



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of November 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-23		Nov-22		Change
High Rise	1,310		1,229		6.6%
Low Rise	384		273		40.7%
Total	1,694		1,502		12.8%
Year to Date Sales	Jan.-Nov. 2023		Jan.-Nov. 2022		Y/Y Change
High Rise	12,852		20,610		-37.6%
Low Rise	5,726		4,242		35.0%
Total	18,578		24,852		-25.2%
Year to Date Supply	Jan.-Nov. 2023		Jan.-Nov. 2022		Y/Y Change
High Rise	21,206		24,514		-13.5%
Low Rise	7,541		5,183		45.5%
Total	28,747		29,697		-3.2%
Year to Date Completions	Jan.-Nov. 2023		Jan.-Nov. 2022		Y/Y Change
High Rise	21,556		11,271		91.3%
Remaining Inventory	Nov-23	Oct-23	Nov-22	M/M Change	Y/Y Change
High Rise	17,283	17,843	11,621	-3.1%	48.7%
Low Rise	3,477	3,193	1,709	8.9%	103.5%
Total	20,760	21,036	13,330	-1.3%	55.7%
Benchmark Price	Nov-23	Oct-23	Nov-22	M/M Change	Y/Y Change
High Rise	\$1,040,295	\$1,023,102	\$1,121,906	1.7%	-7.3%
Low Rise	\$1,594,036	\$1,629,245	\$1,741,828	-2.2%	-8.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	3	396	345	131	
High Rise Units	824	100,264	99,775	33,538	
% Sold*	20%	83%	92%	54%	
Low Rise Projects	9	212			
Low Rise Units	232	24,881			
% Sold*	22%	86%			

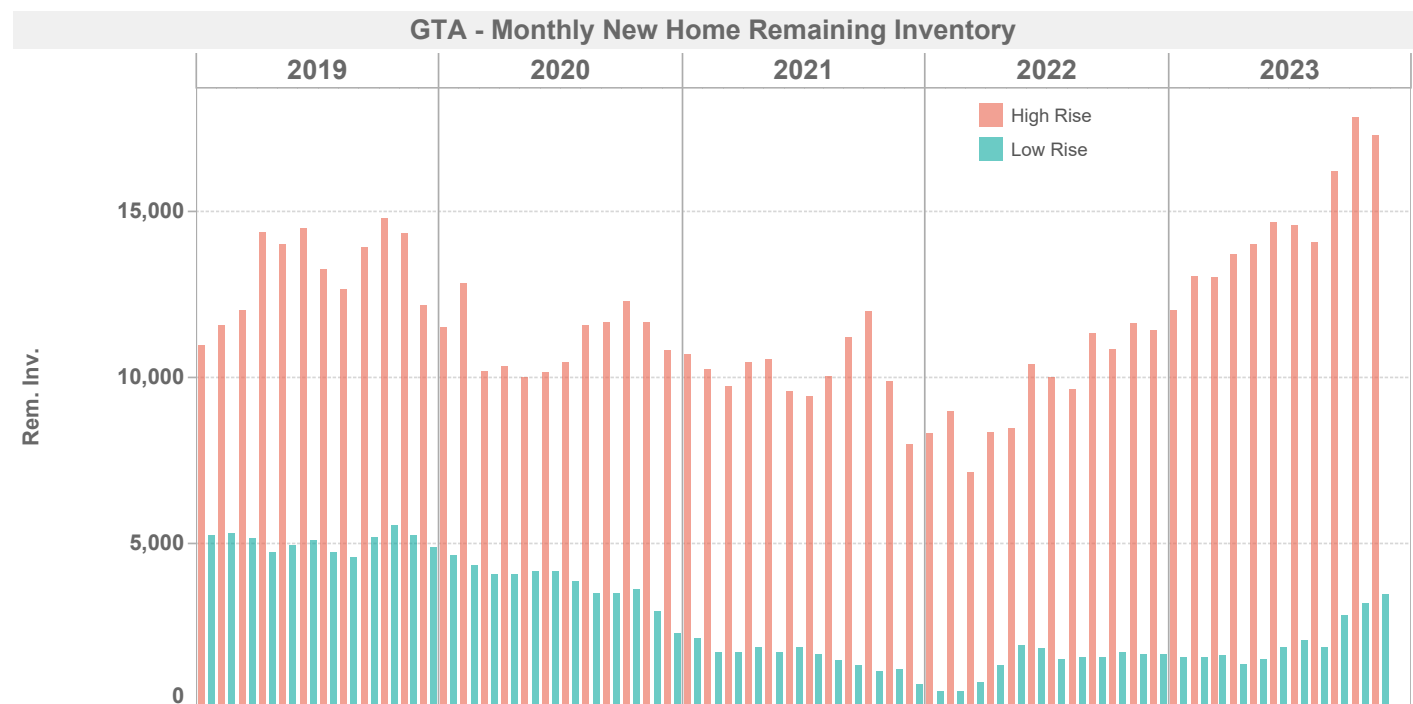
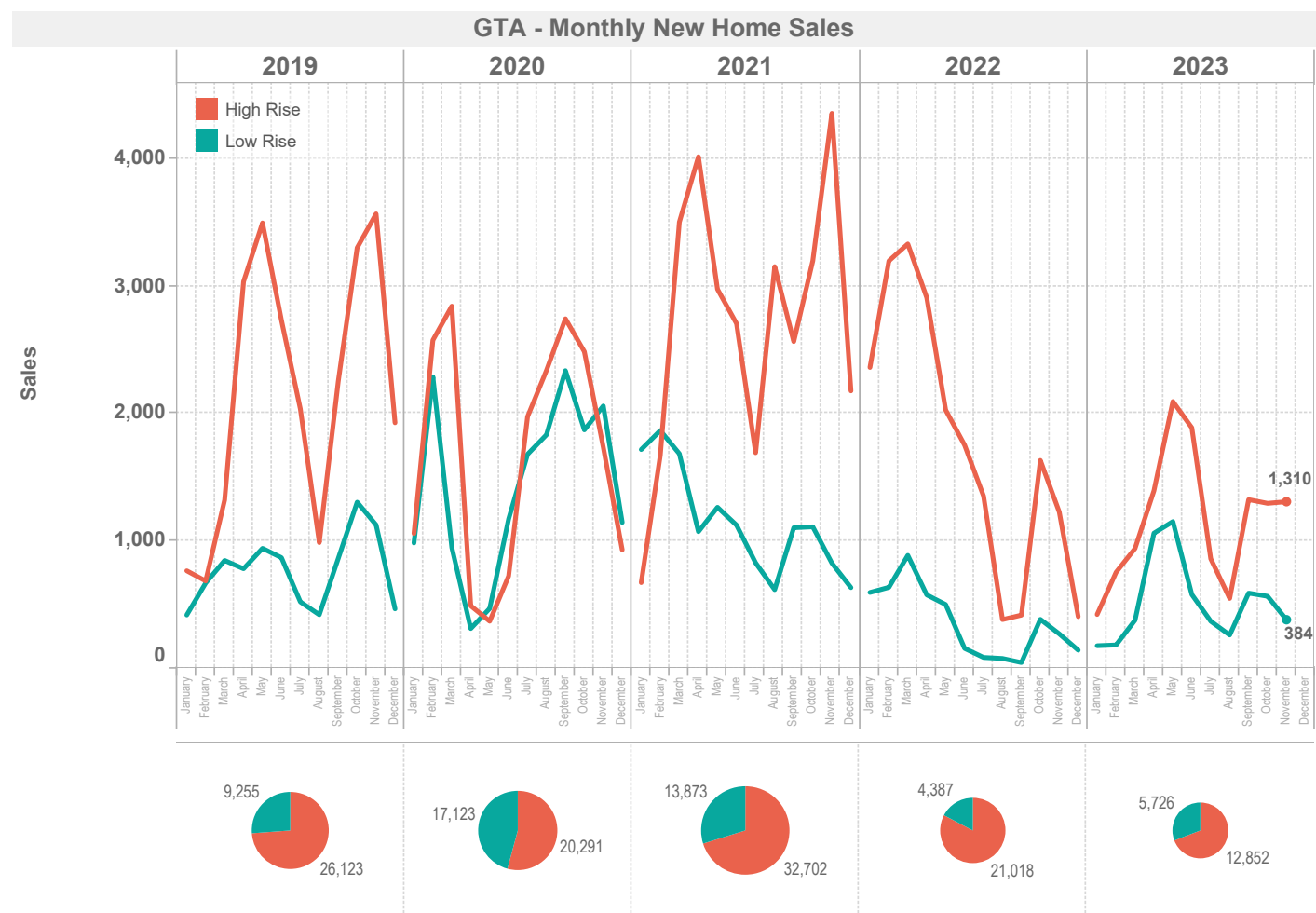
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

