



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Report
April 2024

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-24		Apr-23		Change
High Rise	518		1,426		-63.7%
Low Rise	587		1,060		-44.6%
Total	1,105		2,486		-55.6%
Year to Date Sales	Jan.-Apr. 2024		Jan.-Apr. 2023		Y/Y Change
High Rise	1,788		3,556		-49.7%
Low Rise	1,922		1,804		6.5%
Total	3,710		5,360		-30.8%
Year to Date Supply	Jan.-Apr. 2024		Jan.-Apr. 2023		Y/Y Change
High Rise	1,755		5,953		-70.5%
Low Rise	2,335		1,467		59.2%
Total	4,090		7,420		-44.9%
Year to Date Completions	Jan.-Apr. 2024		Jan.-Apr. 2023		Y/Y Change
High Rise	8,371		4,504		85.9%
Remaining Inventory	Apr-24	Mar-24	Apr-23	M/M Change	Y/Y Change
High Rise	16,478	16,451	13,769	0.2%	19.7%
Low Rise	3,614	3,338	1,404	8.3%	157.4%
Total	20,092	19,789	15,173	1.5%	32.4%
Benchmark Price	Apr-24	Mar-24	Apr-23	M/M Change	Y/Y Change
High Rise	\$1,056,786	\$1,054,906	\$1,102,904	0.2%	-4.2%
Low Rise	\$1,617,896	\$1,594,951	\$1,768,456	1.4%	-8.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	3	353	313	113	
High Rise Units	1,094	90,746	90,173	28,569	
% Sold*	18%	82%	89%	57%	
Low Rise Projects	11	222			
Low Rise Units	525	25,754			
% Sold*	38%	86%			

