



AltusGroup



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of January 2024

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jan-24	Jan-23	Change
High Rise	233	418	-44.3%
Low Rise	345	180	91.7%
Total	578	598	-3.3%

Year to Date Sales	Jan.-Jan. 2024	Jan.-Jan. 2023	Y/Y Change
High Rise	233	418	-44.3%
Low Rise	345	180	91.7%
Total	578	598	-3.3%

Year to Date Supply	Jan.-Jan. 2024	Jan.-Jan. 2023	Y/Y Change
High Rise	20,939	954	2094.9%
Low Rise	354	105	237.1%
Total	21,293	1,059	1910.7%

Year to Date Completions	Jan.-Jan. 2024	Jan.-Jan. 2023	Y/Y Change
High Rise	757	856	-11.6%

Remaining Inventory	Jan-24	Dec-23	Jan-23	M/M Change	Y/Y Change
High Rise	16,677	16,886	12,086	-1.2%	38.0%
Low Rise	3,152	3,143	1,640	0.3%	92.2%
Total	19,829	20,029	13,726	-1.0%	44.5%

Benchmark Price	Jan-24	Dec-23	Jan-23	M/M Change	Y/Y Change
High Rise	\$1,052,474	\$1,047,288	\$1,127,192	0.5%	-6.6%
Low Rise	\$1,571,853	\$1,604,997	\$1,730,359	-2.1%	-9.2%

Projects	New Openings	All Active	Under Const.	Pre-Const.
High Rise Projects	1	387	335	117
High Rise Units	2	97,879	95,847	30,209
% Sold*	n.a.	83%	90%	55%
Low Rise Projects	0	209		
Low Rise Units	0	24,535		
% Sold*	0%	87%		

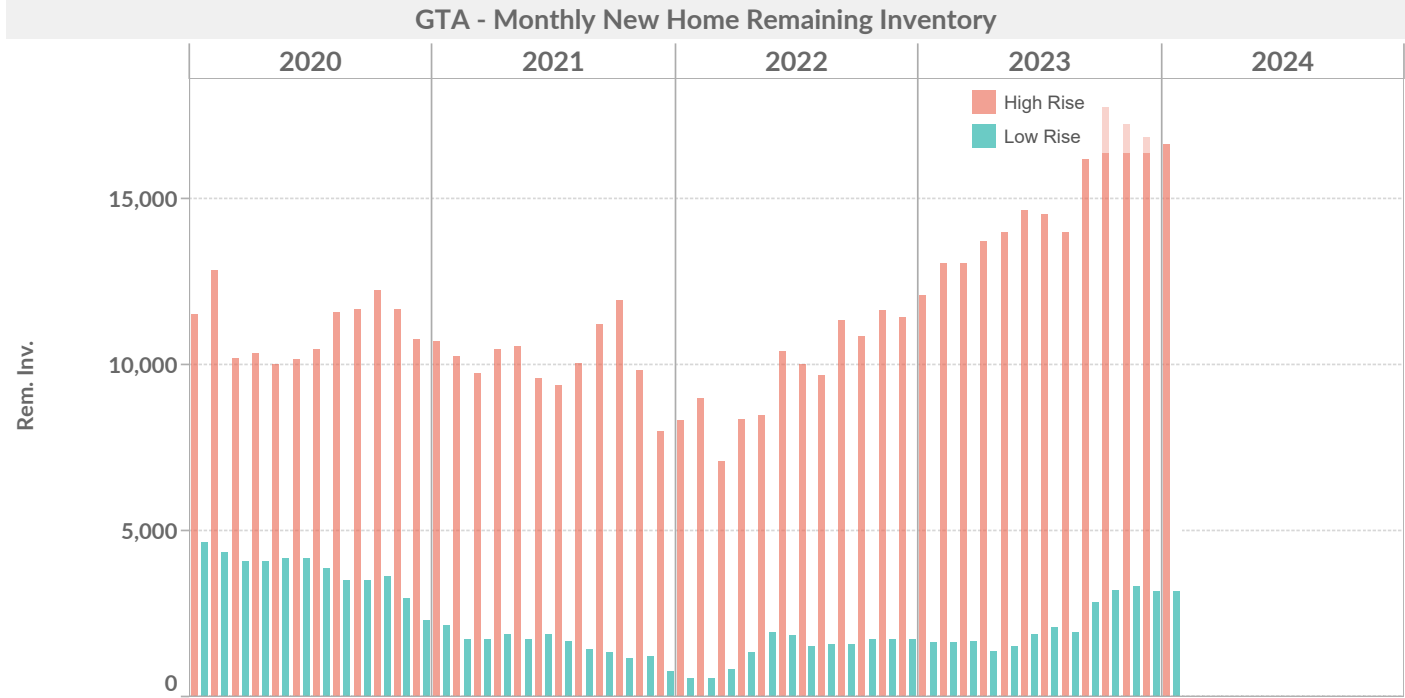
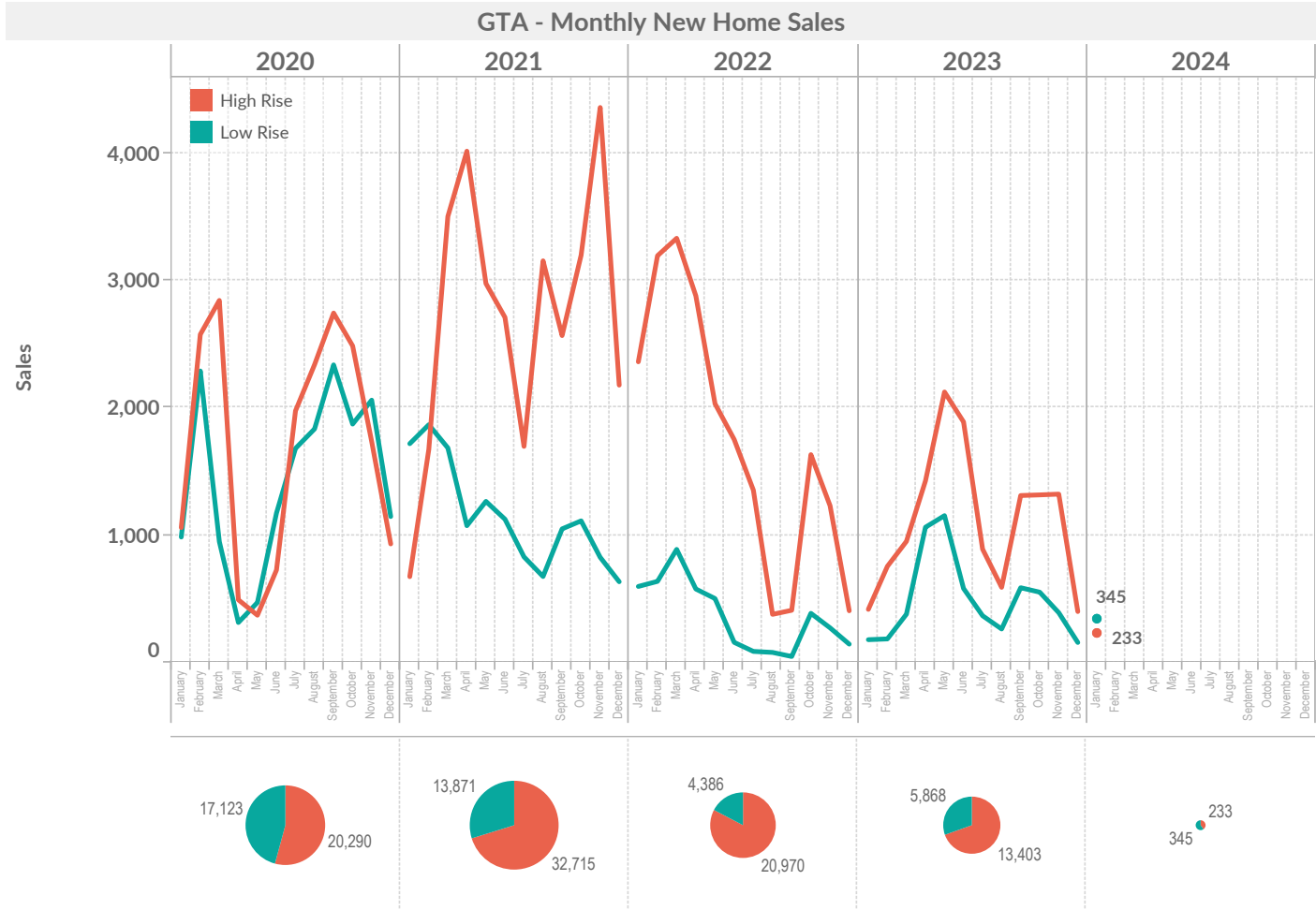
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

