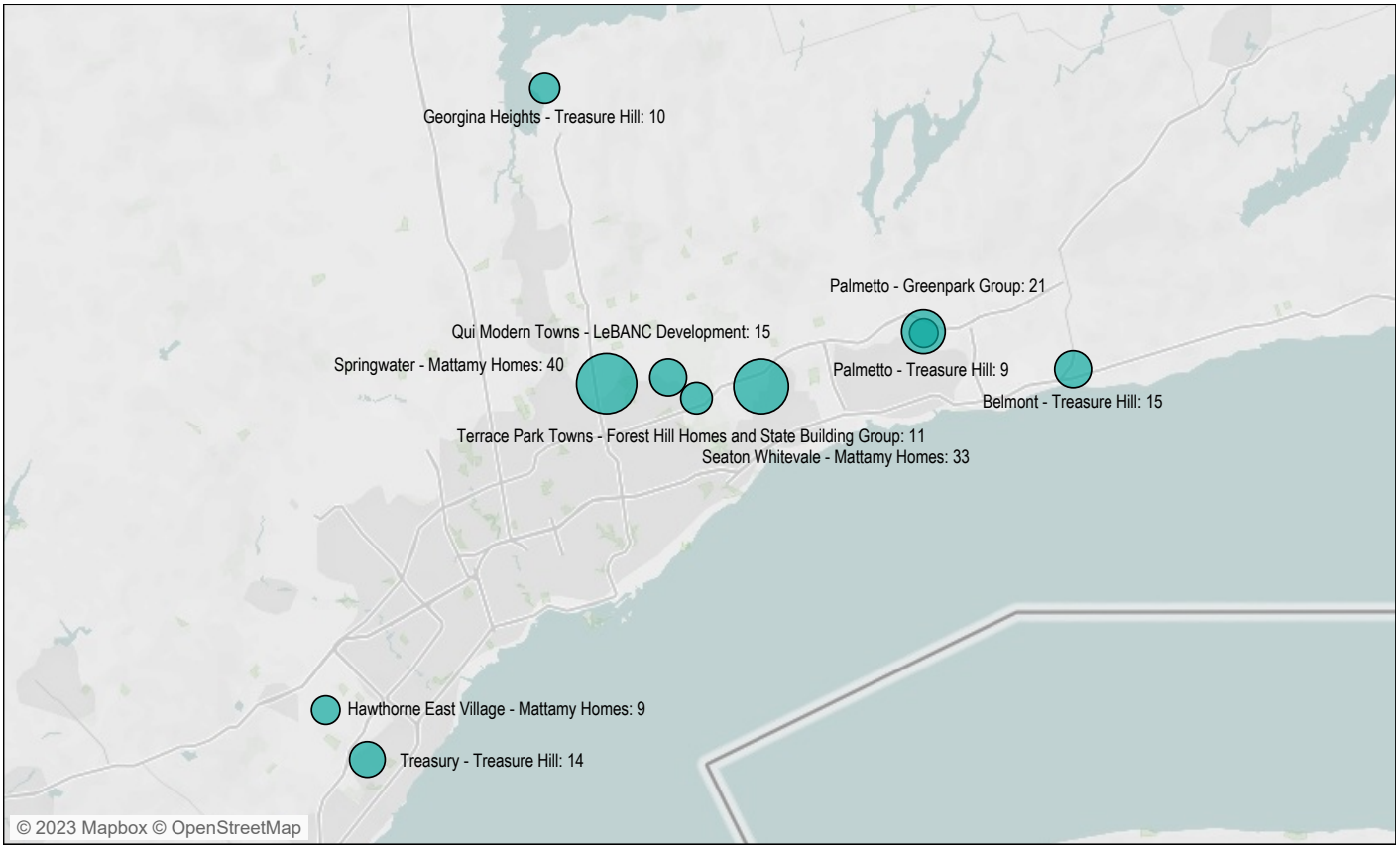


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



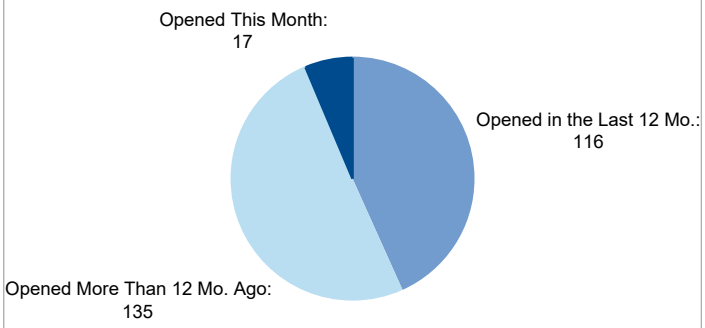
GTA - Top Sites by Current Month Sales*



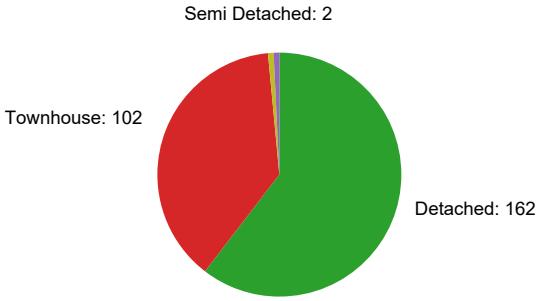
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