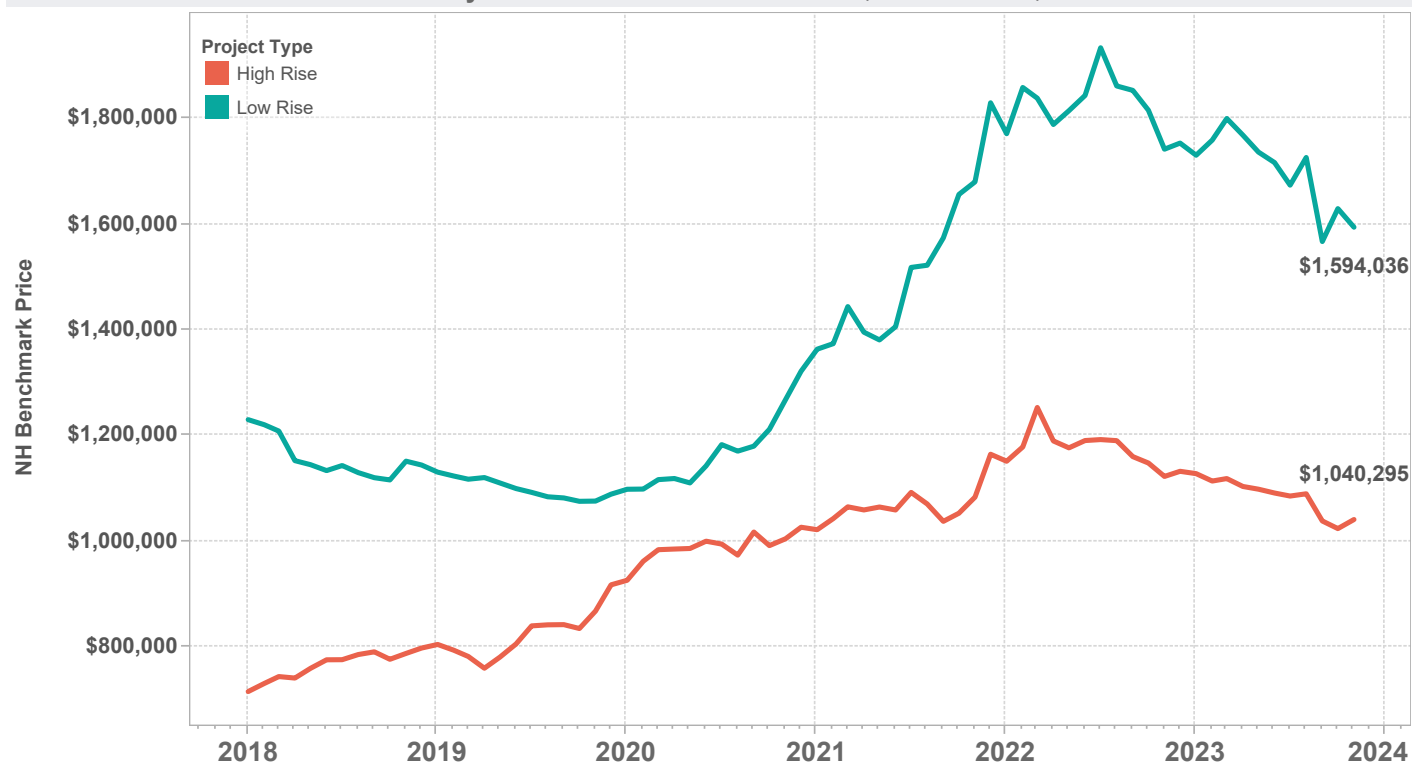
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