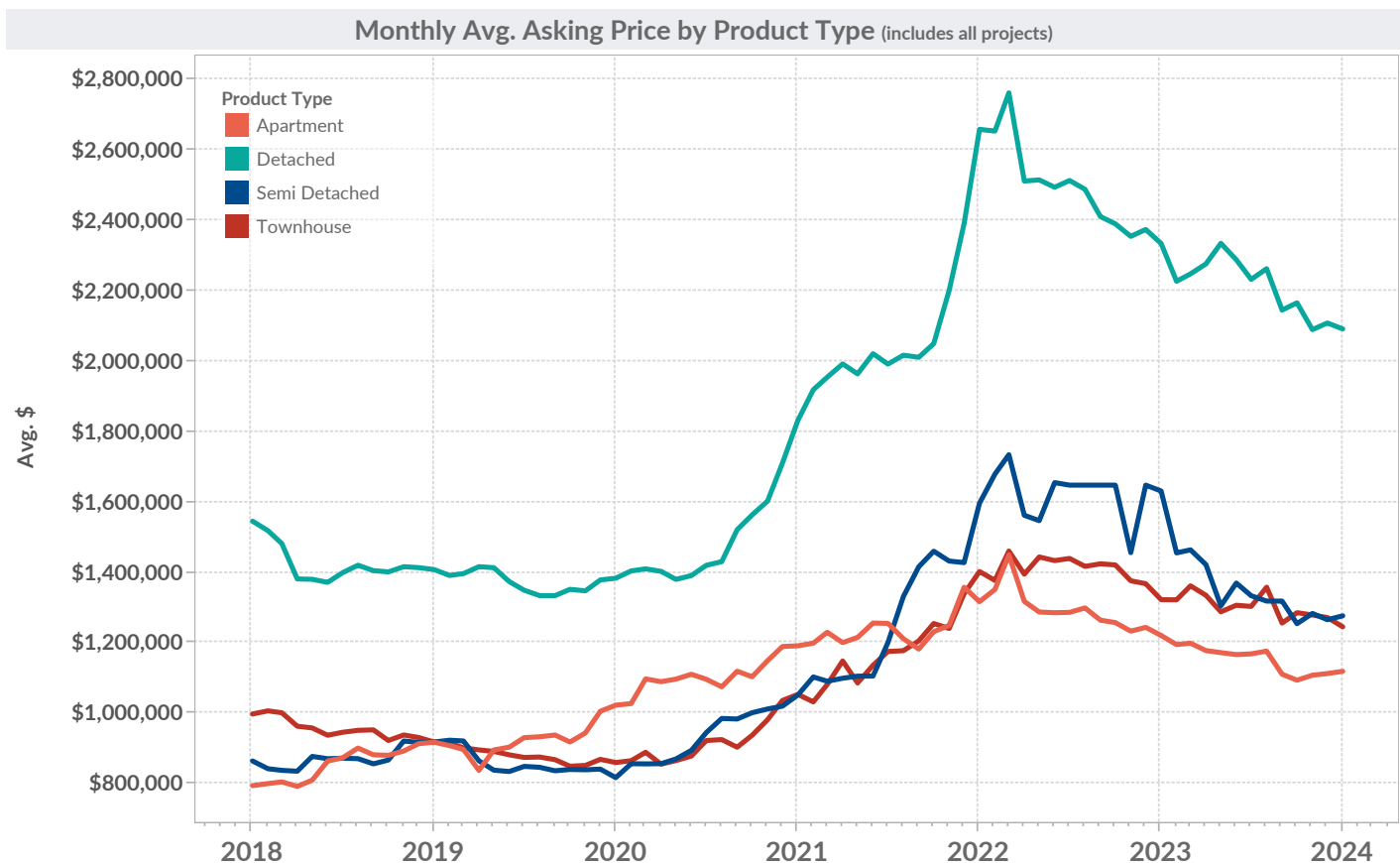
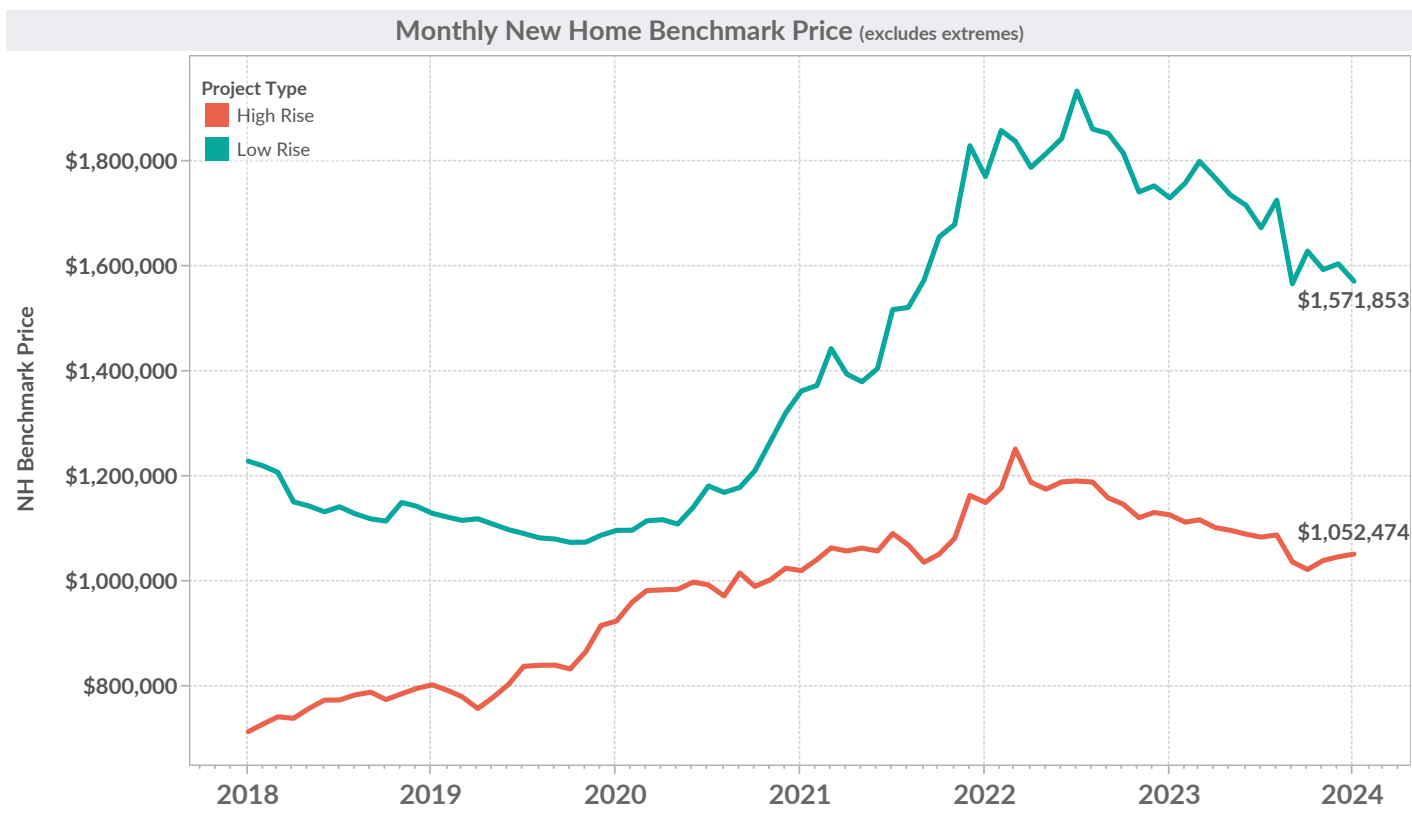
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

