



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of October 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-23		Oct-22		Change
High Rise	1,304		1,634		-20.2%
Low Rise	568		387		46.8%
Total	1,872		2,021		-7.4%
Year to Date Sales	Jan.-Oct. 2023		Jan.-Oct. 2022		Y/Y Change
High Rise	11,587		19,381		-40.2%
Low Rise	5,355		3,969		34.9%
Total	16,942		23,350		-27.4%
Year to Date Supply	Jan.-Oct. 2023		Jan.-Oct. 2022		Y/Y Change
High Rise	20,334		22,484		-9.6%
Low Rise	6,795		4,927		37.9%
Total	27,129		27,411		-1.0%
Year to Date Completions	Jan.-Oct. 2023		Jan.-Oct. 2022		Y/Y Change
High Rise	18,808		10,567		78.0%
Remaining Inventory	Oct-23	Sep-23	Oct-22	M/M Change	Y/Y Change
High Rise	17,930	16,214	10,840	10.6%	65.4%
Low Rise	3,102	2,786	1,727	11.3%	79.6%
Total	21,032	19,000	12,567	10.7%	67.4%
Benchmark Price	Oct-23	Sep-23	Oct-22	M/M Change	Y/Y Change
High Rise	\$1,023,102	\$1,037,538	\$1,147,318	-1.4%	-10.8%
Low Rise	\$1,629,245	\$1,566,887	\$1,815,642	4.0%	-10.3%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	12	395	352	129	
High Rise Units	4,435	99,939	102,380	32,832	
% Sold*	29%	82%	92%	51%	
Low Rise Projects	11	208			
Low Rise Units	414	23,885			
% Sold*	19%	87%			

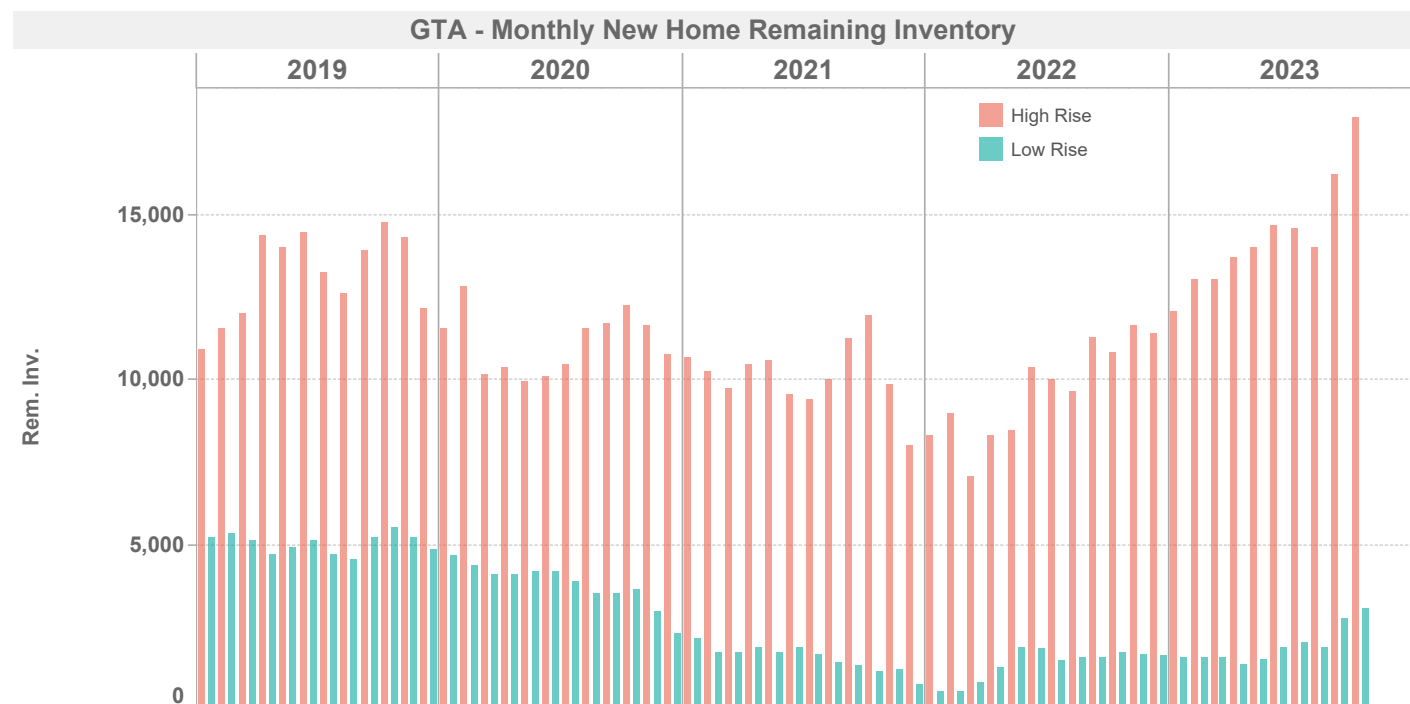
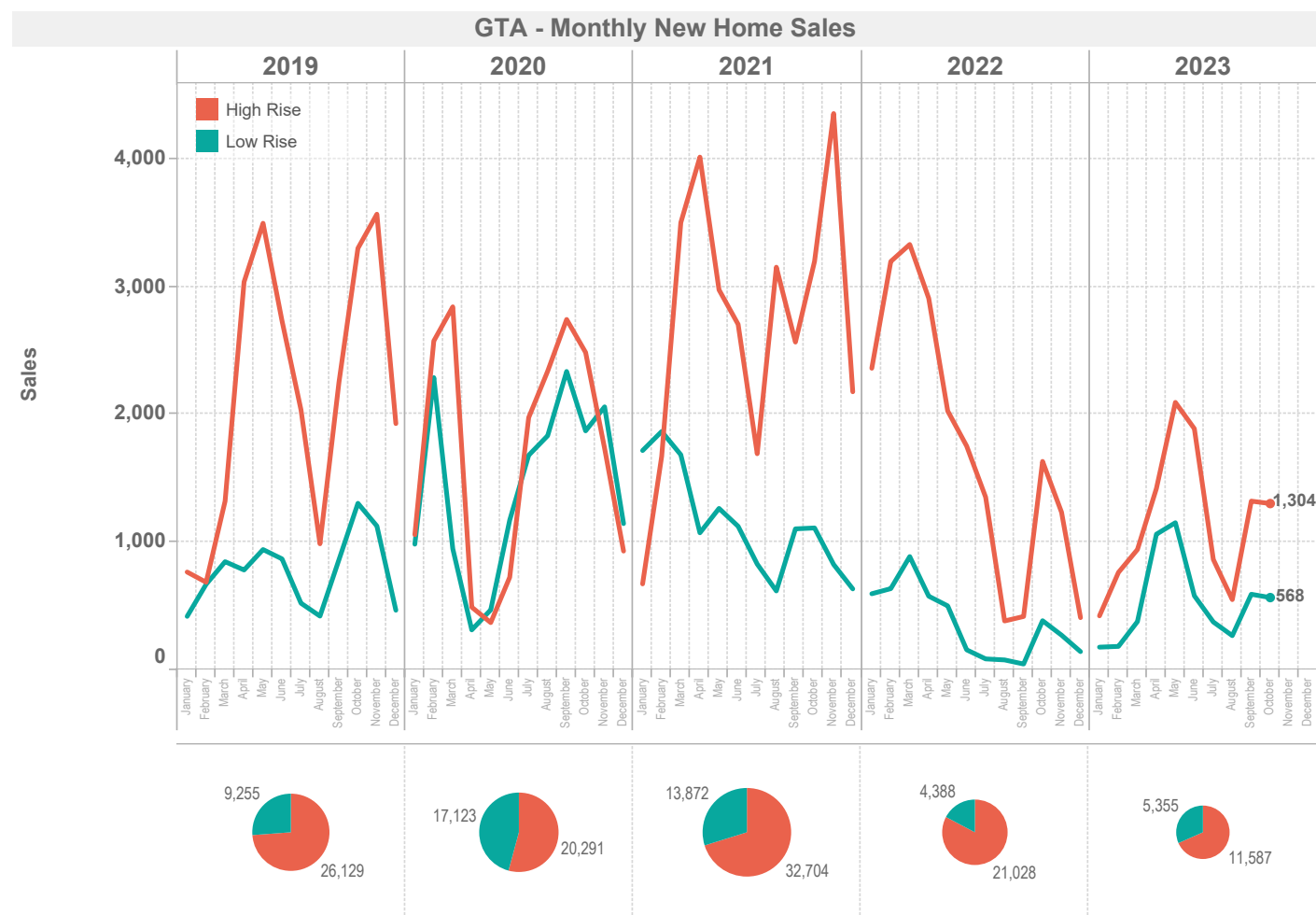
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