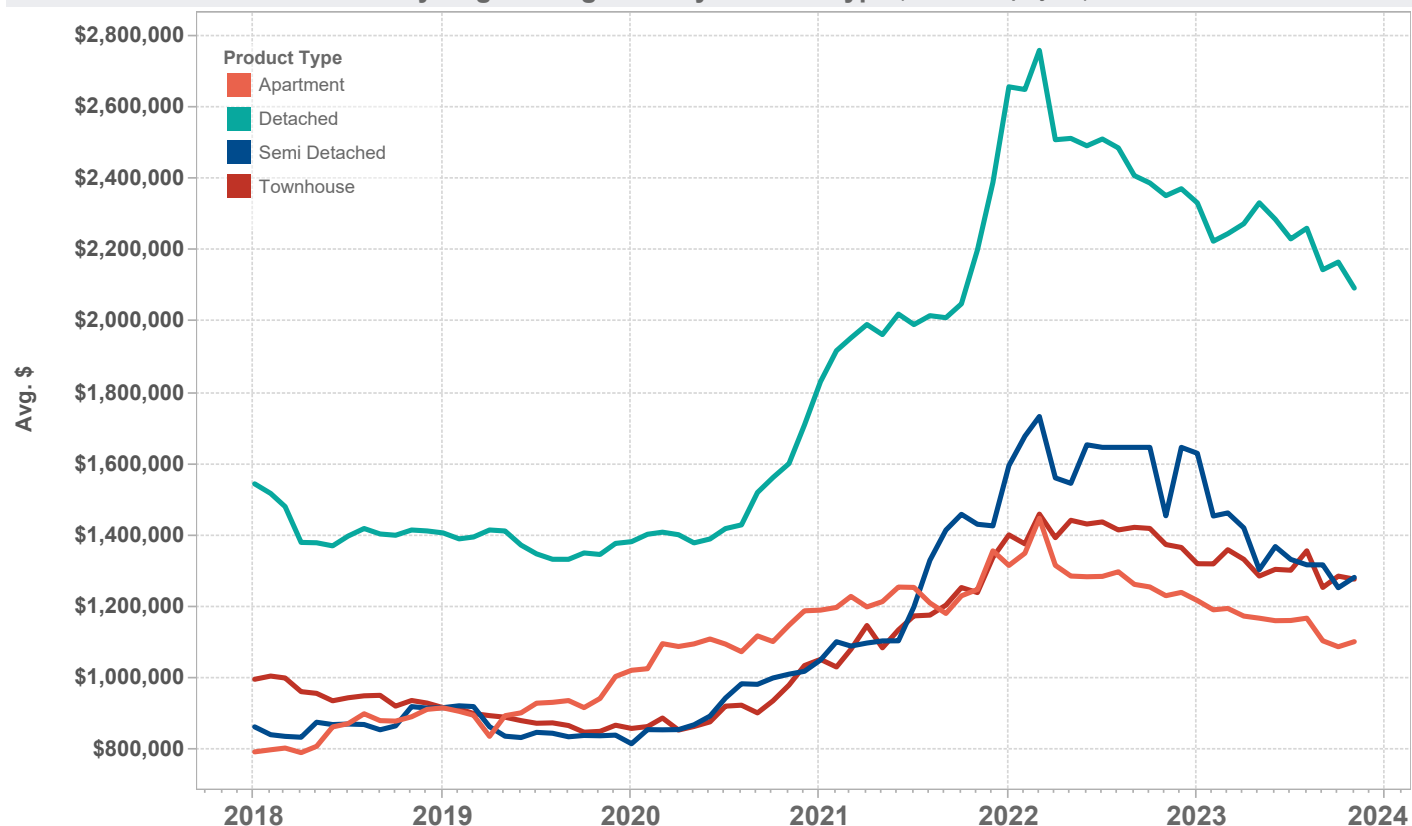


Pricing

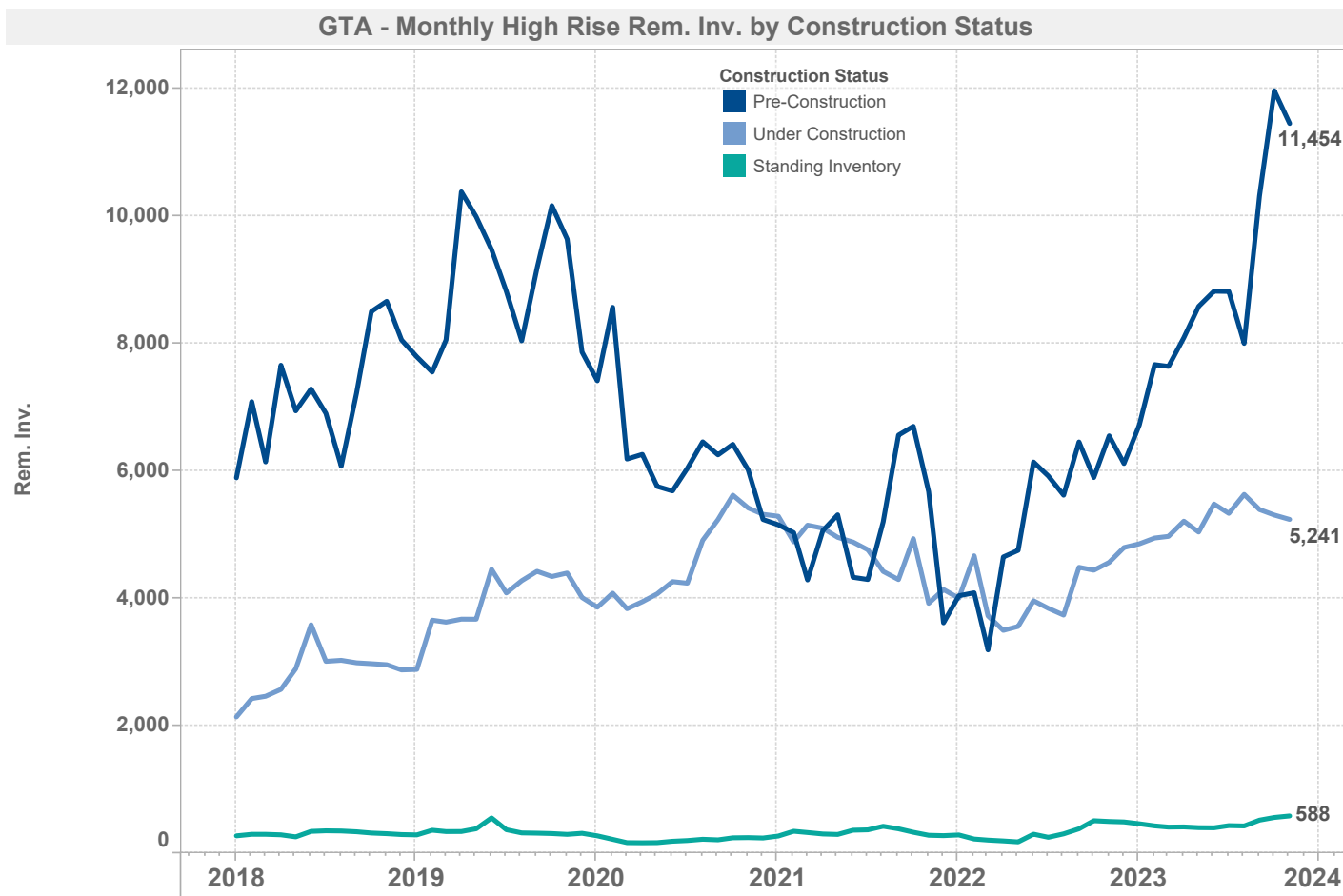
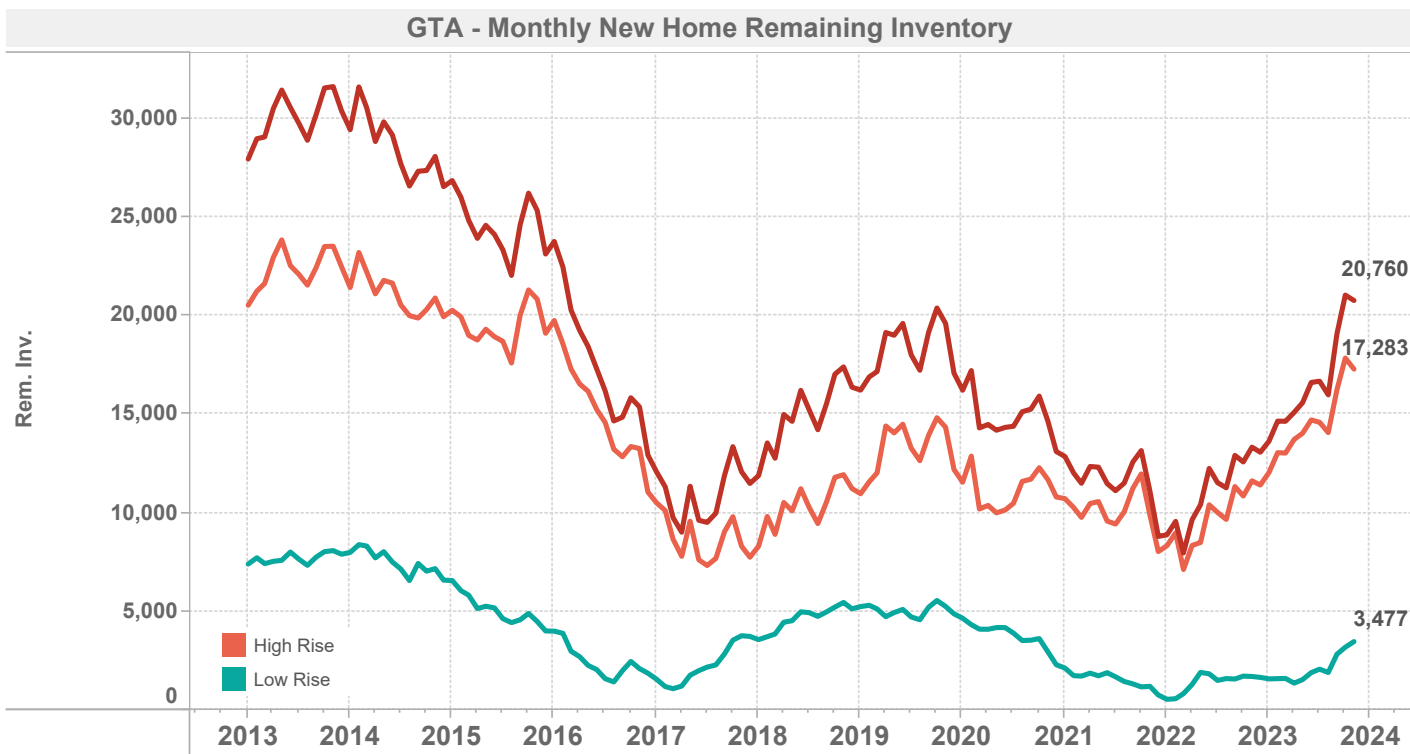
Monthly New Home Benchmark Price (excludes extremes)