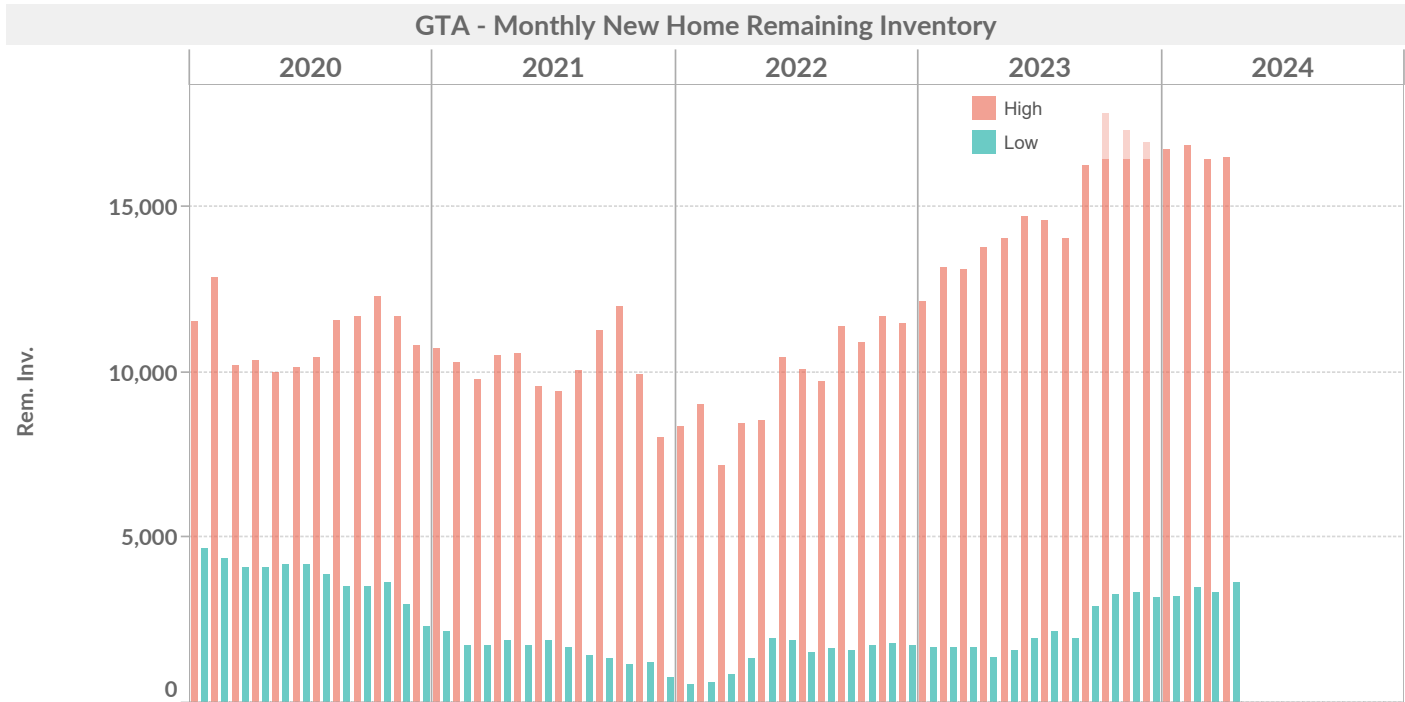
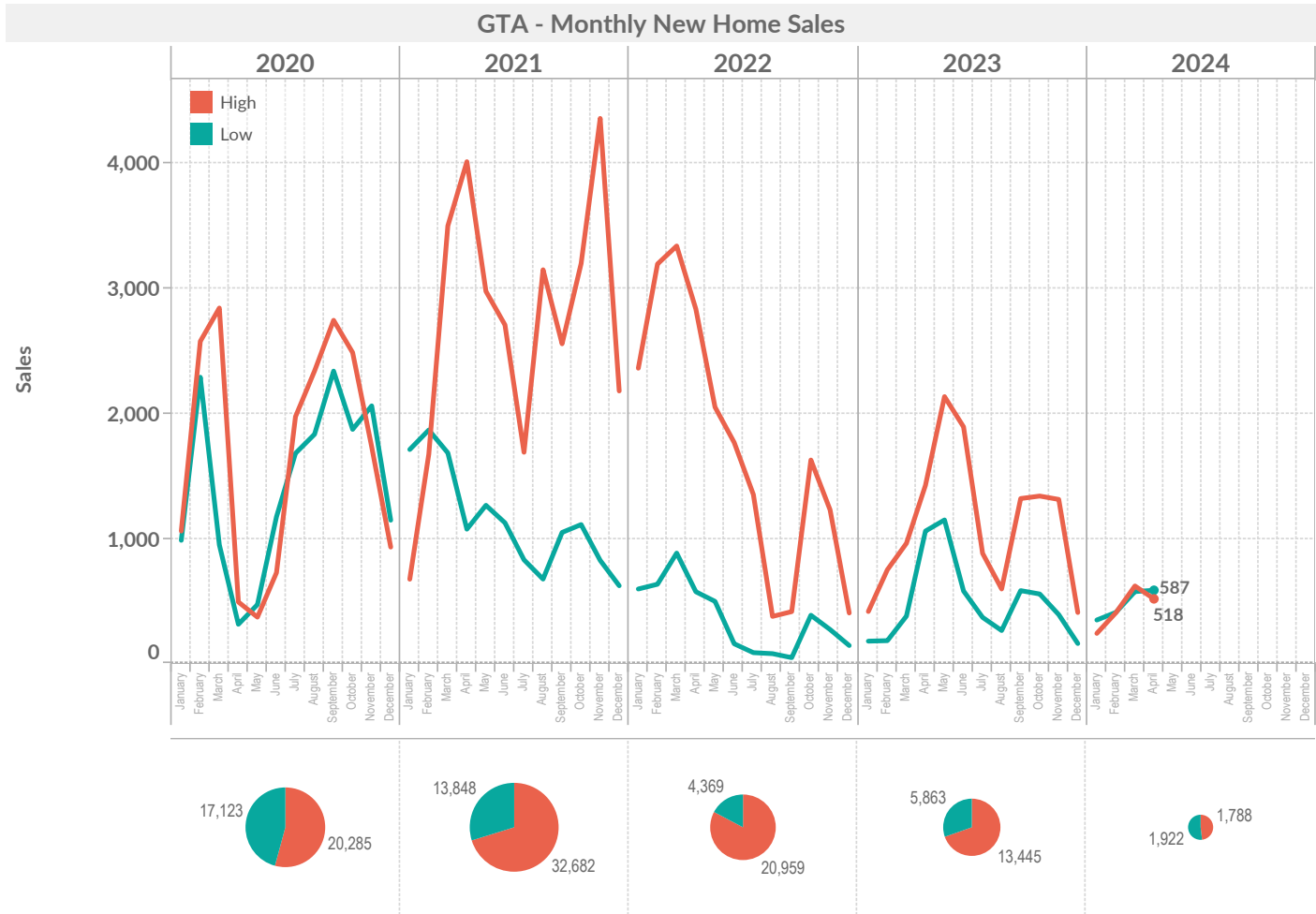
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