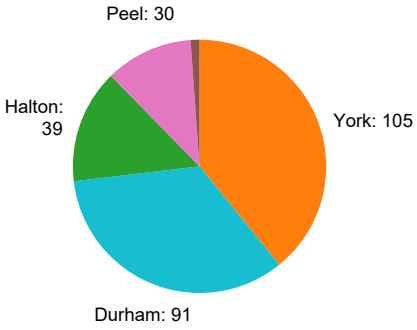
Sales by Opening Date



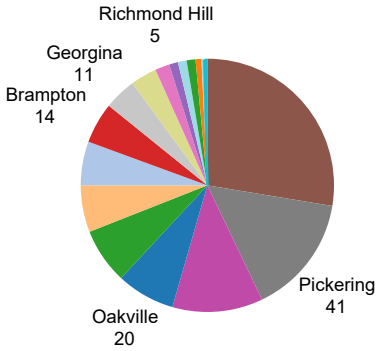
Sales by Product Type



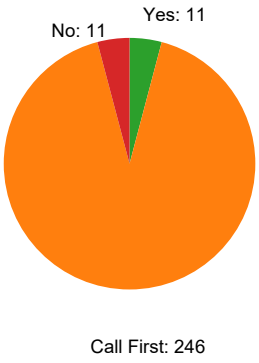
Sales by Region



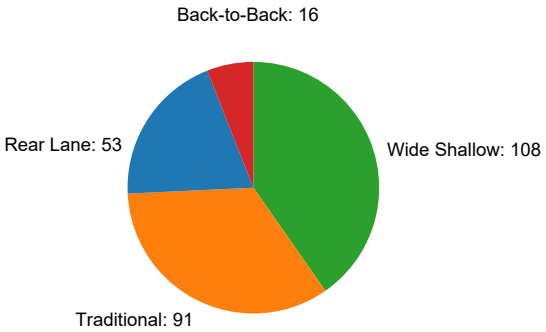
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