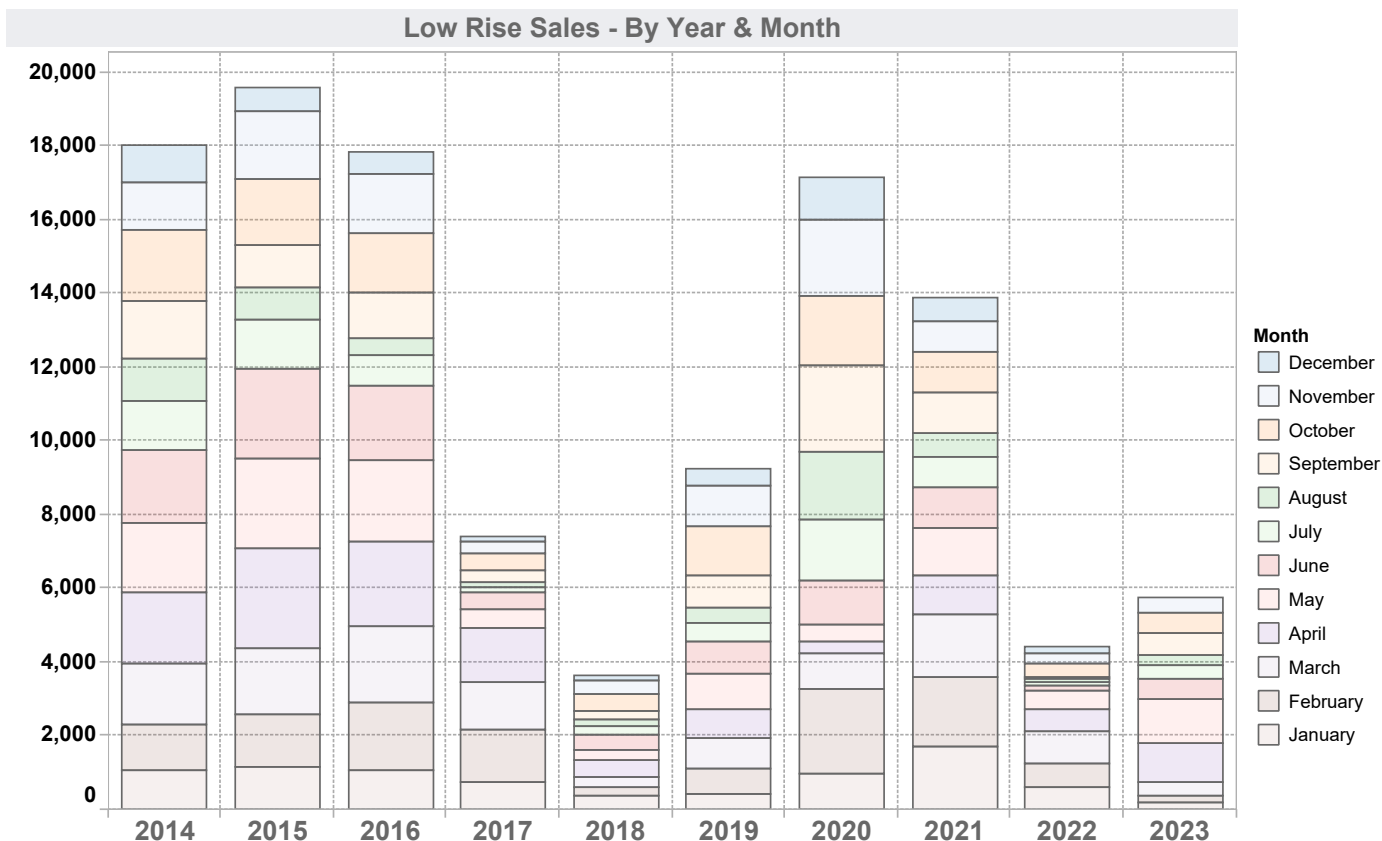
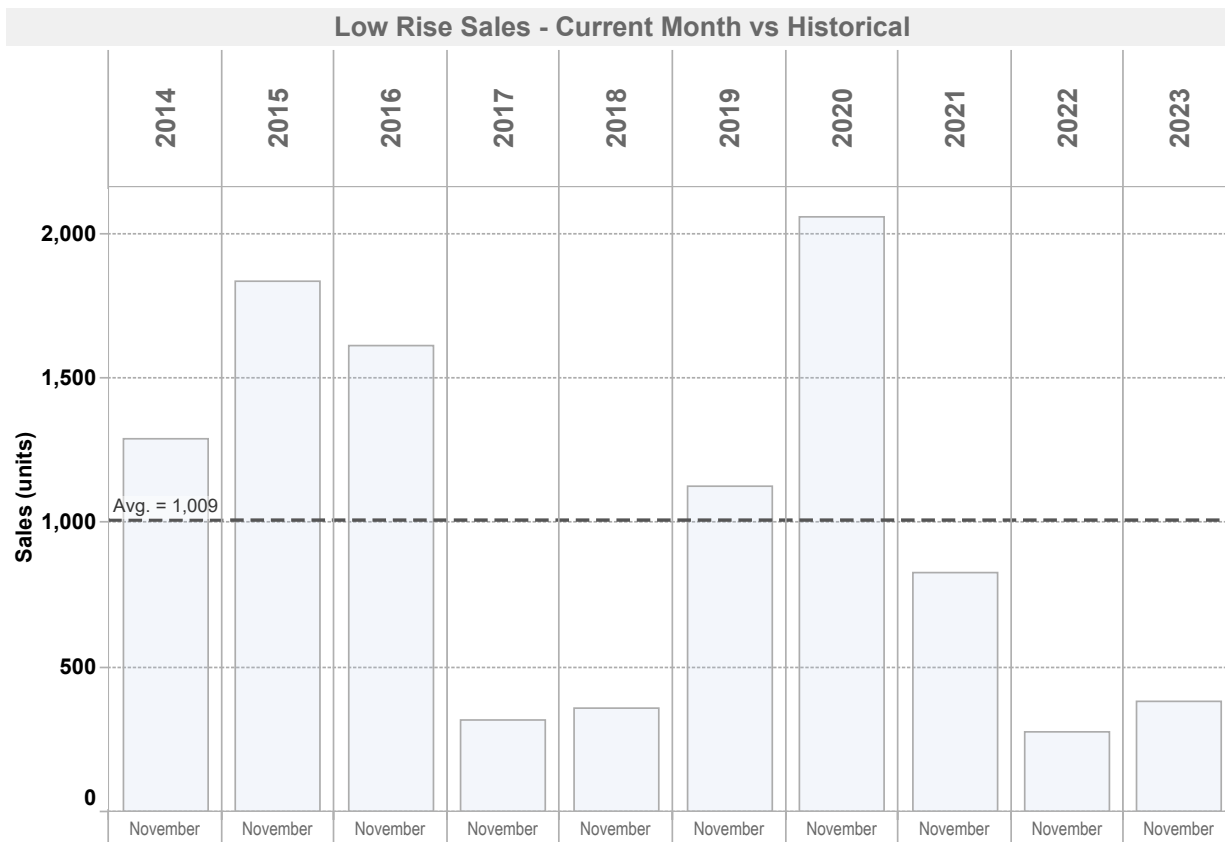
Monthly Avg. Asking Price by Product Type (includes all projects)