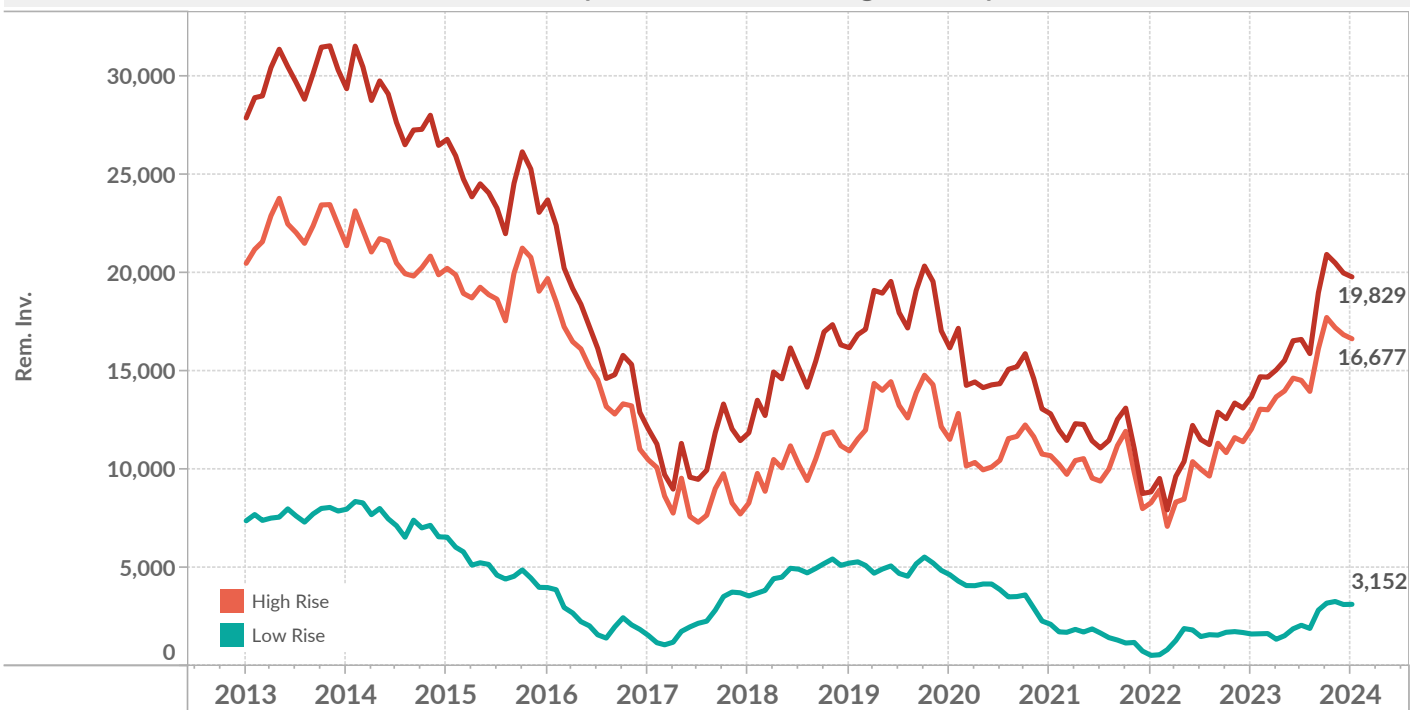


Pricing

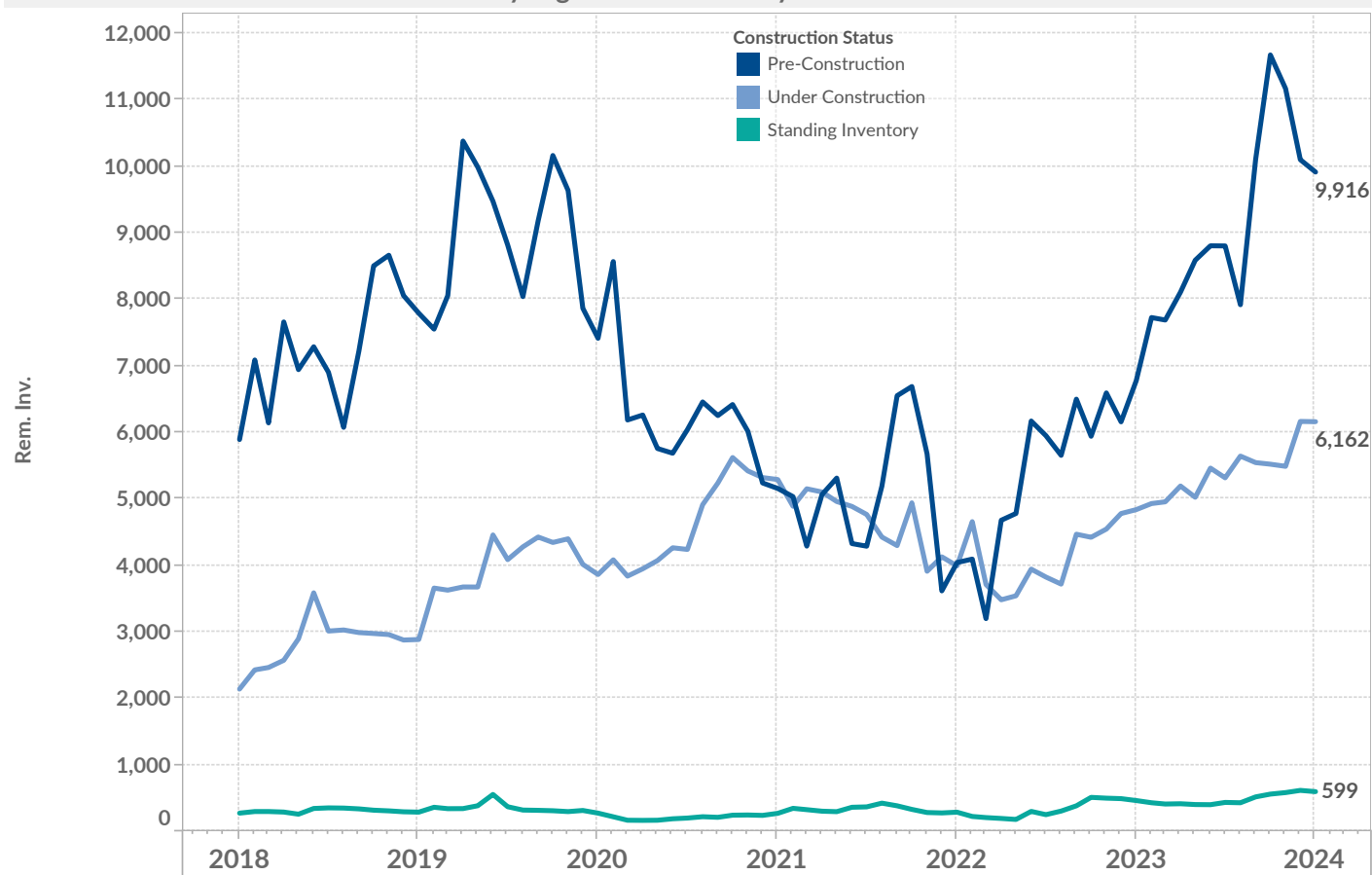


Remaining Inventory