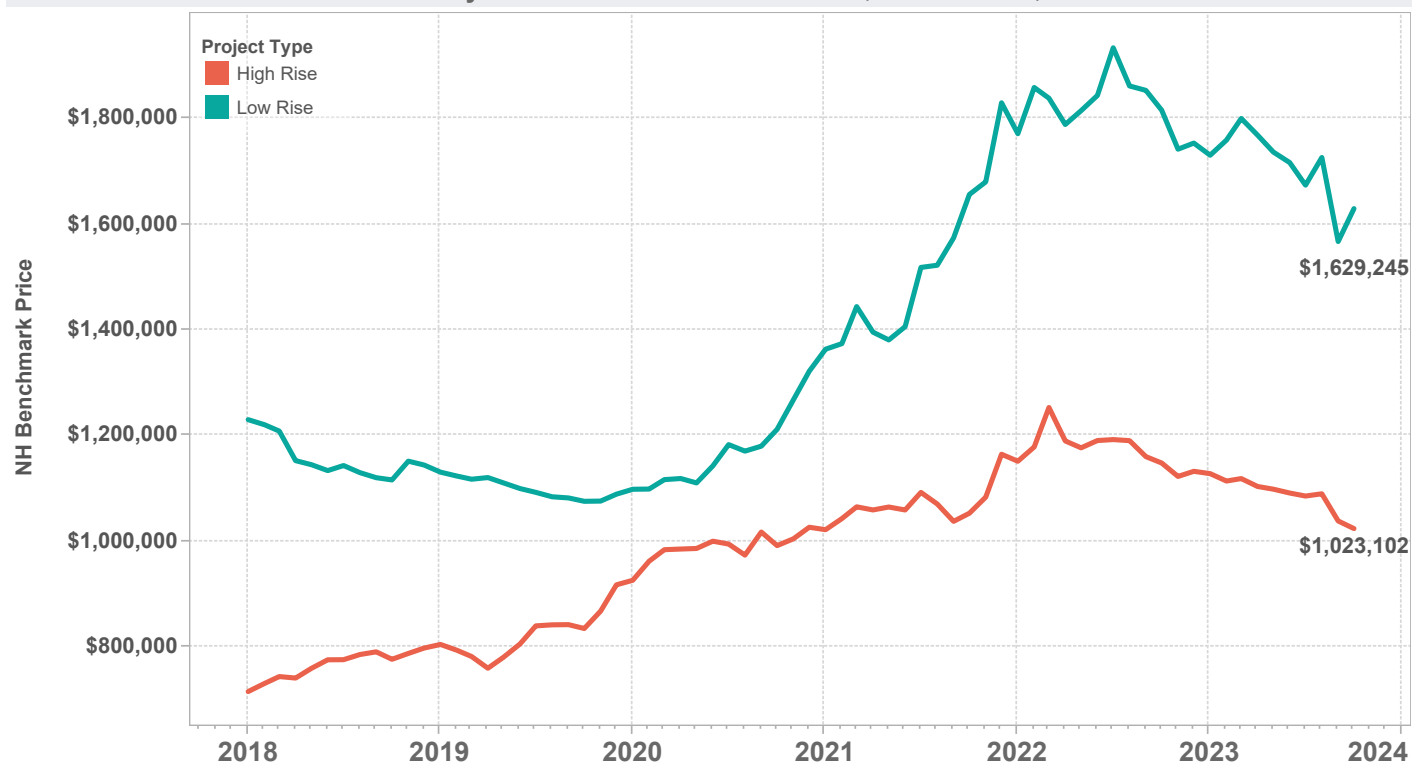
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