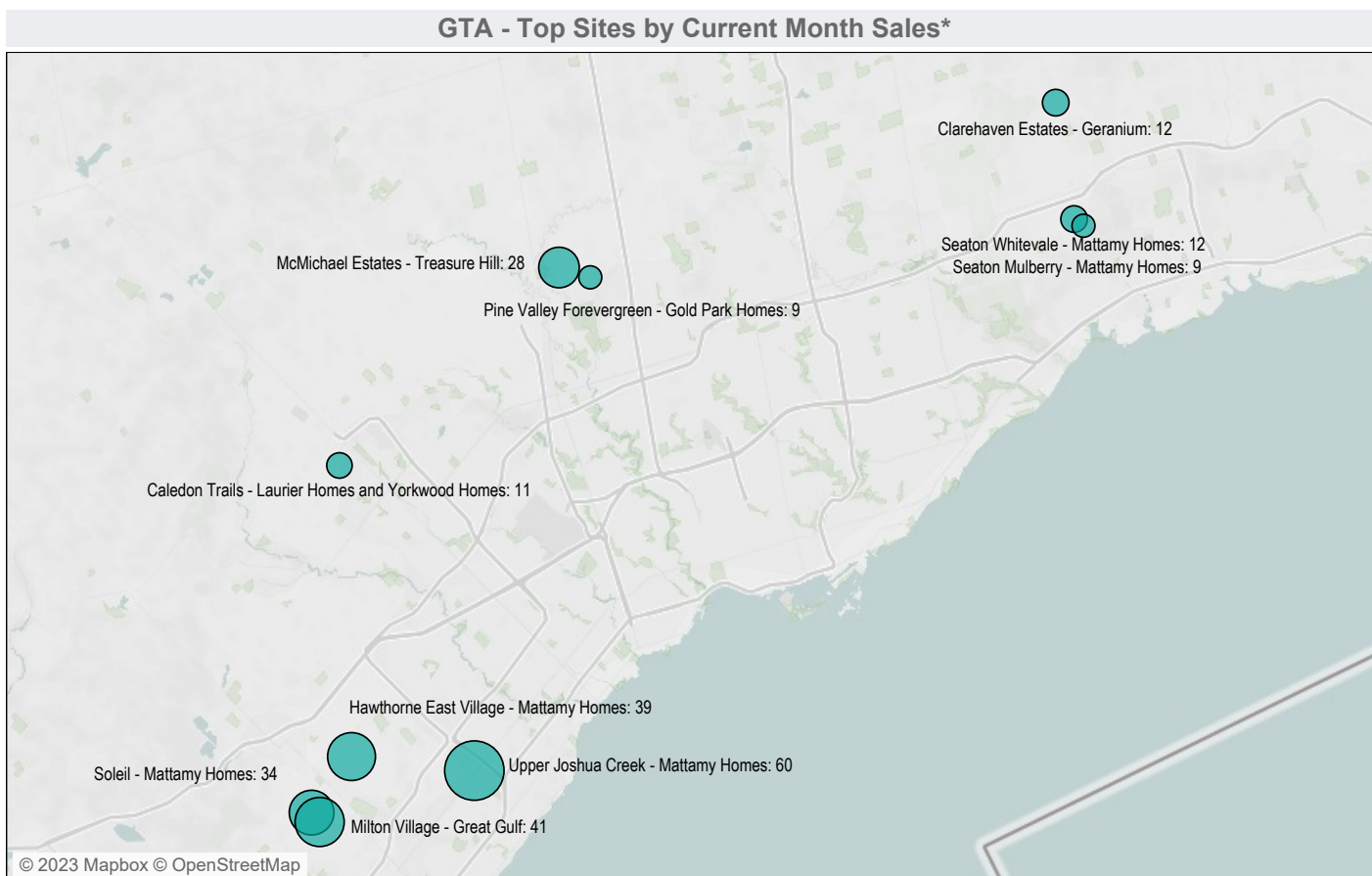
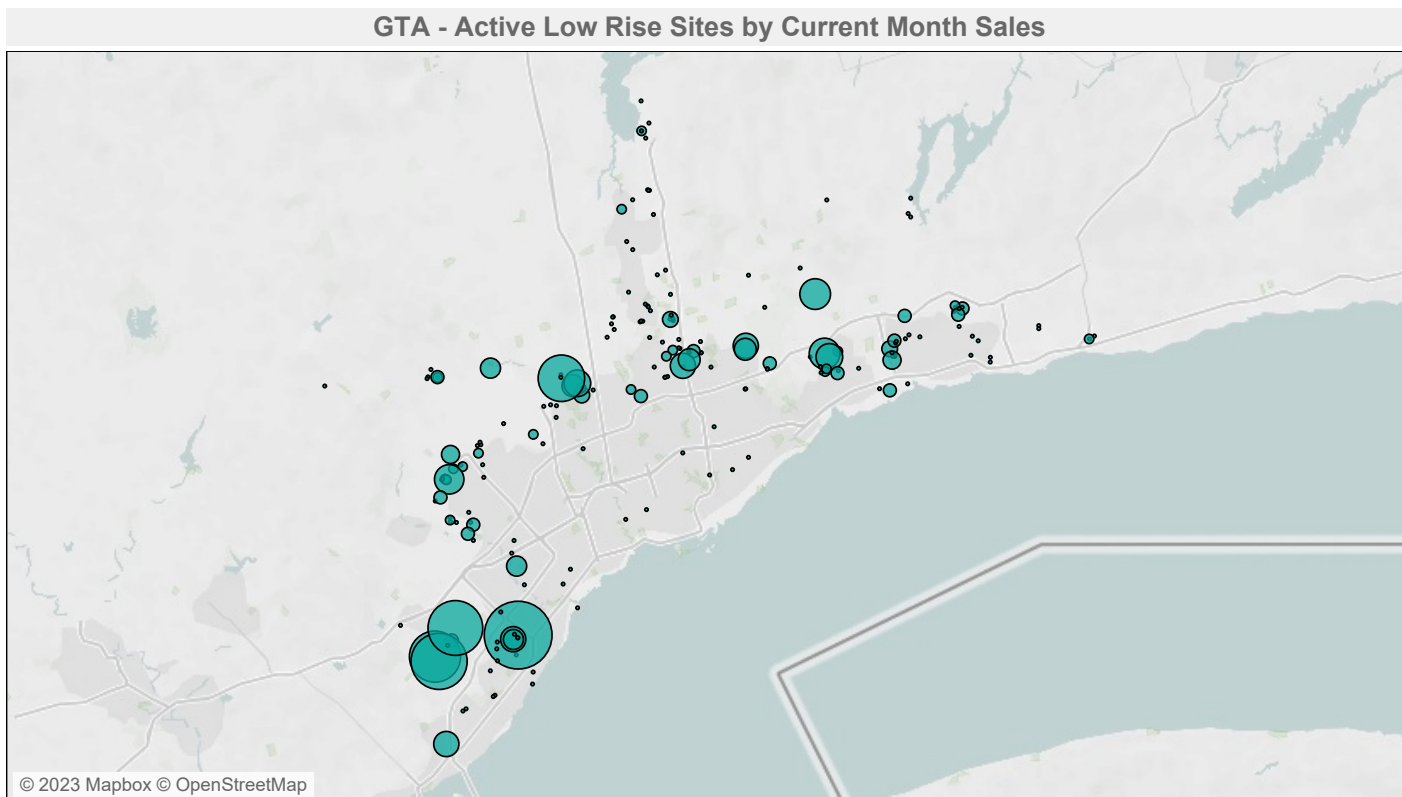
Remaining Inventory