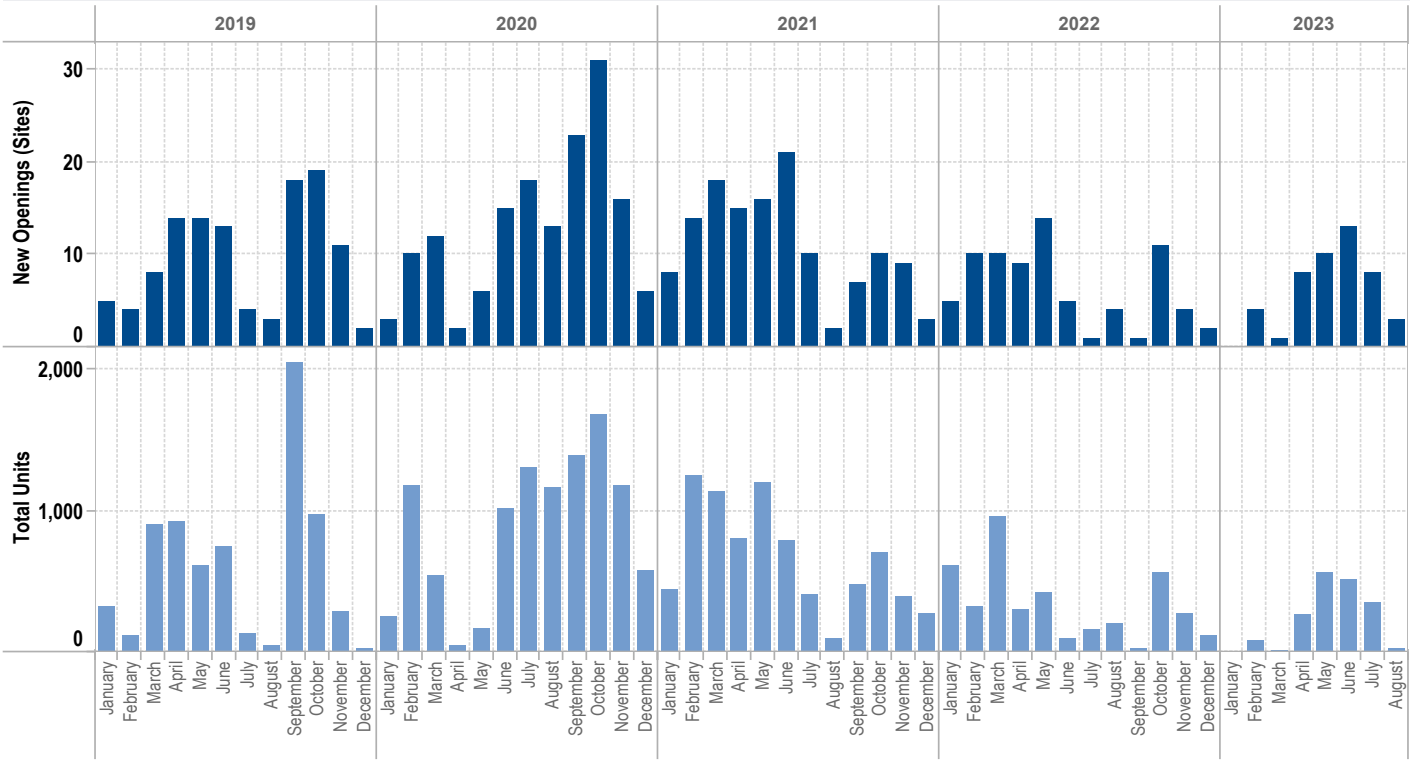
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. $/SF
Qui Modern Towns - LeBANC Development	Freehold Common Element	Markham	2023-08-08	25	15	10	$625
Westfield - Great Gulf	Freehold Common Element	Brampton	*	2	2	0	
View - Mosaik Homes	Freehold	Vaughan	2023-08-19	1	0	1	
Grand Total				**28**	**17**	**11**	**$625**

* Condominium project openings within 10 days of month end are not able to record firm sales until the folllowing month due to rescission period.

Low Rise Opening History - Sites & Lots



Top Builders - YTD

GTA - Top Low Rise Builders by YTD Sales

Builder	2023 January	February	March	April	May	June	July	August	September	October	November	December	Total	Market Share %	Cum. Mkt. Share %
Mattamy Homes	57	44	189	391	527	16	46	83					1,353	17.8%	32.3%
Aspen Ridge Homes	0	33	21	124	76	1	55	5					315	6.7%	39.9%
Treasure Hill	9	8	5	8	45	45	20	54					194	6.2%	44.5%
Fieldgate Homes	0	0	0	31	17	85	10	10					153	4.7%	48.2%
Greenpark Group	3	0	5	41	44	20	5	21					139	3.4%	51.5%
Great Gulf	17	26	21	19	15	12	10	7					127	3.3%	54.5%
Paradise Developments	0	0	0	46	64	5	7	0					122	2.7%	57.4%
Digreen Homes					104	4	2	1					111	2.5%	60.1%
CountryWide Homes	1	9	5	32	16	9	26	5					103	2.4%	62.5%
Arista Homes	0	0	0	39	16	46	0	0					101	2.0%	65.0%
Opus Homes	23	31	0	0	0	35	6	0					95	1.9%	67.2%
Regal Crest Homes	3	5	5	4	7	3	63	5					95	1.8%	69.5%
Brookfield Residential	0	0	2	56	13	6	1	0					78	1.8%	71.4%
TowerHill Homes				67	0	0	3	2					72	1.7%	73.1%
Branthaven Homes	1	1	3	5	0	41	15	3					69	1.7%	74.7%
Deco Homes	30	0	11	0	0	19	8	1					69	1.6%	76.4%
Vandyk Properties Inc.	0	1	5	11	19	22	7	1					66	1.5%	78.0%
Caivan	10	11	23	20									64	1.5%	79.5%
Royal Pine Homes	0	0	0	43	4	13	1	0					61	1.4%	81.0%
Madison Group	0	4	22	14	11	1	2	3					57	1.3%	82.3%
Lakeview Homes	0	0	0	45	4	0	0	0					49	1.3%	83.5%
Trinity Point Developments	0	0	1	0	40	2	2						45	1.3%	84.6%
	181	188	380	1,066	1,142	582	377	268					4,184		