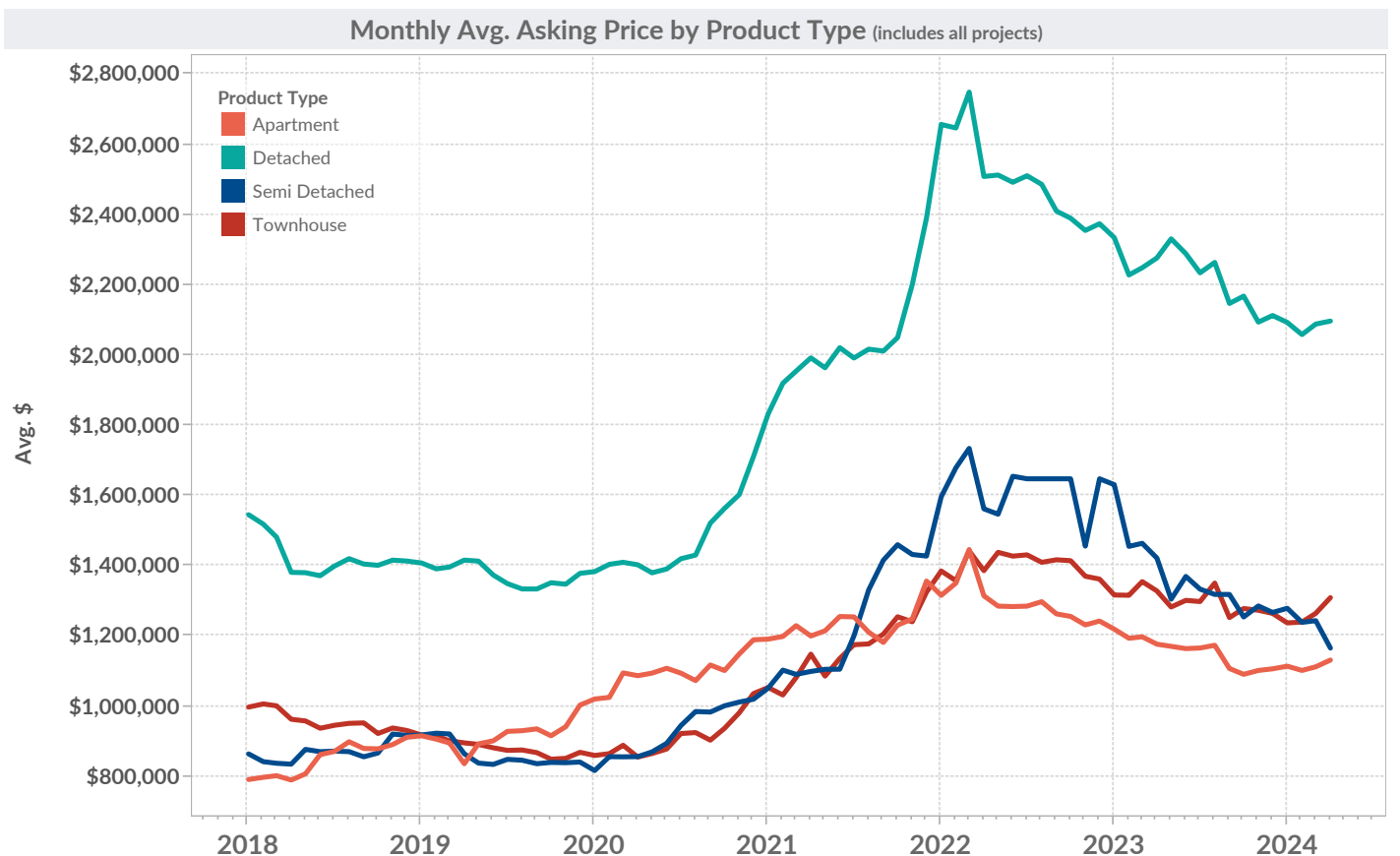
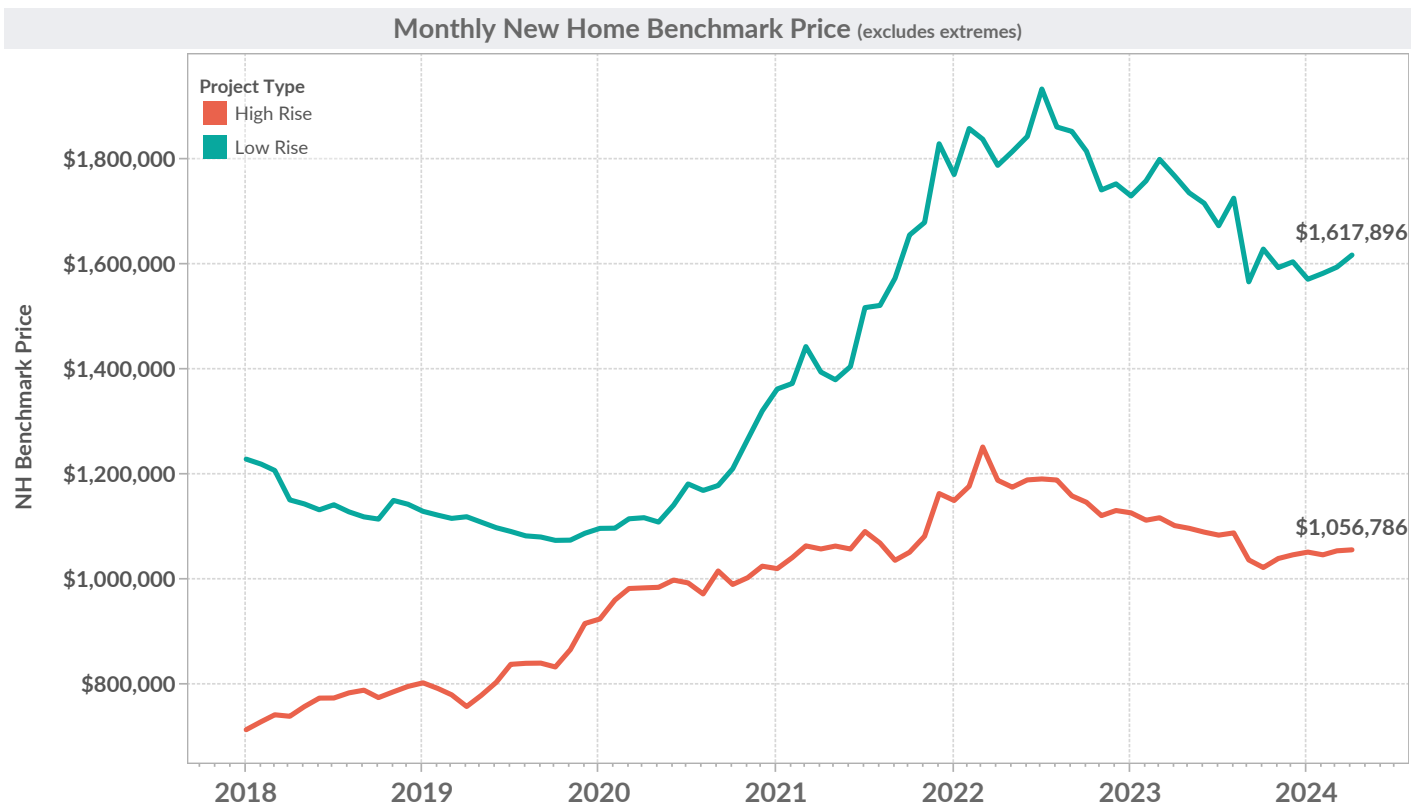
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