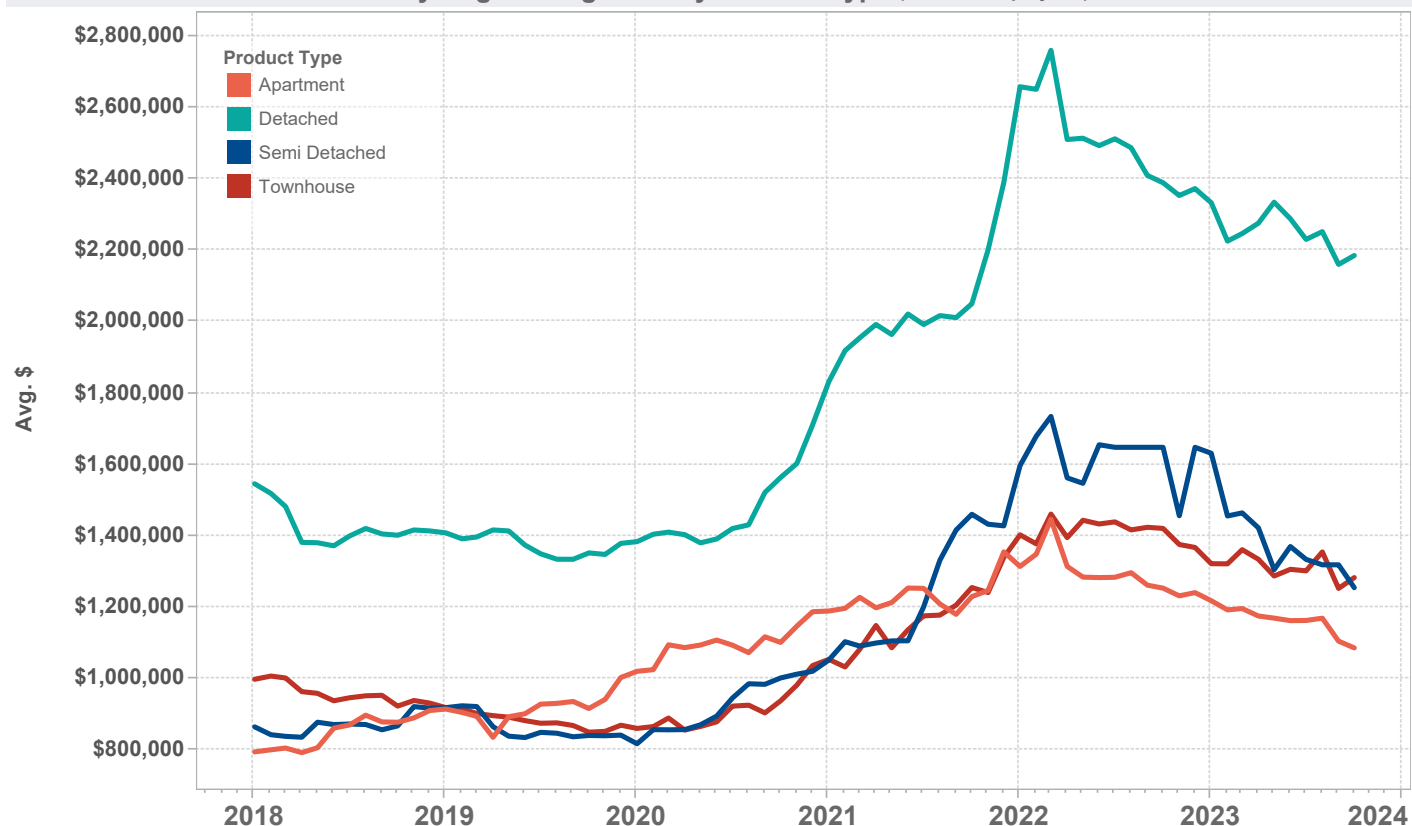


Pricing

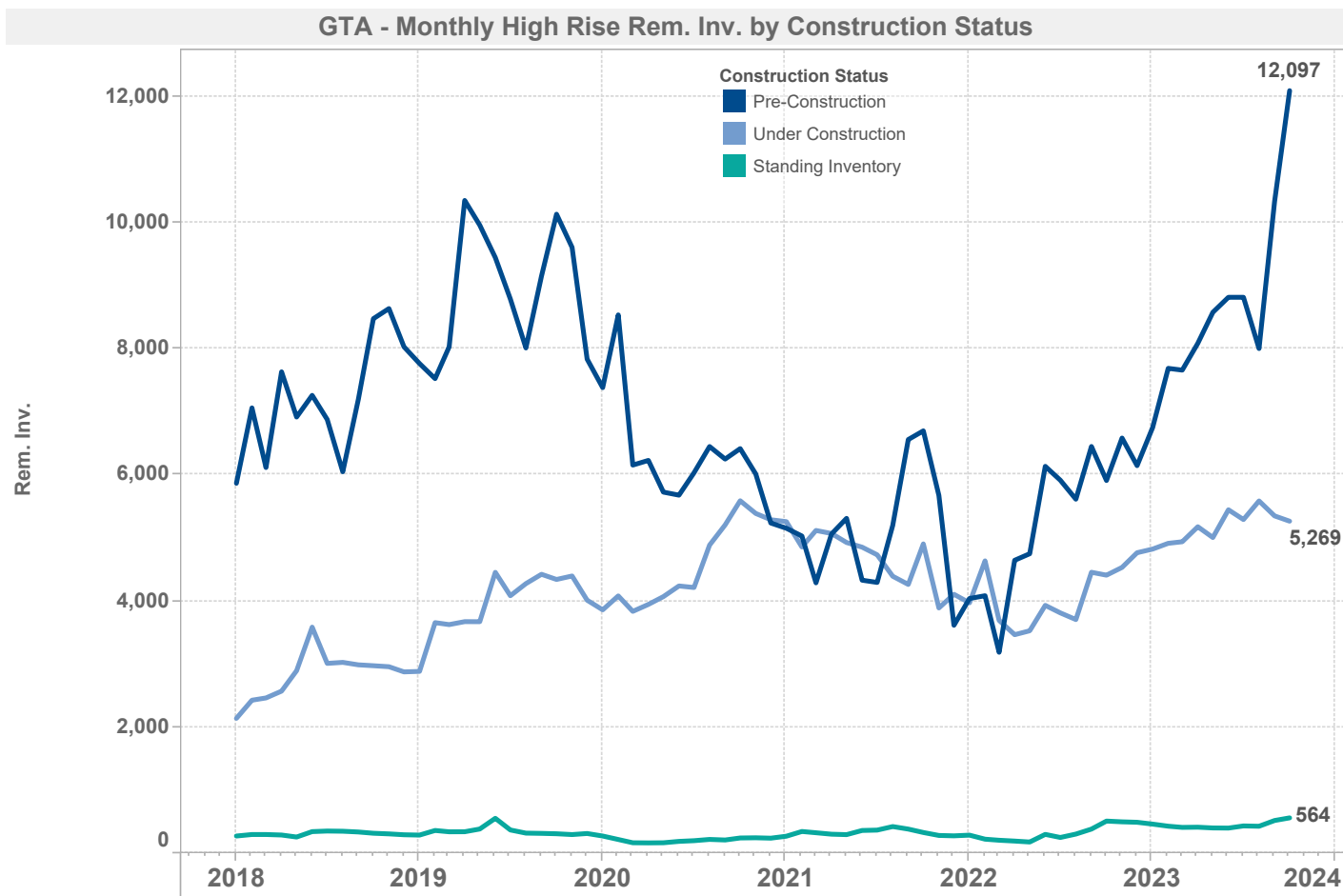
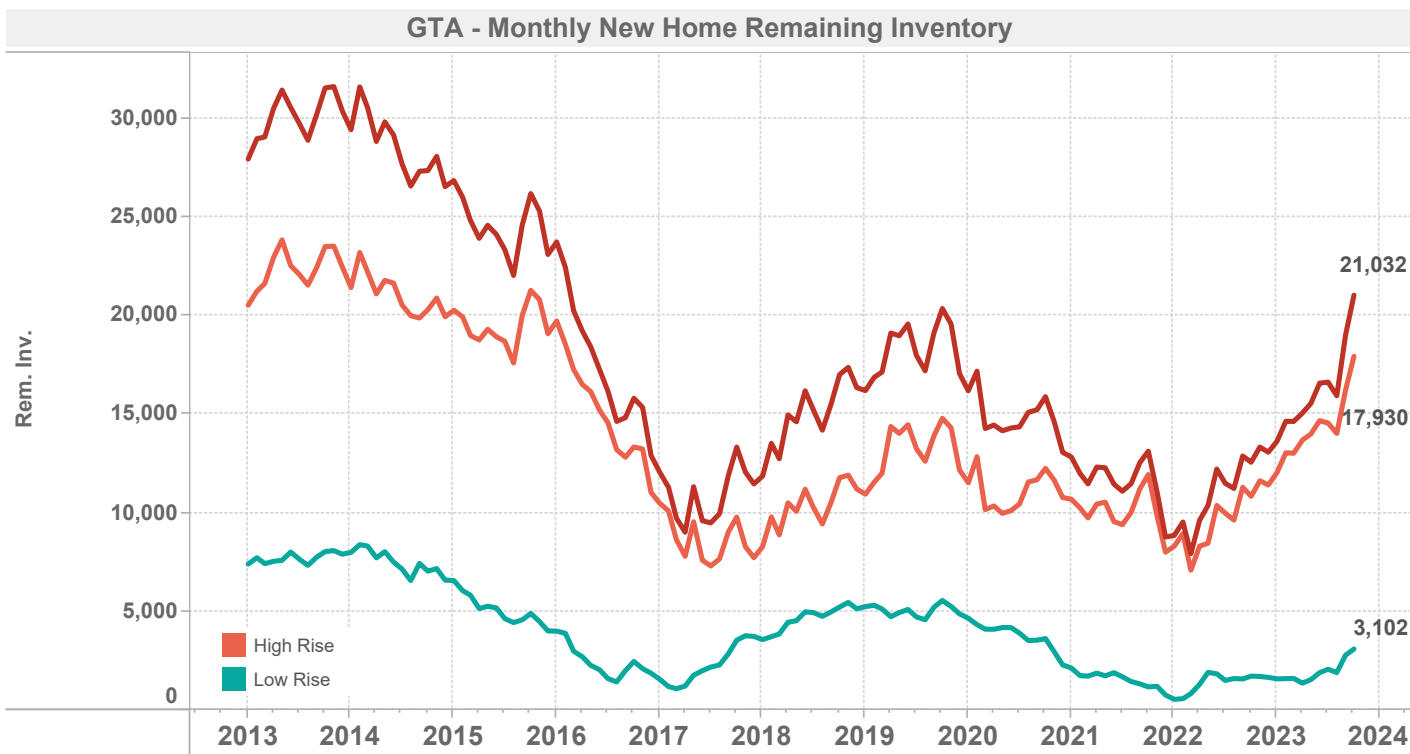
Monthly New Home Benchmark Price (excludes extremes)