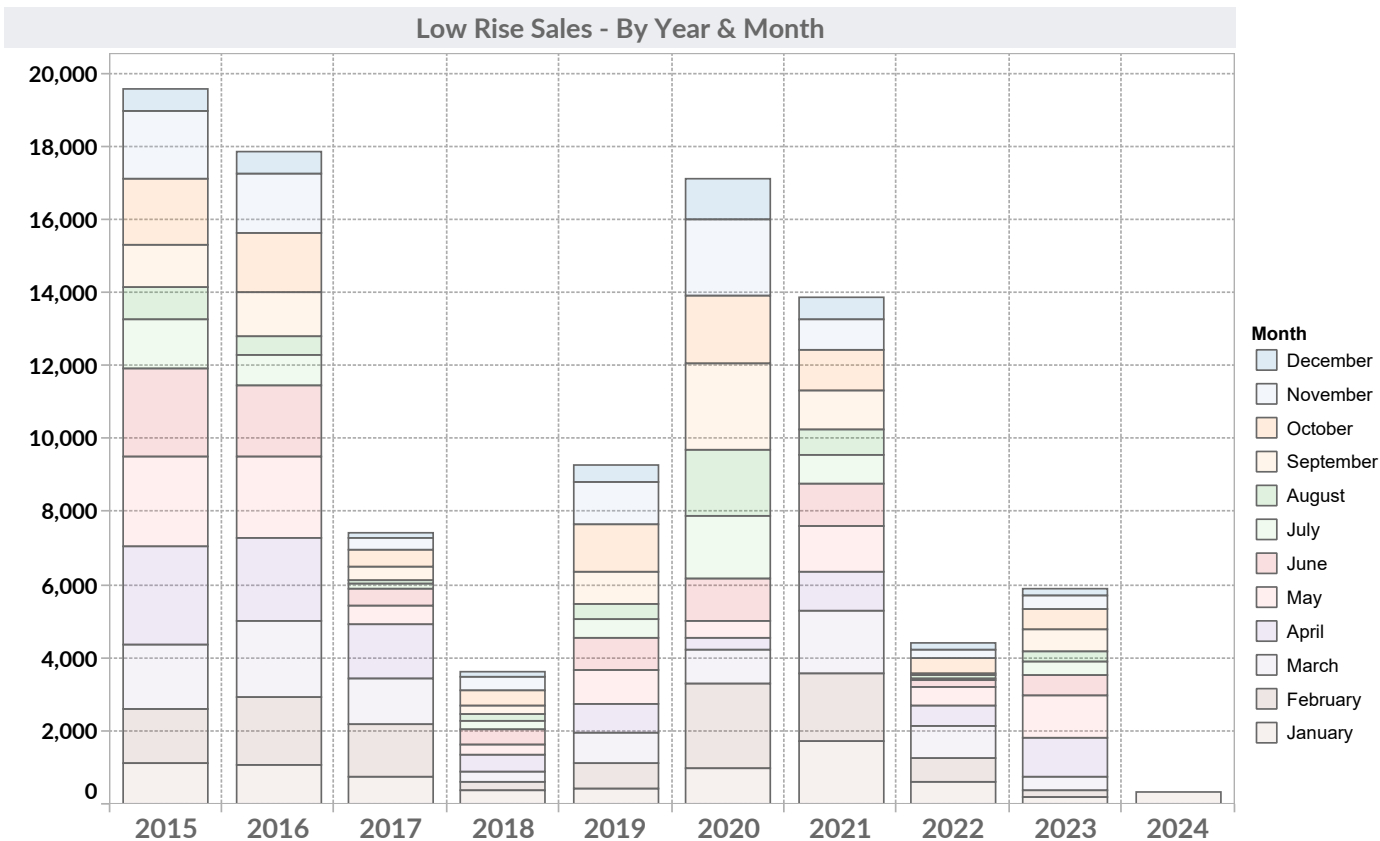
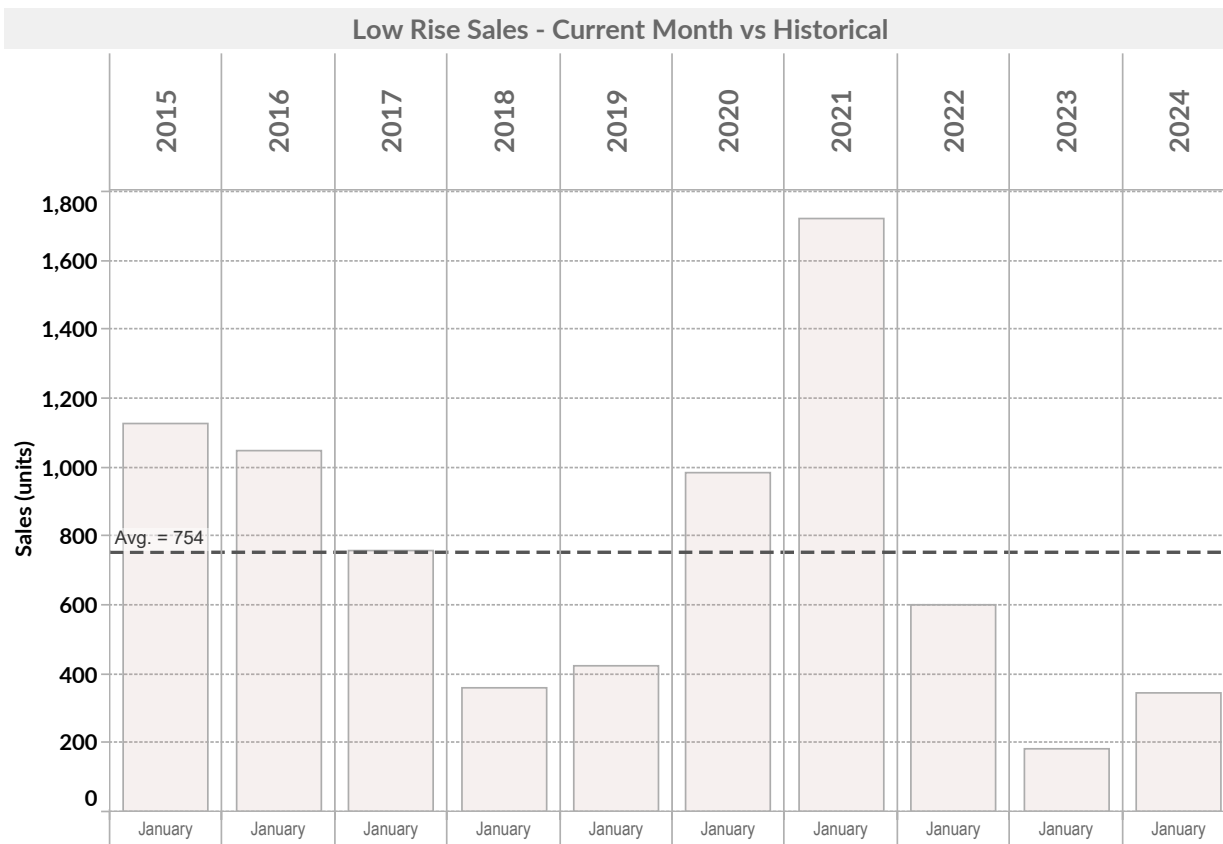
GTA - Monthly New Home Remaining Inventory