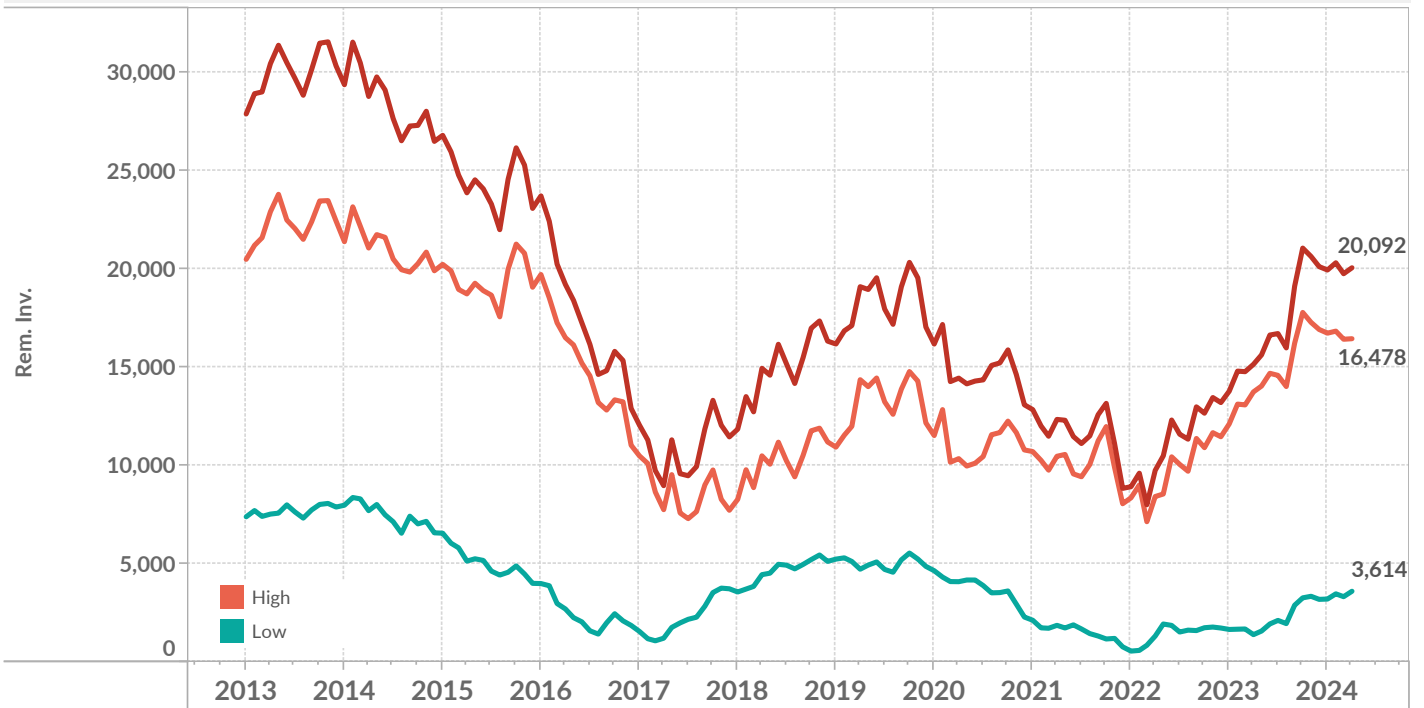


Pricing

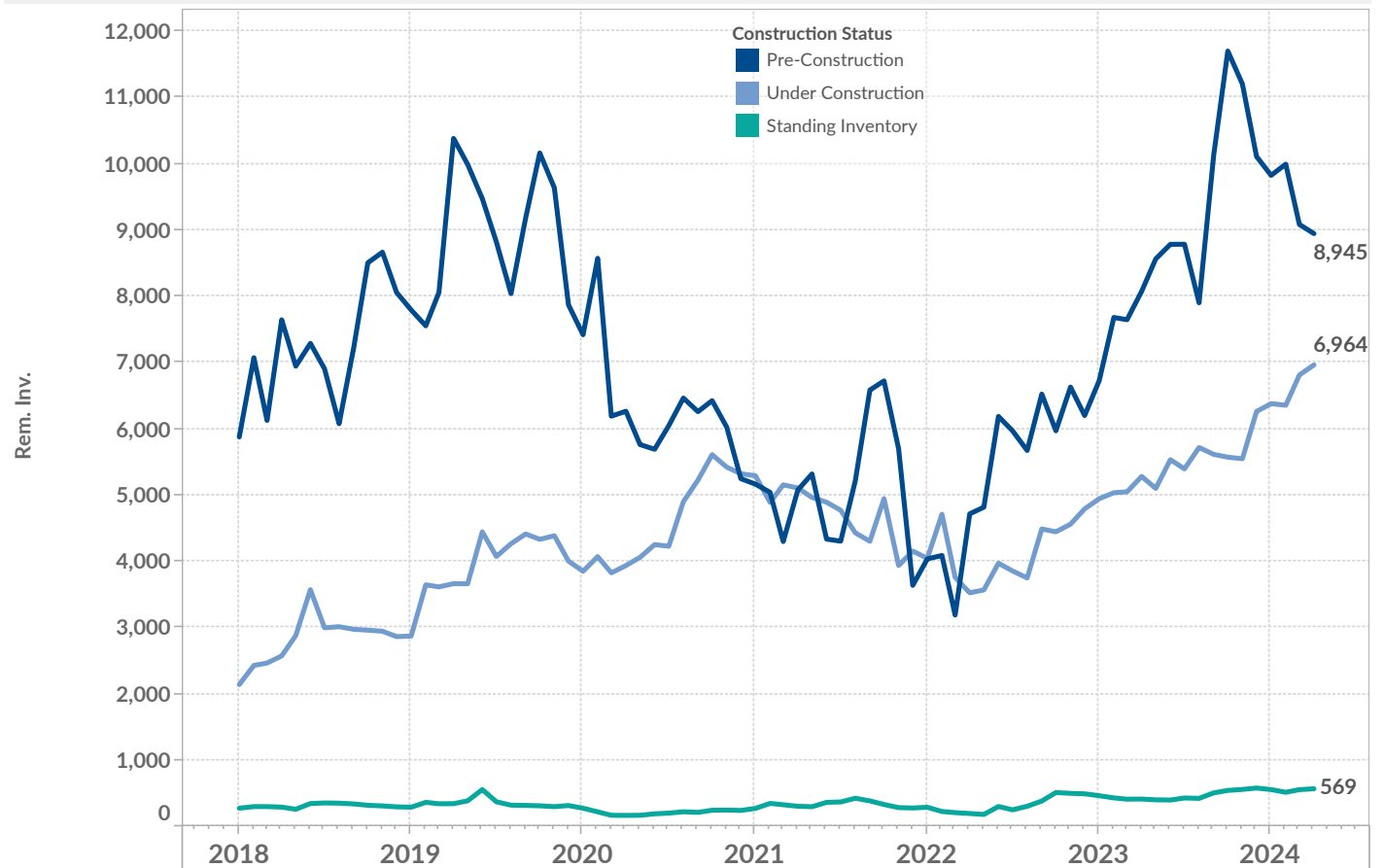