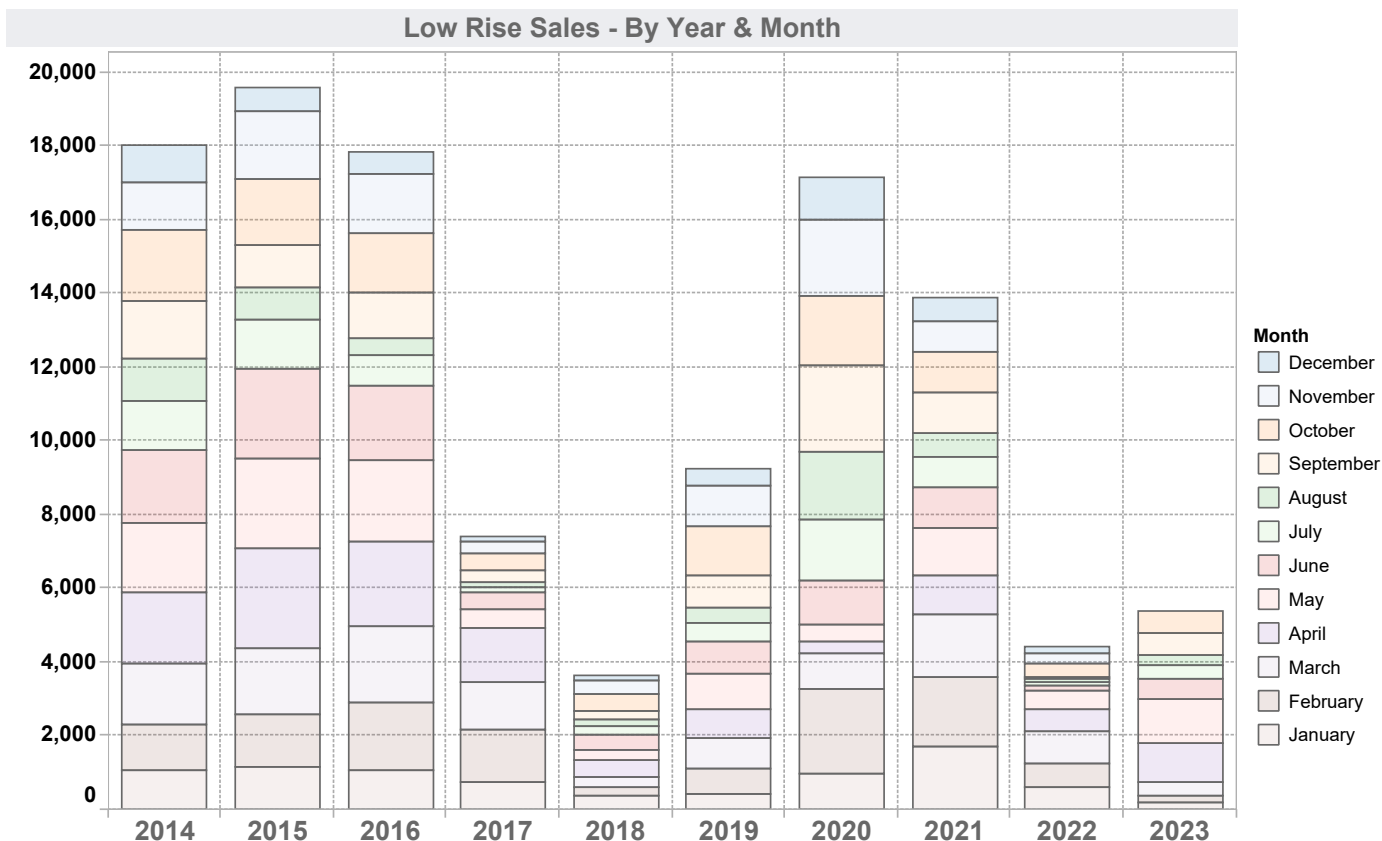
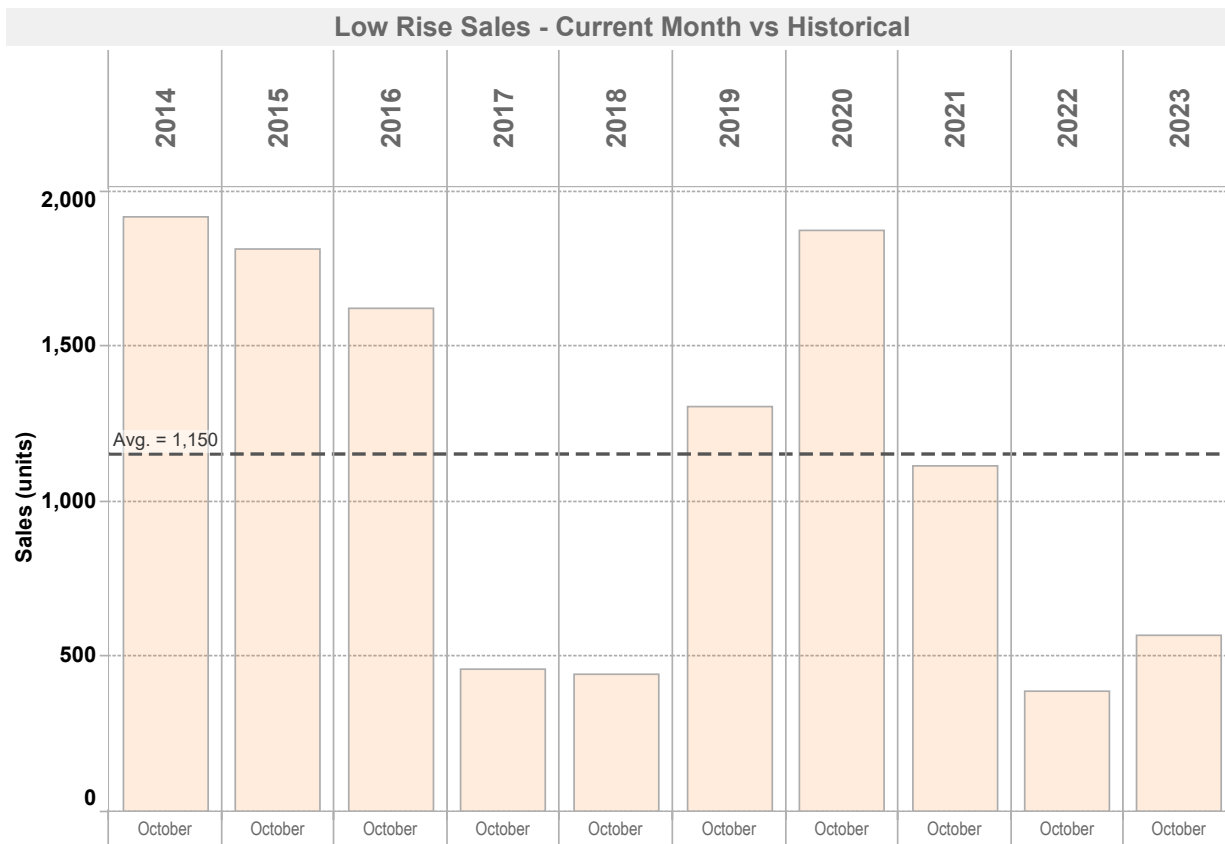
Monthly Avg. Asking Price by Product Type (includes all projects)