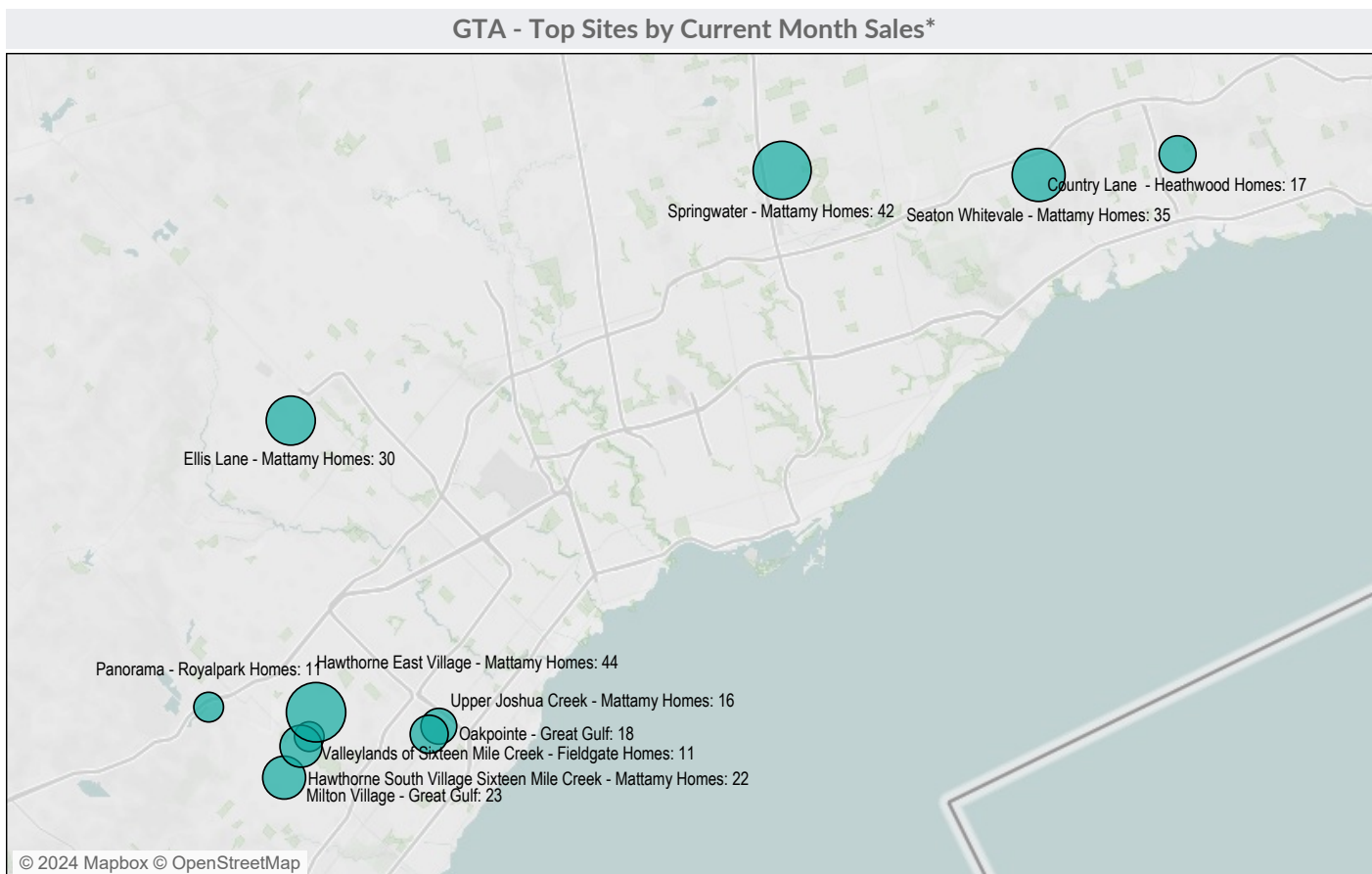
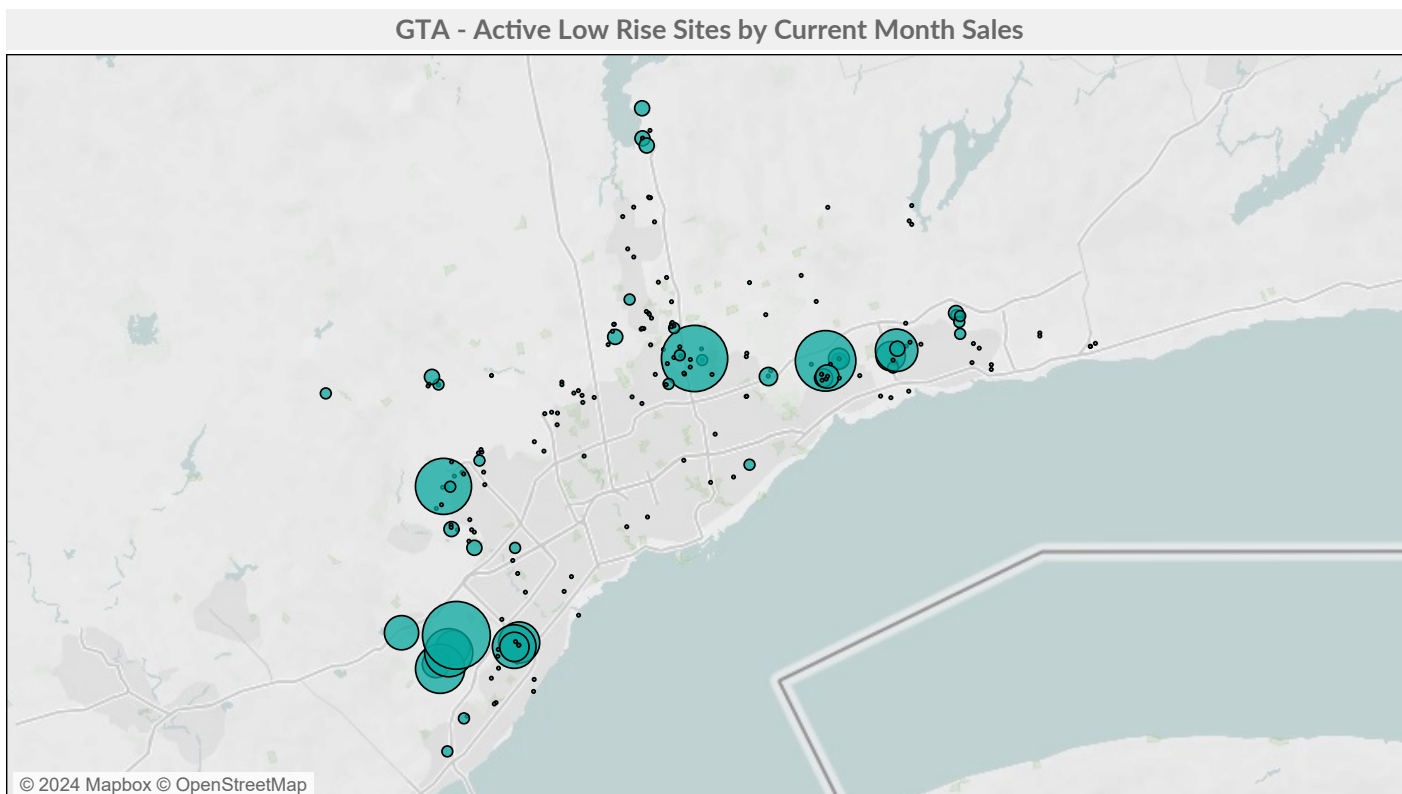
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