Remaining Inventory

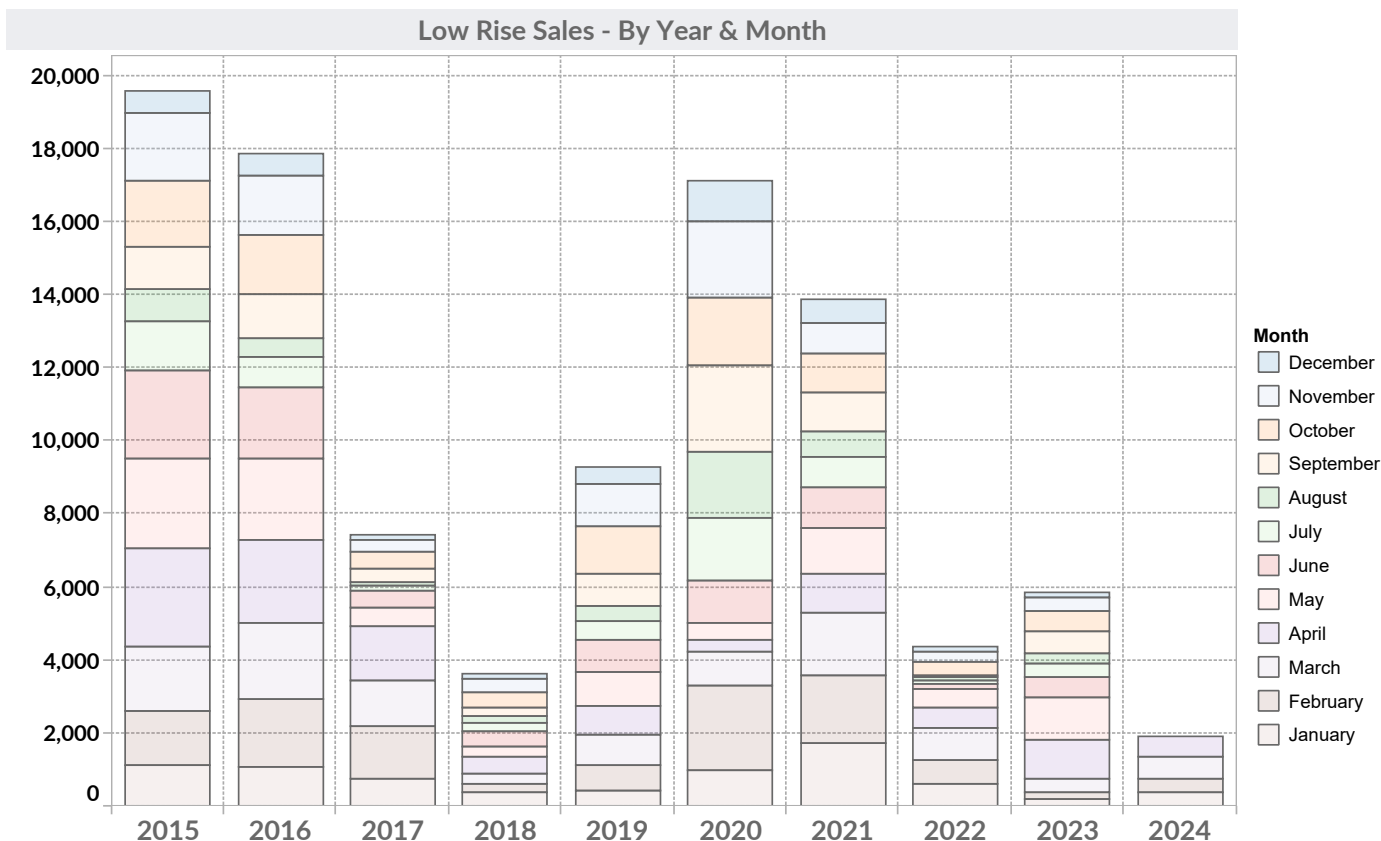
GTA - Monthly New Home Remaining Inventory