Historical Sales Comparison



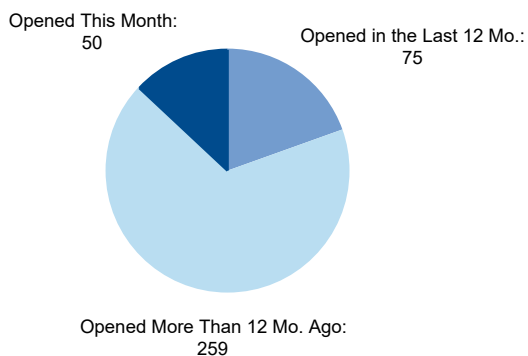
Current Sites



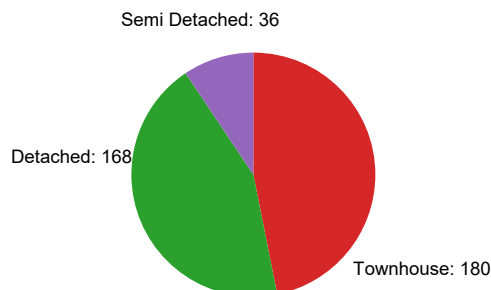
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

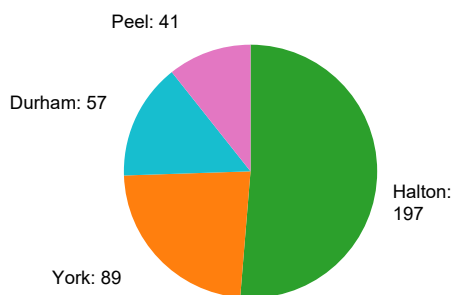
Sales by Opening Date



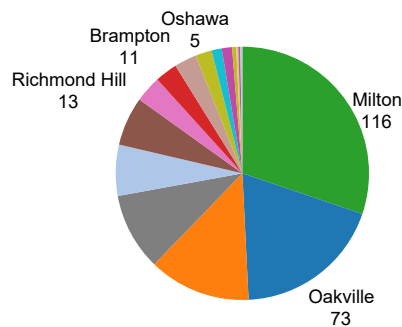
Sales by Product Type



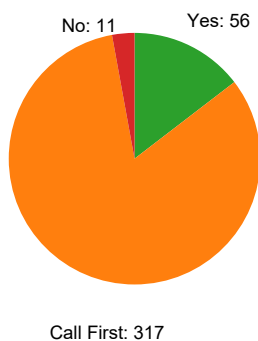
Sales by Region



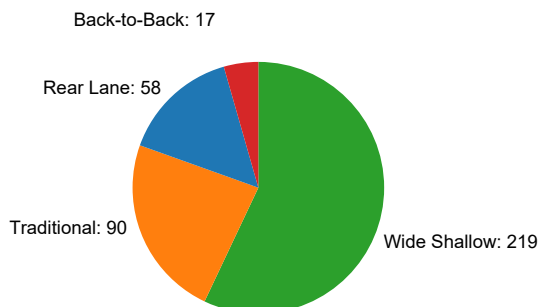
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