Top Builders - Last 12 Months

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

Builder	2022 September	2022 October	2022 November	2022 December	2023 January	2023 February	2023 March	2023 April	2023 May	2023 June	2023 July	2023 August	Total	Market Share %	Cum. Mkt. Share %
Mattamy Homes	1	87	54	20	57	44	189	391	527	16	46	83	1,515	30.0%	30.0%
Treasure Hill	4	154	39	3	9	8	5	8	45	45	20	54	394	7.8%	37.8%
Aspen Ridge Homes	1	0	0	1	0	33	21	124	76	1	55	5	317	6.3%	44.1%
Great Gulf	3	28	24	16	17	26	21	19	15	12	10	7	198	3.9%	48.0%
Greenpark Group		27	4	1	3	0	5	41	44	20	5	21	171	3.4%	51.4%
Opus Homes	0	0	42	24	23	31	0	0	0	35	6	0	161	3.2%	54.6%
Fieldgate Homes	0	0	0	0	0	0	0	31	17	85	10	10	153	3.0%	57.6%
Deco Homes	0	0	62	10	30	0	11	0	0	19	8	1	141	2.8%	60.4%
Paradise Developments	0	0	0	0	0	0	0	46	64	5	7	0	122	2.4%	62.8%
Digreen Homes									104	4	2	1	111	2.2%	65.0%
Regal Crest Homes	0	9	2	0	3	5	5	4	7	3	63	5	106	2.1%	67.1%
CountryWide Homes	1	0	0	1	1	9	5	32	16	9	26	5	105	2.1%	69.2%
Arista Homes	0	0	0	0	0	0	0	39	16	46	0	0	101	2.0%	71.2%
Brookfield Residential	0	2	0	0	0	0	2	56	13	6	1	0	80	1.6%	72.8%
Caivan	0	0	1	13	10	11	23	20					78	1.5%	74.4%
Vandyk Properties Inc.		3	0	5	0	1	5	11	19	22	7	1	74	1.5%	75.8%
Branthaven Homes	2	2	0	0	1	1	3	5	0	41	15	3	73	1.4%	77.3%
Stateview Homes	11	7	3	31	19	2							73	1.4%	78.7%
TowerHill Homes								67	0	0	3	2	72	1.4%	80.1%
Royal Pine Homes	0	0	6	0	0	0	0	43	4	13	1	0	67	1.3%	81.5%
Madison Group	1	2	3	0	0	4	22	14	11	1	2	3	63	1.2%	82.7%
Royalpark Homes	0	17	7	0	0	0	0	0	0	17	13	5	59	1.2%	83.9%
	51	387	278	147	181	188	380	1,066	1,142	582	377	268	5,047		