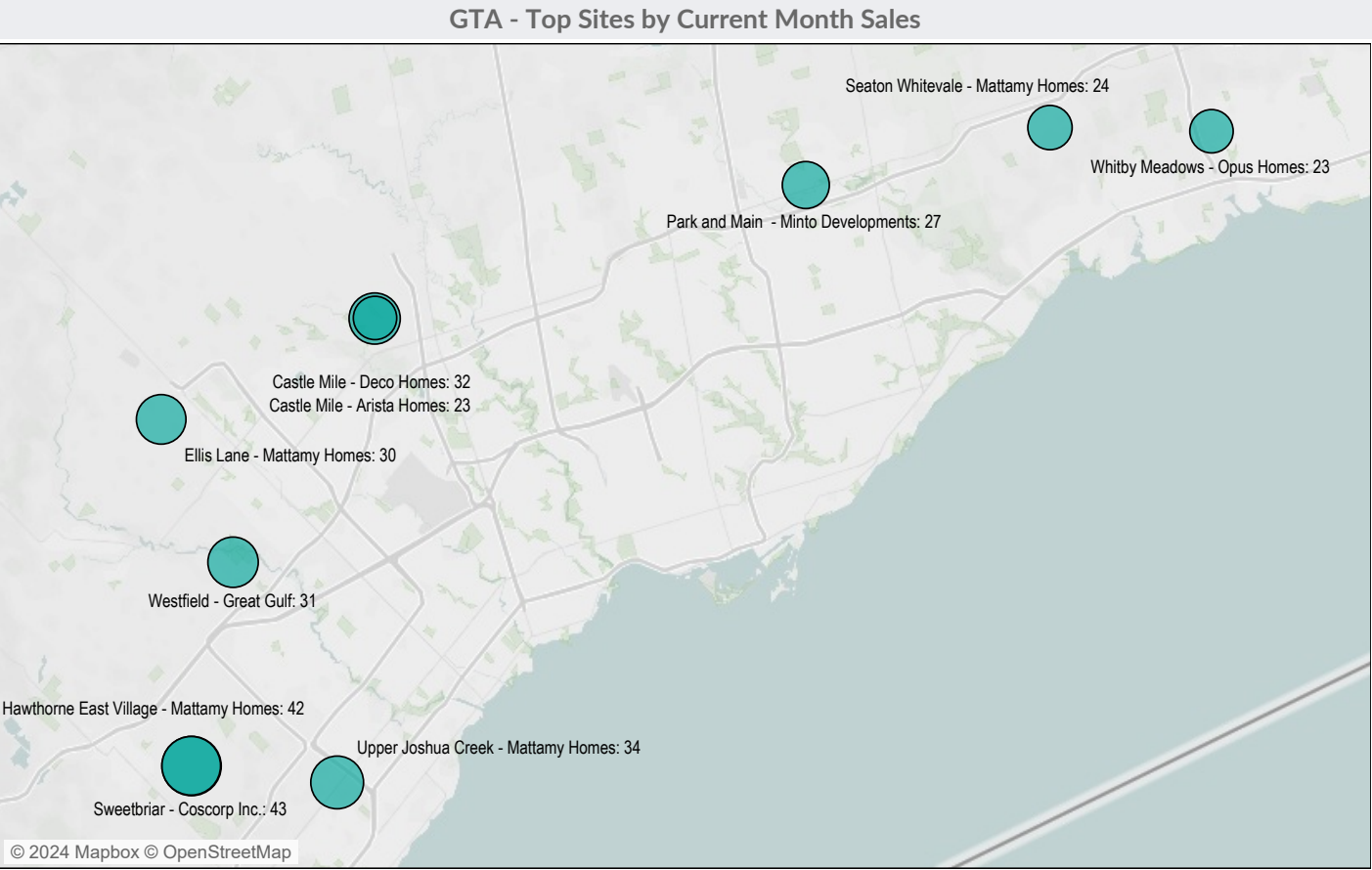
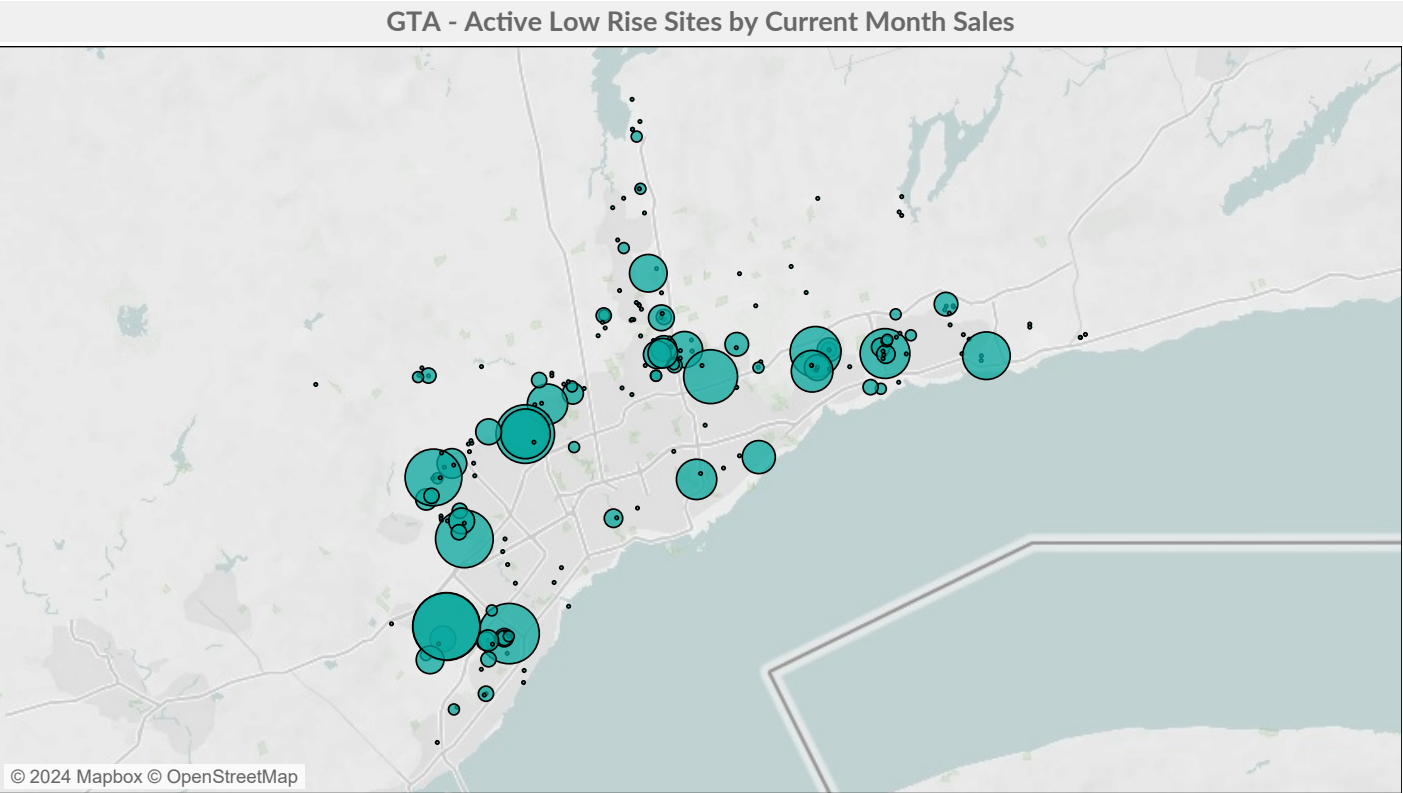
GTA - Monthly High Rise Rem. Inv. by Construction Status