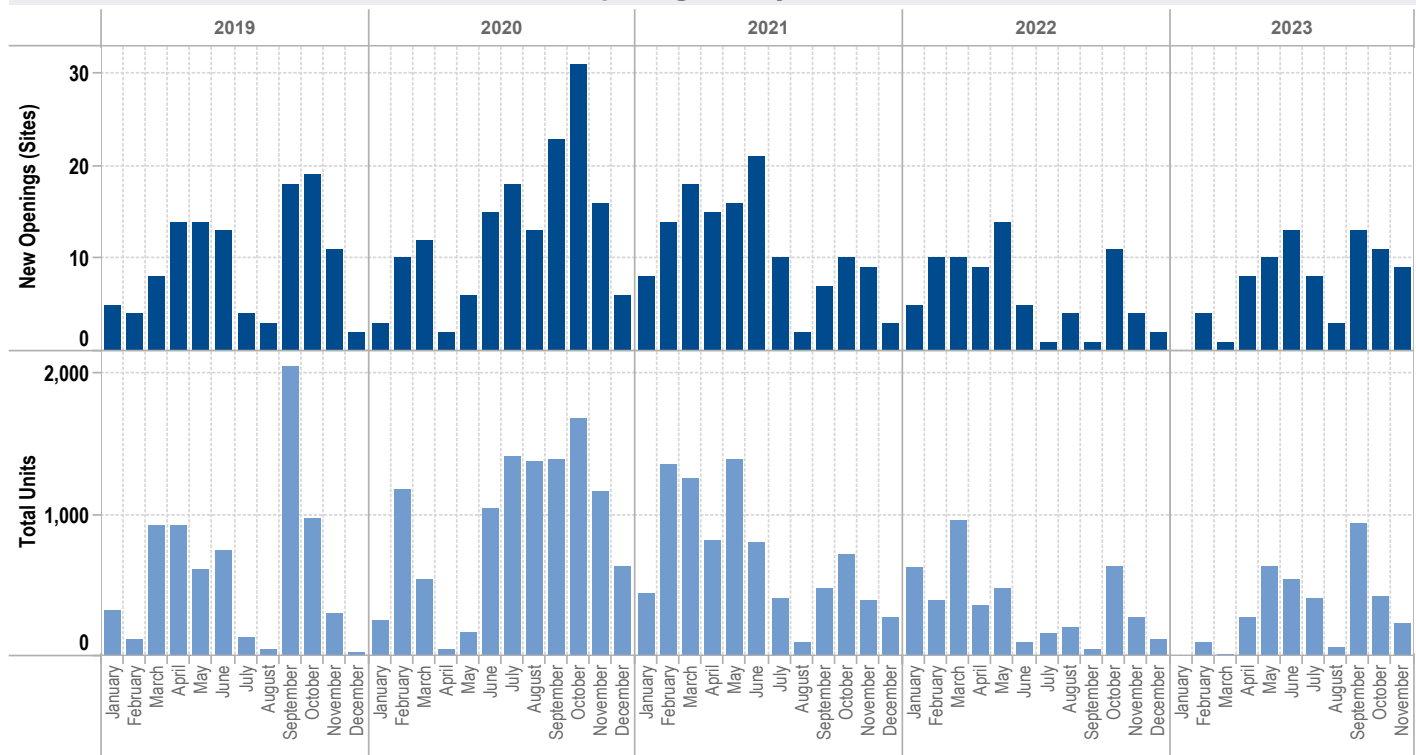
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Valleylands of Sixteen Mile Creek - Fieldgate Homes	Freehold	Milton	2023-11-01	16	2	14	\$619
Amber Woods - Stanford Homes	Freehold	Brampton	2023-11-04	25	2	23	\$592
Joy Station Towns - Liberty Development Corporation	Freehold Common Element	Markham	2023-11-04	12	6	6	\$684
Highlands - Dunsire Developments	Freehold	Caledon	2023-11-08	21	0	21	\$752
McMichael Estates - Treasure Hill	Freehold Common Element	Vaughan	2023-11-08	28	28	0	
Fifth Avenue Homes King City - Fifth Avenue Homes	Freehold Common Element	King	2023-11-10	12	0	12	\$747
Pine Valley Forevergreen - Gold Park Homes	Freehold	Vaughan	2023-11-16	64	6	58	
Highgrove - Green City Development Group Inc.	Freehold Common Element	Markham	2023-11-17	36	6	30	\$797
Attersley - Mansouri Living	Freehold	Whitby	2023-11-25	18	0	18	\$451
Grand Total				232	50	182	\$661

* 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	51	86	190	135	156		1,842	17.9%		32.2%	
Treasure Hill	9	8	5	8	45	45	20	54	1	132	31		358	6.8%		38.4%	
Aspen Ridge Homes	0	33	21	124	76	1	54	5	8	12	5		339	6.2%		44.3%	
Greenpark Group	3	0	5	41	44	20	5	21	64	32	8		243	4.7%		48.6%	
Great Gulf	17	26	21	19	15	12	10	5	26	37	52		240	3.3%		52.8%	
Fieldgate Homes	0	0	0	31	31	83	8	11	5	7	4		180	3.1%		55.9%	
Caivan	10	11	23	20					95	8	1		168	2.7%		58.9%	
Paradise Developments	0	0	0	46	64	5	7	0	45	1	0		168	2.5%		61.8%	
CountryWide Homes	1	9	5	32	16	9	26	5	23	29	10		165	2.4%		64.7%	
Arista Homes	0	0	0	39	16	46	0	0	15	8	5		129	2.0%		66.9%	
Digreen Homes					104	4	2	0	1	1	0		112	1.9%		68.9%	
Regal Crest Homes	3	5	5	4	7	3	63	5	1	2	1		99	1.8%		70.6%	
Opus Homes	23	31	0	0	0	35	6	0	0	0	0		95	1.8%		72.3%	
Brookfield Residential	0	0	2	56	13	6	1	0	6	0	1		85	1.8%		73.8%	
Deco Homes	30	0	11	0	0	19	8	1	0	15	0		84	1.7%		75.2%	
Branthaven Homes	1	1	3	5	0	41	15	3	0	3	2		74	1.6%		76.5%	
TowerHill Homes				67	0	0	3	2	1	0	1		74	1.6%		77.8%	
Minto Developments	0	3	32	0	0	0	0	0	28	8	1		72	1.5%		79.1%	
Madison Group	0	4	22	14	11	1	2	3	1	11	2		71	1.4%		80.3%	
Royal Pine Homes	0	0	0	43	4	13	1	0	3	4	1		69	1.3%		81.5%	
Vandyk Properties Inc.	0	1	5	11	19	22	7	1	0	0	0		66	1.3%		82.7%	
Geranium	0	0	0	0	2	0	0	0	1	38	12		53	1.3%		83.6%	
	180	186	380	1,063	1,154	582	372	264	593	568	384		5,726				