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2023 August
Springwater - Mattamy Homes	Markham	Detached	30'	14
			38'	18
		Townhouse	20'	2
			22'	6
	Total			**40**
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	19
			36'	12
		Townhouse	23'	2
	Total			**33**
Palmetto - Greenpark Group	Oshawa	Detached	36'	10
			40'	11
	Total			**21**
Belmont - Treasure Hill	Clarington	Detached	32'	5
			37'	10
			40'	0
	Total			**15**
Qui Modern Towns - LeBANC Development	Markham	Townhouse	18'	15
	Total			**15**
Treasury - Treasure Hill	Oakville	Townhouse	18'	7
			20'	7
	Total			**14**
Terrace Park Towns - Forest Hill Homes and State Building Group	Markham	Townhouse	20'	11
	Total			**11**
Georgina Heights - Treasure Hill	Georgina	Detached	36'	9
			40'	1
			50'	0
	Total			**10**
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	0
			36'	0
		Townhouse	20'	1
			21'	8
	Total			**9**
Palmetto - Treasure Hill	Oshawa	Semi Detached	25'	0
		Townhouse	20'	9
	Total			**9**
Crescents - Fieldgate Homes	Brampton	Detached	30'	3
			38'	0
			45'	3
			50'	0
		Townhouse	20'	1
			25'	0
	Total			**7**
Eversley Estates - Treasure Hill	King	Detached	42'	1
			62'	5
	Total			**6**

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	August 2022					August 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0			0	0	0		0	0	0
	Brock										
	Clarington	10			0	10	16			0	16
	Oshawa	0	1		0	1	22		0	9	31
	Pickering	3		0	0	3	36		1	4	41
	Scugog	0				0	1	2		0	3
	Uxbridge	0			0	0	0			0	0
	Whitby	0		0	0	0	0		0	0	0
	Total	13	1	0	0	14	75	2	1	13	91
Halton	Burlington			0	0	0			0	0	0
	Halton Hills	0			0	0					
	Milton	0		0	0	0	0			19	19
	Oakville	3			3	6	3			17	20
	Total	3		0	3	6	3		0	36	39
Peel	Brampton	5		0	48	53	6		0	8	14
	Caledon	0				0	14			1	15
	Mississauga				0	0	0			1	1
	Total	5		0	48	53	20		0	10	30
Toronto	East York										
	Etobicoke										
	North York	0			0	0				0	0
	Old Toronto			0		0			0		0
	Scarborough	1			0	1	1			2	3
	York				0	0				0	0
	Total	1		0	0	1	1		0	2	3
York	Aurora	2			0	2	1			0	1
	East Gwillimbury	0		0	0	0	3		0	0	3
	Georgina						11				11
	King	0			2	2	9				9
	Markham	0			0	0	34			40	74
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	1	0	0	1	2	3	0	1	1	5
	Vaughan	0			1	1	2			0	2
	Whitchurch-Stouffville	1				1	0				0
	Total	4	0	0	4	8	63	0	1	41	105
Grand Total		26	1	0	55	82	162	2	2	102	268

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	65			10	75	41	0		0	35	76
	Oshawa	115	14	11	118	258	67	0		7	54	128
	Pickering	712		132	276	1,120	30	0	0	21	42	93
	Scugog	10	6		1	17	16	12		0	6	34
	Uxbridge	0			0	0	20	0		0	26	46
	Whitby	16		6	72	94	37	0		0	25	62
	Total	923	20	153	477	1,573	221	12	0	40	188	461
Halton	Burlington			0	4	4	0	0		0	3	3
	Halton Hills	4			3	7	0	0		0	0	0
	Milton	127		3	382	512	1	0		0	100	101
	Oakville	173			741	914	32			0	91	123
	Total	304		3	1,130	1,437	33	0		0	194	227
Peel	Brampton	141		0	536	677	45	0		0	130	175
	Caledon	100			3	103	180	0		0	13	193
	Mississauga	13		8	40	61	24	0		0	56	80
	Total	254		8	579	841	249	0		0	199	448
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			29	51	5	0		0	4	9
	York				0	0	0			0	5	5
	Total	22		0	29	51	5	0		12	9	26
York	Aurora	10			0	10	36	0	0	0	0	36
	East Gwillimbury	66		2	44	112	13			0	0	13
	Georgina	174				174	50	0		0	0	50
	King	82			7	89	67	0		0	0	67
	Markham	139			149	288	97	0		0	140	237
	Newmarket		2	0	35	37	0	0		0	0	0
	Richmond Hill	205	0	2	51	258	85	0		6	78	169
	Vaughan	46			124	170	90	0		0	41	131
	Whitchurch-Stouffville	7				7	32			0	0	32
	Total	729	2	4	410	1,145	470	0	0	6	259	735
Grand Total		2,232	22	168	2,625	5,047	978	12	0	58	849	1,897

Altus Group

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