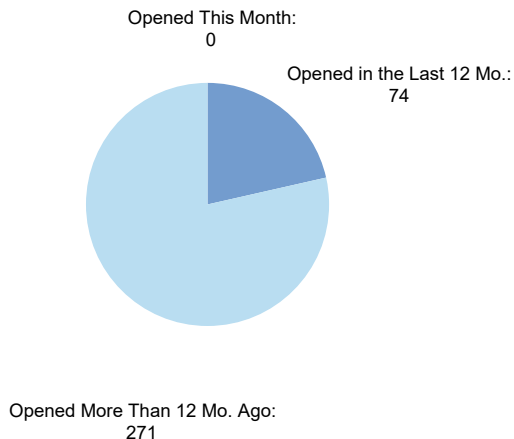
Current Sites



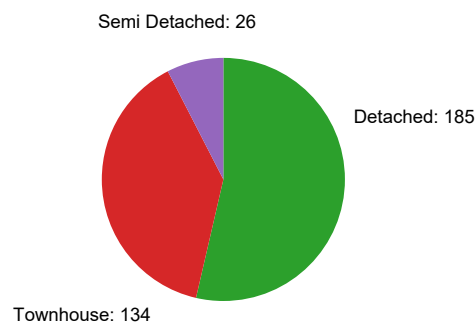
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