Top Builders - Last 12 Months

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

	2022	2023												Total	Market Share		Cum. Mkt. Share	
Builder	December	January	February	March	April	May	June	July	August	September	October	November		%		%		
Mattamy Homes	20	57	44	189	391	527	16	51	86	190	135	156	1,862		31.7%		31.7%	
Treasure Hill	3	9	8	5	8	45	45	20	54	1	132	31	361		6.1%		37.9%	
Aspen Ridge Homes	1	0	33	21	124	76	1	54	5	8	12	5	340		5.8%		43.7%	
Great Gulf	16	17	26	21	19	15	12	10	5	26	37	52	256		4.4%		48.0%	
Greenpark Group	1	3	0	5	41	44	20	5	21	64	32	8	244		4.2%		52.2%	
Caivan	13	10	11	23	20					95	8	1	181		3.1%		55.3%	
Fieldgate Homes	0	0	0	0	31	31	83	8	11	5	7	4	180		3.1%		58.3%	
Paradise Developments	0	0	0	0	46	64	5	7	0	45	1	0	168		2.9%		61.2%	
CountryWide Homes	1	1	9	5	32	16	9	26	5	23	29	10	166		2.8%		64.0%	
Arista Homes	0	0	0	0	39	16	46	0	0	15	8	5	129		2.2%		66.2%	
Opus Homes	24	23	31	0	0	0	35	6	0	0	0	0	119		2.0%		68.2%	
Digreen Homes						104	4	2	0	1	1	0	112		1.9%		70.1%	
Regal Crest Homes	0	3	5	5	4	7	3	63	5	1	2	1	99		1.7%		71.8%	
Deco Homes	10	30	0	11	0	0	19	8	1	0	15	0	94		1.6%		73.4%	
Brookfield Residential	0	0	0	2	56	13	6	1	0	6	0	1	85		1.4%		74.9%	
Branthaven Homes	0	1	1	3	5	0	41	15	3	0	3	2	74		1.3%		76.1%	
TowerHill Homes					67	0	0	3	2	1	0	1	74		1.3%		77.4%	
Minto Developments	0	0	3	32	0	0	0	0	0	28	8	1	72		1.2%		78.6%	
Madison Group	0	0	4	22	14	11	1	2	3	1	11	2	71		1.2%		79.8%	
Vandyk Properties Inc.	5	0	1	5	11	19	22	7	1	0	0	0	71		1.2%		81.0%	
Royal Pine Homes	0	0	0	0	43	4	13	1	0	3	4	1	69		1.2%		82.2%	
Geranium	0	0	0	0	0	2	0	0	0	1	38	12	53		0.9%		83.1%	
	145	180	186	380	1,063	1,154	582	372	264	593	568	384	5,871					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Lot Size	2023 November
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34'	0
			38'	5
			45'	0
		Townhouse	20'	29
			21'	0
			23'	26
		Total		60
Milton Village - Great Gulf	Milton	Detached	31'	3
			36'	16
			45'	1
		Semi Detached	26'	21
		Townhouse	21'	0
		Total		41
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	9
			34'	2
			36'	13
			43'	12
		Townhouse	20'	2
			23'	1
		Total		39
Soleil - Mattamy Homes	Milton	Detached	30'	21
			34'	1
			36'	10
		Townhouse	21'	0
			23'	2
		Total		34
McMichael Estates - Treasure Hill	Vaughan	Townhouse	18'	12
			21'	16
		Total		28
Clarehaven Estates - Geranium	Pickering	Detached	100'	12
		Total		12
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	0
			36'	0
			43'	4
		Townhouse	23'	8
		Total		12
Caledon Trails - Laurier Homes and Yorkwood Homes	Caledon	Detached	30'	2
			36'	2
			42'	3
		Semi Detached	25'	4
		Total		11

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	November 2022					November 2023				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0			0	0	2		0	0	2
	Brock										
	Clarington	4			0	4	1			0	1
	Oshawa	0	0		1	1	0		1	4	5
	Pickering	81		32	0	113	25		0	13	38
	Scugog	0				0	0	0		0	0
	Uxbridge	0			0	0	0			0	0
	Whitby	0		0	10	10	2		0	9	11
	Total	85	0	32	11	128	30	0	1	26	57
Halton	Burlington			0	0	0	0		8	0	8
	Halton Hills	3				3					
	Milton	5		0	18	23	90		21	5	116
	Oakville	21			6	27	5			68	73
	Total	29		0	24	53	95		29	73	197
Peel	Brampton	1		0	23	24	5		2	4	11
	Caledon	1				1	12		4	9	25
	Mississauga	0			0	0	0			5	5
	Total	2		0	23	25	17		6	18	41
Toronto	East York										
	Etobicoke										
	North York	0			0	0				0	0
	Old Toronto			0		0			0		0
	Scarborough	0			0	0	0			0	0
	York				0	0				0	0
	Total	0		0	0	0	0		0	0	0
York	Aurora	1			0	1	0			0	0
	East Gwillimbury	0		0	0	0	1		0	0	1
	Georgina	36				36	1				1
	King	0				0	0			0	0
	Markham	3			0	3	2		0	22	24
	Newmarket		0	0	3	3		0	0	0	0
	Richmond Hill	14	0	0	9	23	10	0	0	3	13
	Vaughan	1			0	1	12			38	50
	Whitchurch-Stouffville	0				0	0				0
	Total	55	0	0	12	67	26	0	0	63	89
Grand Total		171	0	32	70	273	168	0	36	180	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	8		4	0	12	12	0		12	0	24	
	Brock						0				0	0	
	Clarington	60			10	70	43	0		0	35	78	
	Oshawa	129	13	12	162	316	53	0		6	120	179	
	Pickering	720		101	300	1,121	76	0	0	34	50	160	
	Scugog	13	8		2	23	13	10		0	0	23	
	Uxbridge	0			0	0	20	0		0	26	46	
	Whitby	48		6	73	127	66	0		0	57	123	
	Total	978	21	123	547	1,669	283	10	0	52	288	633	
Halton	Burlington	2		8	3	13	28	0		3	27	58	
	Halton Hills						0	0		0	0	0	
	Milton	223		31	420	674	153	0		3	144	300	
	Oakville	164			794	958	42			0	295	337	
	Total	389		39	1,217	1,645	223	0		6	466	695	
Peel	Brampton	211		2	641	854	141	0		23	252	416	
	Caledon	115		4	20	139	340	0		8	213	561	
	Mississauga	10		8	59	77	24	0		0	76	100	
	Total	336		14	720	1,070	505	0		31	541	1,077	
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	10			0	10	35	0	0	0	0	35	
	East Gwillimbury	66		2	48	116	10			0	3	13	
	Georgina	129				129	108	0		0	0	108	
	King	85			0	85	66	0		0	12	78	
	Markham	152		0	215	367	75	0		2	215	292	
	Newmarket		2	0	32	34	0	2		0	0	2	
	Richmond Hill	244	0	2	178	424	152	0		6	77	235	
	Vaughan	64			199	263	96	0		0	141	237	
	Whitchurch-Stouffville	5				5	34			0	0	34	
	Total	755	2	4	672	1,433	576	2	0	8	448	1,034	
Grand Total		2,481	23	180	3,187	5,871	1,591	12	0	109	1,765	3,477	



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