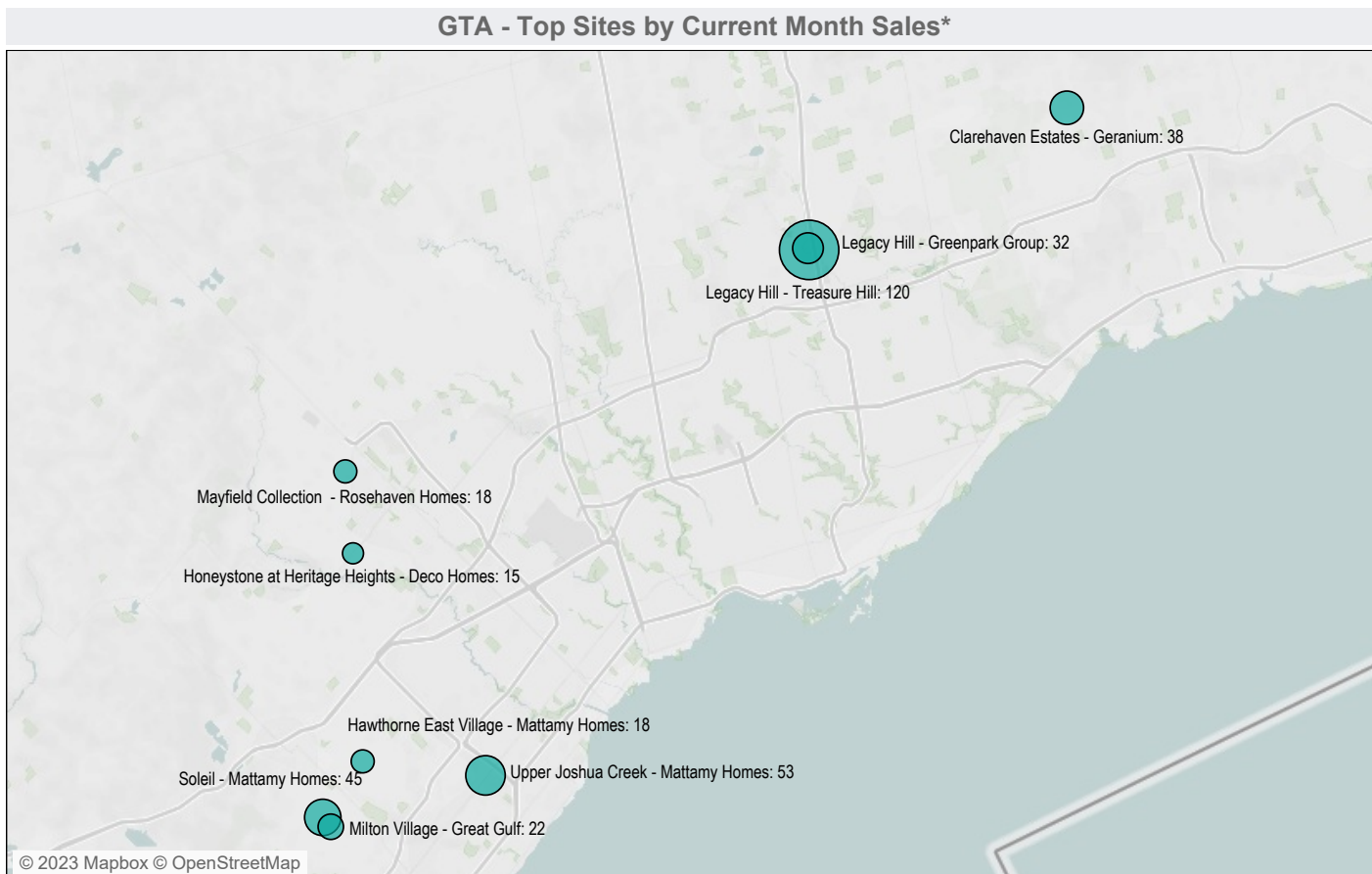
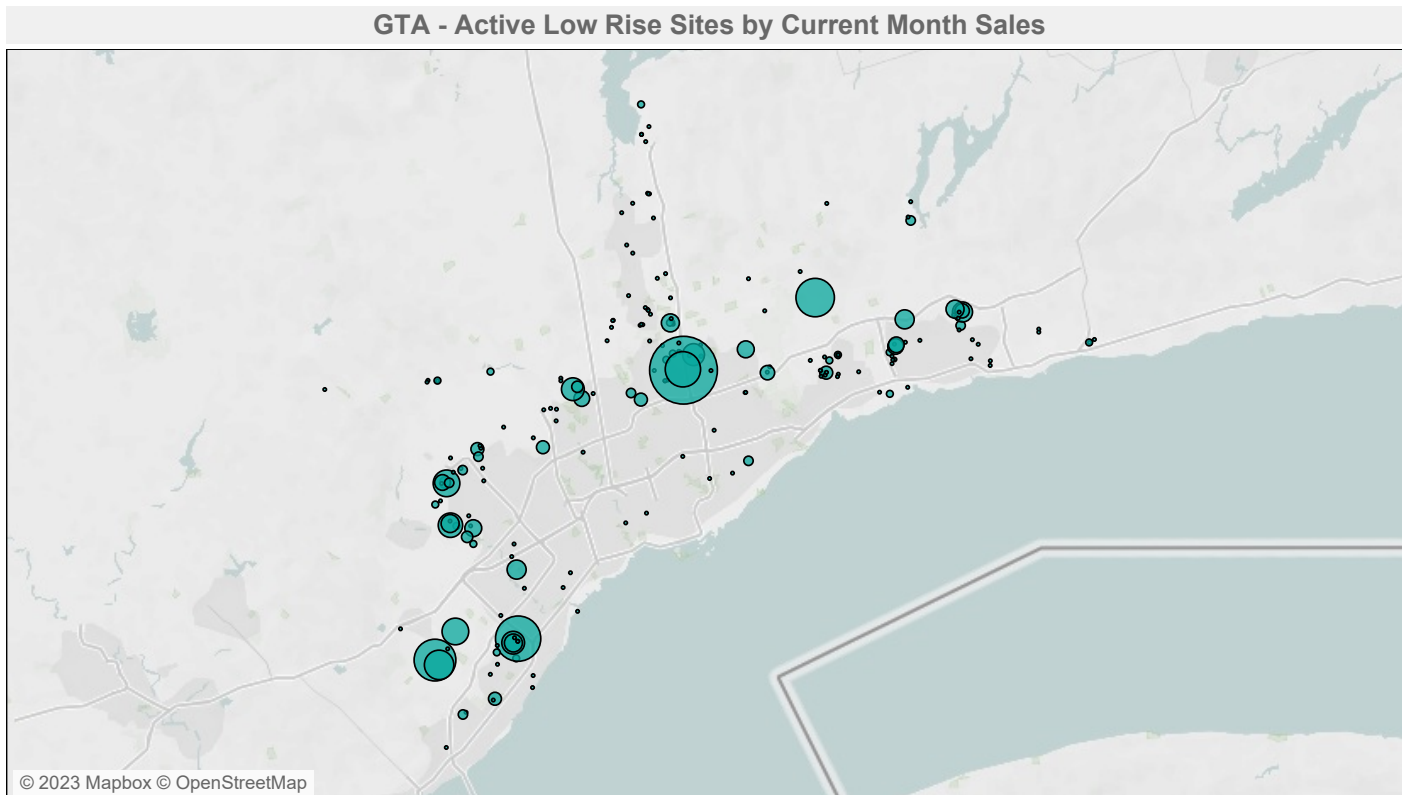
Remaining Inventory