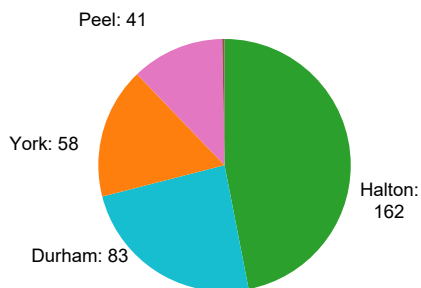
Sales by Opening Date



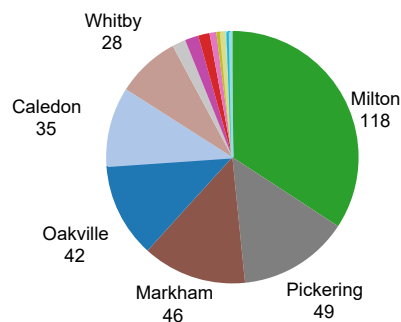
Sales by Product Type



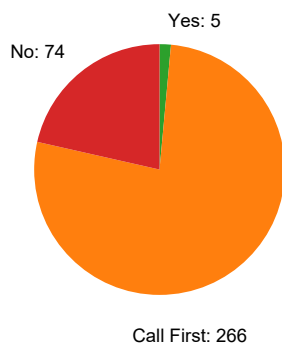
Sales by Region



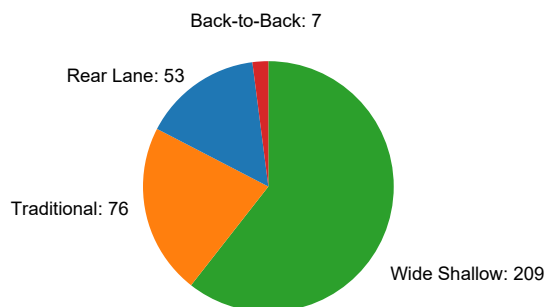
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



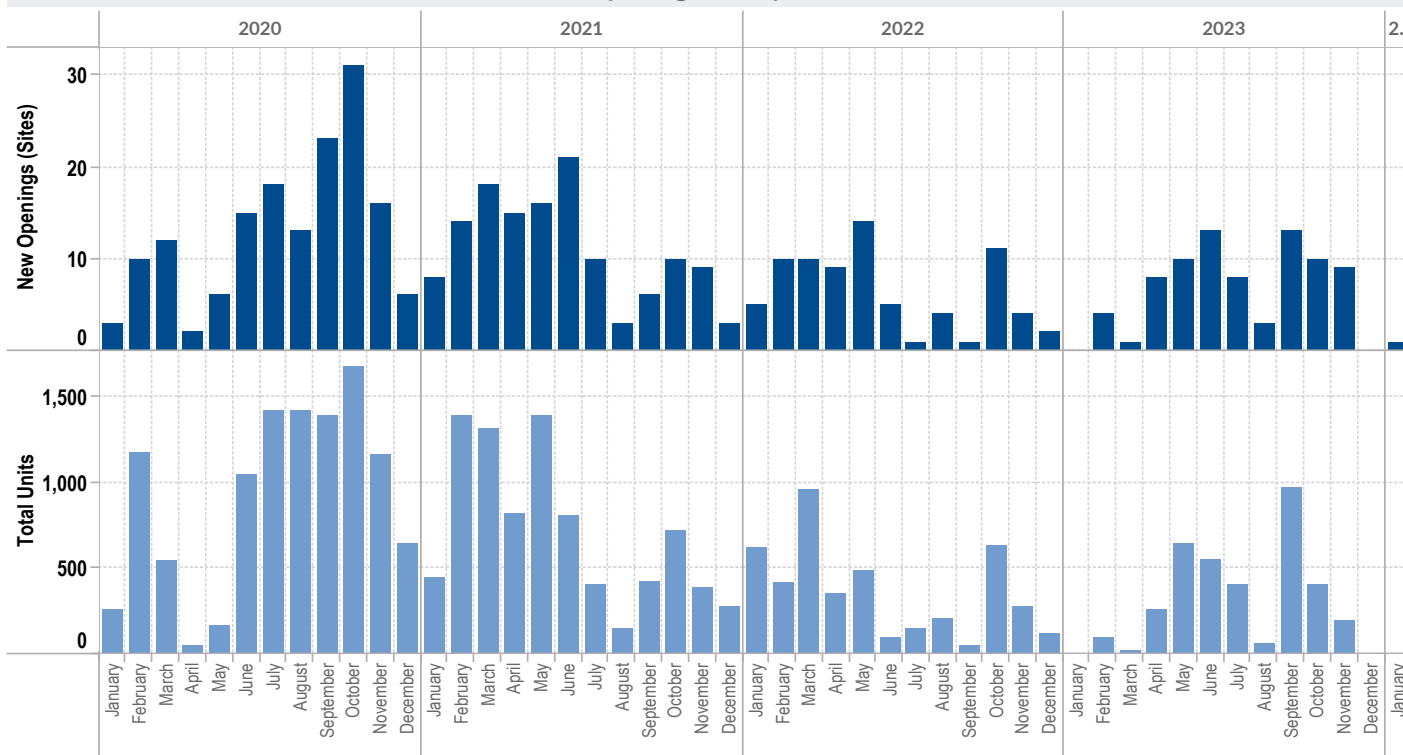
New Openings

January 2024 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Monteverdi Estates - Ambria Homes	Freehold	Aurora	2024-01-22	2	0	2	\$691
Grand Total				2	0	2	\$691

* 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	2024												Total	Market Share		Cum. Mkt. Share	
	January	February	March	April	May	June	July	August	September	October	November	December		%		%	
Mattamy Homes	196												196	56.8%		56.8%	
Great Gulf	51												51	14.8%		71.6%	
Fieldgate Homes	21												21	6.1%		77.7%	
Heathwood Homes	17												17	4.9%		82.6%	
Royalpark Homes	11												11	3.2%		85.8%	
Arista Homes	9												9	2.6%		88.4%	
Aspen Ridge Homes	4												4	1.2%		89.6%	
Regal Crest Homes	4												4	1.2%		90.7%	
CountryWide Homes	3												3	0.9%		91.6%	
Lebovic Homes	3												3	0.9%		92.5%	
Andrin Homes	2												2	0.6%		93.0%	
Deco Homes	2												2	0.6%		93.6%	
Dunsire Developments	2												2	0.6%		94.2%	
Fifth Avenue Homes	2												2	0.6%		94.8%	
Minto Developments	2												2	0.6%		95.4%	
Opus Homes	2												2	0.6%		95.9%	
Treasure Hill	2												2	0.6%		96.5%	
Ashley Oaks Homes Inc.	1												1	0.3%		96.8%	
Geranium	1												1	0.3%		97.1%	
Greycrest Homes	1												1	0.3%		97.4%	
Jeffery Homes	1												1	0.3%		97.7%	
Laurier Homes and Yorkwood Homes	1												1	0.3%		98.0%	
345													345				