Historical Sales Comparison



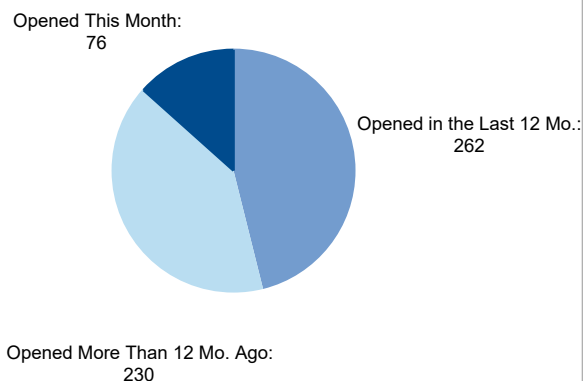
Current Sites



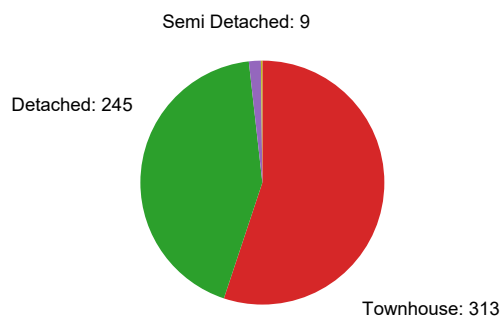
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

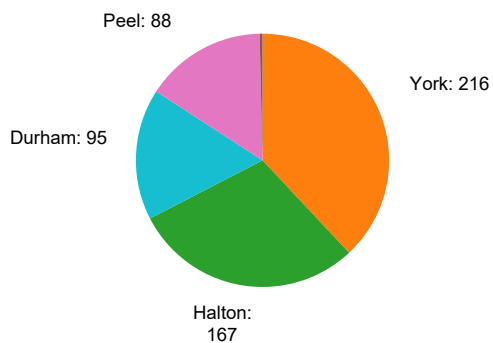
Sales by Opening Date



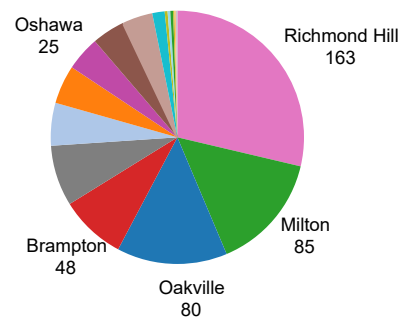
Sales by Product Type



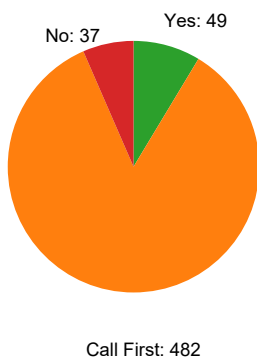
Sales by Region



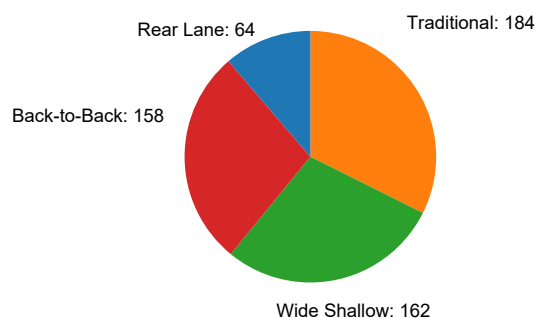
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



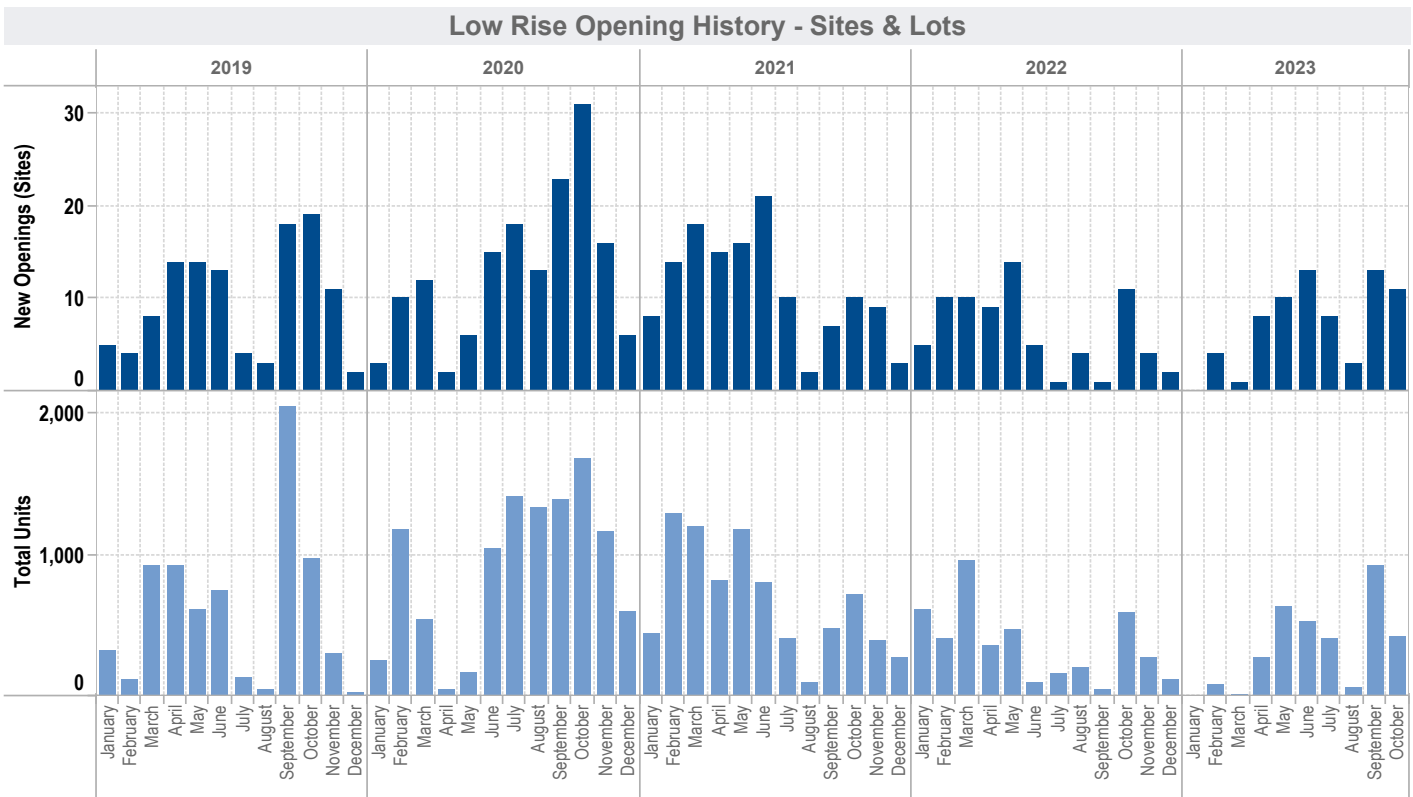
Sales by Lot Type



New Openings

October 2023 - Low Rise Openings - New Projects & Product Offerings							
Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Honestone at Heritage Heights - Deco Homes	Freehold	Brampton	2023-10-06	37	15	22	\$528
Sora Vista - CountryWide Homes	Freehold	Vaughan	2023-10-07	21	7	14	\$662
Clarehaven Estates - Geranium	Freehold	Pickering	2023-10-11	70	38	32	\$679
Seatonville - Fieldgate Homes	Freehold	Pickering	2023-10-11	18	1	17	\$613
Ellis Lane - Mattamy Homes	Freehold	Caledon	2023-10-21	159	2	157	
Millcroft Grove - Trinity Point Developments	Freehold	Burlington	2023-10-21	30	2	28	\$790
South Cornell - CountryWide Homes	Freehold	Markham	2023-10-21	18	5	13	\$622
Caledon Towns - Auriga Homes	Freehold Common Element	Caledon	2023-10-27	17	0	17	\$497
Estates of West River Valley - Royal Pine Homes	Freehold	Brampton	2023-10-28	6	0	6	
Qui Modern Towns - LeBANC Development	Freehold Common Element	Markham	2023-10-28	7	0	7	\$728
Woodend Place - CountryWide Homes	Freehold	Vaughan	2023-10-29	31	6	25	\$699
Grand Total				414	76	338	\$667

* 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	189	391	527	16	51	86	190	135			1,686	17.9%		31.5%	
Treasure Hill	9	8	5	8	45	45	20	54	1	132			327	6.8%		37.6%	
Aspen Ridge Homes	0	33	21	124	76	1	55	5	2	9			326	6.2%		43.7%	
Greenpark Group	3	0	5	41	44	20	5	21	64	37			240	4.7%		48.2%	
Great Gulf	17	26	21	19	15	12	10	8	27	37			192	3.3%		51.7%	
Fieldgate Homes	0	0	0	31	31	83	8	11	5	7			176	3.1%		55.0%	
Paradise Developments	0	0	0	46	64	5	7	0	45	1			168	2.7%		58.2%	
Caivan	10	11	23	20					95	8			167	2.5%		61.3%	
CountryWide Homes	1	9	5	32	16	9	26	5	23	29			155	2.4%		64.2%	
Arista Homes	0	0	0	39	16	46	0	0	15	8			124	2.0%		66.5%	
Digreen Homes					104	4	2	0	1	1			112	1.9%		68.6%	
Regal Crest Homes	3	5	5	4	7	3	63	5	1	2			98	1.8%		70.4%	
Opus Homes	23	31	0	0	0	35	6	0	0	0			95	1.8%		72.2%	
Brookfield Residential	0	0	2	56	13	6	1	0	6	0			84	1.8%		73.8%	
Deco Homes	30	0	11	0	0	19	8	1	0	15			84	1.7%		75.3%	
TowerHill Homes				67	0	0	3	2	1	0			73	1.6%		76.7%	
Branthaven Homes	1	1	3	5	0	41	15	3	0	3			72	1.5%		78.0%	
Minto Developments	0	3	32	0	0	0	0	0	28	8			71	1.5%		79.4%	
Madison Group	0	4	22	14	11	1	2	3	1	11			69	1.4%		80.7%	
Royal Pine Homes	0	0	0	43	4	13	1	0	3	4			68	1.3%		81.9%	
Vandyk Properties Inc.	0	1	5	11	19	22	7	1	0	0			66	1.3%		83.2%	
Fernbrook Homes	0	0	1	2	0	19	9	4	14	4			53	1.3%		84.1%	
	180	186	380	1,064	1,154	582	377	270	594	568			5,355				