Top Builders - Last 12 Months

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

Builder	2023												2024	Total	Market Share			Cum. Mkt. Share		
	February	March	April	May	June	July	August	September	October	November	December	January	%			%				
Mattamy Homes	44	189	391	527	16	51	86	190	135	169	36	196	2,030		33.6%		33.6%			
Treasure Hill	8	5	8	45	45	20	54	1	123	31	6	2	348		5.8%		39.4%			
Aspen Ridge Homes	33	21	124	76	1	54	6	8	12	5	3	4	347		5.8%		45.2%			
Great Gulf	26	21	19	15	12	10	5	25	36	53	30	51	303		5.0%		50.2%			
Greenpark Group	0	5	41	44	20	5	21	64	32	8	0	0	240		4.0%		54.2%			
Fieldgate Homes	0	0	31	31	83	8	11	5	7	4	8	21	209		3.5%		57.6%			
CountryWide Homes	9	5	32	16	9	26	5	23	29	10	3	3	170		2.8%		60.5%			
Paradise Developments	0	0	46	64	5	7	0	45	1	0	0	0	168		2.8%		63.2%			
Caivan	11	23	20					93	7	1	4	0	159		2.6%		65.9%			
Arista Homes	0	0	39	16	46	0	0	13	4	4	20	9	151		2.5%		68.4%			
Digreen Homes				104	4	2	0	1	1	0	0	0	112		1.9%		70.2%			
Regal Crest Homes	5	5	4	7	3	63	5	1	2	1	1	4	101		1.7%		71.9%			
Brookfield Residential	0	2	56	13	6	1	0	6	0	1	0	0	85		1.4%		73.3%			
Minto Developments	3	32	0	0	0	0	0	28	8	1	4	2	78		1.3%		74.6%			
Opus Homes	31	0	0	0	35	6	0	0	0	0	0	2	74		1.2%		75.8%			
TowerHill Homes			67	0	0	3	2	1	0	1	0	0	74		1.2%		77.1%			
Branthaven Homes	1	3	5	0	41	15	3	0	3	2	0	0	73		1.2%		78.3%			
Madison Group	4	22	14	11	1	2	3	1	11	2	0	1	72		1.2%		79.5%			
Royal Pine Homes	0	0	43	4	13	1	0	3	4	1	0	1	70		1.2%		80.6%			
Vandyk Properties Inc.	1	5	11	19	22	7	1	0	0	0	0	1	67		1.1%		81.7%			
Deco Homes	0	11	0	0	19	8	1	0	15	0	0	2	56		0.9%		82.7%			
Lakeview Homes	0	0	45	4	0	0	0	0	0	0	0	0	49		0.8%		83.5%			
	186	380	1,063	1,154	582	368	264	588	553	392	158	345	6,033							

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2024 January
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	10
			34'	2
			36'	18
			43'	0
		Townhouse	20'	0
			23'	14
		Total	44	
Springwater - Mattamy Homes	Markham	Detached	30'	12
			38'	7
		Townhouse	20'	23
			22'	0
		Total	42	
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30'	13
			36'	12
		Townhouse	23'	10
		Total	35	
		Ellis Lane - Mattamy Homes	Caledon	Detached
36'	8			
Townhouse	20'			10
	21'			4
Total	30			
Milton Village - Great Gulf	Milton	Detached	31'	0
			36'	0
			45'	0
		Semi Detached	26'	23
			Townhouse	21'
		Total	23	
		Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached
34'	3			
36'	6			
43'	0			
Townhouse	20'			0
	23'			0
Total	22			
Oakpointe - Great Gulf	Oakville	Townhouse	18'	7
			20'	11
		Total	18	
Country Lane - Heathwood Homes	Whitby	Detached	36'	14
			45'	3
		Total	17	
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34'	6
			38'	4
			45'	0
		Townhouse	20'	3
			21'	0
			23'	3
		Total	16	

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	January 2023					January 2024				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0			0	0	0		0	0	0
	Brock										
	Clarington	2			0	2	0			0	0
	Oshawa	0	0		0	0	3		0	3	6
	Pickering	54		20	0	74	34		3	12	49
	Scugog	0				0	0	0		0	0
	Uxbridge	0			0	0	0			0	0
	Whitby	0		1	10	11	19		0	9	28
	Total	56	0	21	10	87	56	0	3	24	83
Halton	Burlington			0	0	0	1		0	1	2
	Halton Hills										
	Milton	6		0	9	15	63		23	32	118
	Oakville	5			23	28	10			32	42
	Total	11		0	32	43	74		23	65	162
Peel	Brampton	0		0	17	17	3		0	2	5
	Caledon	1				1	21		0	14	35
	Mississauga	0			0	0	1			0	1
	Total	1		0	17	18	25		0	16	41
Toronto	East York										
	Etobicoke										
	North York	0			0	0				0	0
	Old Toronto			0		0			0		0
	Scarborough	0			0	0	1			0	1
	York				0	0				0	0
	Total	0		0	0	0	1		0	0	1
York	Aurora	0			0	0	1			0	1
	East Gwillimbury	0		0	0	0	0		0	0	0
	Georgina	10				10	6				6
	King	0				0	0			2	2
	Markham	0			1	1	19		0	27	46
	Newmarket		0	0	15	15		0	0	0	0
	Richmond Hill	3	0	0	2	5	3	0	0	0	3
	Vaughan	1			0	1	0			0	0
	Whitchurch-Stouffville	0				0	0				0
	Total	14	0	0	18	32	29	0	0	29	58
Grand Total		82	0	21	77	180	185	0	26	134	345

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		5	0	13	12	0		11	0	23	
	Brock						0				0	0	
	Clarington	56			9	65	42	0		0	35	77	
	Oshawa	134	11	12	169	326	48	0		6	111	165	
	Pickering	682		55	313	1,050	71	0	0	31	31	133	
	Scugog	13	8		2	23	13	10		0	0	23	
	Uxbridge	0			0	0	20	0		0	26	46	
	Whitby	69		5	69	143	49	0		0	42	91	
	Total	962	19	77	562	1,620	255	10	0	48	245	558	
Halton	Burlington	3		8	11	22	27	0		3	19	49	
	Halton Hills						0	0		0	0	0	
	Milton	305		67	443	815	98	0		5	109	212	
	Oakville	170			805	975	30			0	253	283	
	Total	478		75	1,259	1,812	155	0		8	381	544	
Peel	Brampton	215		4	590	809	121	0		21	250	392	
	Caledon	142		6	34	182	318	0		6	199	523	
	Mississauga	9		8	68	85	23	0		0	67	90	
	Total	366		18	692	1,076	462	0		27	516	1,005	
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	24			31	55	3	0		0	17	20	
	York				0	0	0			0	5	5	
	Total	24		0	31	55	3	0		12	22	37	
York	Aurora	12			0	12	35	0	0	0	0	35	
	East Gwillimbury	66		2	48	116	10			0	3	13	
	Georgina	129				129	98	0		0	0	98	
	King	88			6	94	61	0		0	6	67	
	Markham	181		0	247	428	103	0		0	173	276	
	Newmarket		2	0	0	2	0	2		0	0	2	
	Richmond Hill	243	0	2	169	414	152	0		6	97	255	
	Vaughan	69			199	268	90	0		0	140	230	
	Whitchurch-Stouffville	7				7	32			0	0	32	
	Total	795	2	4	669	1,470	581	2	0	6	419	1,008	
Grand Total		2,625	21	174	3,213	6,033	1,456	12	0	101	1,583	3,152	



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