Top Builders - Last 12 Months

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

Builder	2022			2023									Total	Market Share		Cum. Mkt. Share	
	October	November	December	January	February	March	April	May	June	July	August	September		%		%	
Mattamy Homes	87	54	20	57	44	189	391	527	16	51	86	190	1,712	30.6%		30.6%	
Treasure Hill	154	39	3	9	8	5	8	45	45	20	54	1	391	7.0%		37.6%	
Aspen Ridge Homes	0	0	1	0	33	21	124	76	1	55	5	2	318	5.7%		43.3%	
Greenpark Group	27	4	1	3	0	5	41	44	20	5	21	64	235	4.2%		47.5%	
Great Gulf	28	24	16	17	26	21	19	15	12	10	8	27	223	4.0%		51.5%	
Caivan	0	1	13	10	11	23	20					95	173	3.1%		54.6%	
Fieldgate Homes	0	0	0	0	0	0	31	31	83	8	11	5	169	3.0%		57.6%	
Paradise Developments	0	0	0	0	0	0	46	64	5	7	0	45	167	3.0%		60.6%	
Opus Homes	0	42	24	23	31	0	0	0	35	6	0	0	161	2.9%		63.5%	
Deco Homes	0	62	10	30	0	11	0	0	19	8	1	0	141	2.5%		66.0%	
CountryWide Homes	0	0	1	1	9	5	32	16	9	26	5	23	127	2.3%		68.2%	
Arista Homes	0	0	0	0	0	0	39	16	46	0	0	15	116	2.1%		70.3%	
Digreen Homes								104	4	2	0	1	111	2.0%		72.3%	
Regal Crest Homes	9	2	0	3	5	5	4	7	3	63	5	1	107	1.9%		74.2%	
Brookfield Residential	2	0	0	0	0	2	56	13	6	1	0	6	86	1.5%		75.8%	
Vandyk Properties Inc.	3	0	5	0	1	5	11	19	22	7	1	0	74	1.3%		77.1%	
TowerHill Homes							67	0	0	3	2	1	73	1.3%		78.4%	
Branthaven Homes	2	0	0	1	1	3	5	0	41	15	3	0	71	1.3%		79.7%	
Minto Developments	6	1	0	0	3	32	0	0	0	0	0	28	70	1.3%		80.9%	
Royal Pine Homes	0	6	0	0	0	0	43	4	13	1	0	3	70	1.3%		82.2%	
Madison Group	2	3	0	0	4	22	14	11	1	2	3	1	63	1.1%		83.3%	
Royalpark Homes	17	7	0	0	0	0	0	0	17	13	5	0	59	1.1%		84.3%	
	387	274	145	180	186	380	1,064	1,154	582	377	270	594	5,593				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Lot Size	2023 October
Legacy Hill - Treasure Hill	Richmond Hill	Townhouse	20'	120
			Total	120
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34'	4
			38'	9
			45'	0
		Townhouse	20'	12
			21'	1
			23'	27
		Total		53
Soleil - Mattamy Homes	Milton	Detached	30'	10
			34'	1
			36'	30
		Townhouse	21'	0
			23'	4
		Total		45
Clarehaven Estates - Geranium	Pickering	Detached	100'	38
			Total	38
Legacy Hill - Greenpark Group	Richmond Hill	Detached	36'	18
			40'	14
			Total	32
Milton Village - Great Gulf	Milton	Detached	31'	4
			36'	5
			45'	5
		Semi Detached	26'	8
		Townhouse	21'	0
			Total	22
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	0
			36'	0
		Townhouse	20'	3
			21'	15
		Total		18
Mayfield Collection - Rosehaven Homes	Caledon	Detached	30'	5
			38'	3
			41'	5
			45'	5
			Total	18
Honestone at Heritage Heights - Deco Homes	Brampton	Townhouse	20'	7
			21'	8
			Total	15
Oakpointe - Great Gulf	Oakville	Townhouse	18'	0
			20'	13
			Total	13
Sora Vista - CountryWide Homes	Vaughan	Detached	42'	6
			45'	7
			Total	13

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	October 2022					October 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0			0	0	1		0	0	1
	Brock										
	Clarington	4			0	4	1			0	1
	Oshawa	0	0		6	6	5		0	20	25
	Pickering	0		0	2	2	41		1	2	44
	Scugog	0				0	1	1		0	2
	Uxbridge	0			0	0	0			0	0
	Whitby	2		0	12	14	11		0	11	22
	Total	6	0	0	20	26	60	1	1	33	95
Halton	Burlington			0	1	1	2		0	0	2
	Halton Hills	1				1					
	Milton	89		0	33	122	55		8	22	85
	Oakville	0			150	150	13			67	80
	Total	90		0	184	274	70		8	89	167
Peel	Brampton	0		0	8	8	19		0	29	48
	Caledon	5				5	28			3	31
	Mississauga	3			1	4	0			9	9
	Total	8		0	9	17	47		0	41	88
Toronto	East York										
	Etobicoke										
	North York	0			0	0				0	0
	Old Toronto			0		0			0		0
	Scarborough	0			0	0	1			1	2
	York				0	0				0	0
	Total	0		0	0	0	1		0	1	2
York	Aurora	0			0	0	0			0	0
	East Gwillimbury	0		0	0	0	0		0	0	0
	Georgina	20				20	1				1
	King	0				0	0				0
	Markham	2			2	4	5			19	24
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	44	0	0	0	44	41	0	0	122	163
	Vaughan	2			0	2	20			8	28
	Whitchurch-Stouffville	0				0	0				0
	Total	68	0	0	2	70	67	0	0	149	216
Grand Total		172	0	0	215	387	245	1	9	313	568

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	6		4	0	10	9	0		12	0	21	
	Brock						0				0	0	
	Clarington	63			10	73	44	0		0	35	79	
	Oshawa	134	13	11	159	317	48	0		7	124	179	
	Pickering	776		133	287	1,196	81	0	0	34	64	179	
	Scugog	13	8		2	23	13	10		0	5	28	
	Uxbridge	0			0	0	20	0		0	26	46	
	Whitby	46		6	74	126	50	0		0	65	115	
	Total	1,038	21	154	532	1,745	265	10	0	53	319	647	
Halton	Burlington	2		0	3	5	28	0		0	3	31	
	Halton Hills	3				3	0	0		0	0	0	
	Milton	138		10	433	581	51	0		12	41	104	
	Oakville	185			735	920	42			0	317	359	
	Total	328		10	1,171	1,509	121	0		12	361	494	
Peel	Brampton	207		0	664	871	149	0		0	256	405	
	Caledon	110			9	119	300	0		0	224	524	
	Mississauga	10		8	54	72	24	0		0	70	94	
	Total	327		8	727	1,062	473	0		0	550	1,023	
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	23			31	54	4	0		0	17	21	
	York				0	0	0			0	5	5	
	Total	23		0	31	54	4	0		12	22	38	
York	Aurora	11			0	11	35	0	0	0	0	35	
	East Gwillimbury	65		2	48	115	13			0	3	16	
	Georgina	156				156	74	0		0	0	74	
	King	85				85	66	0		0	0	66	
	Markham	153			193	346	75	0		0	181	256	
	Newmarket		2	0	35	37	0	2		0	0	2	
	Richmond Hill	256	0	2	177	435	151	0		6	65	222	
	Vaughan	53			161	214	108	0		0	87	195	
	Whitchurch-Stouffville	5				5	34			0	0	34	
	Total	784	2	4	614	1,404	556	2	0	6	336	900	
Grand Total		2,500	23	176	3,075	5,774	1,419	12	0	83	1,588	3,102	



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