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Current Sites

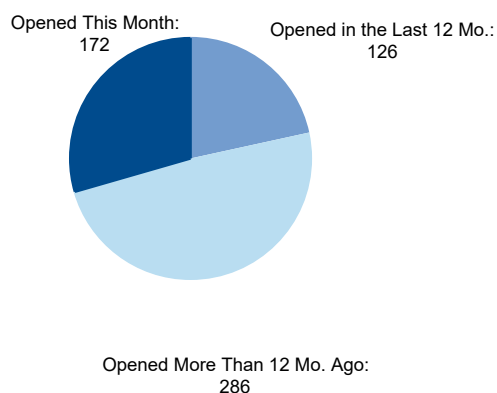


Monthly Sales Breakdown

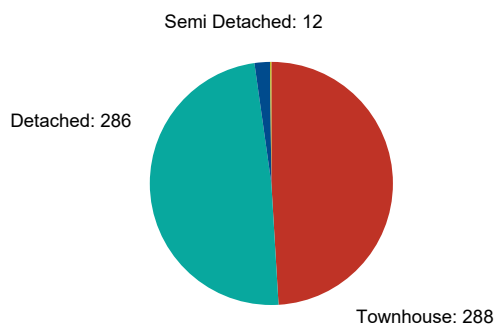


Current Month Low Rise Sales Breakdown

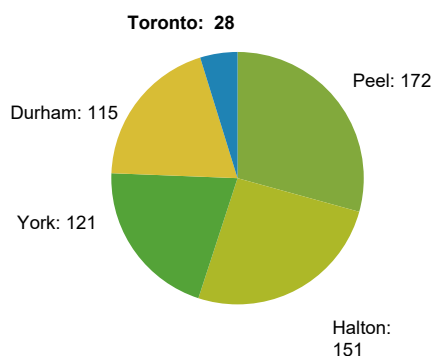
Sales by Opening Date



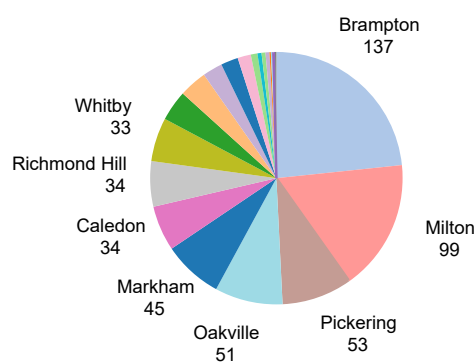
Sales by Product Type



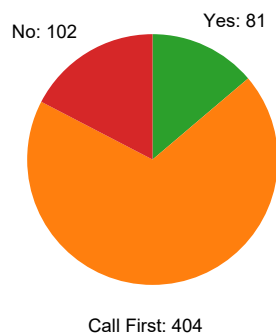
Sales by Region



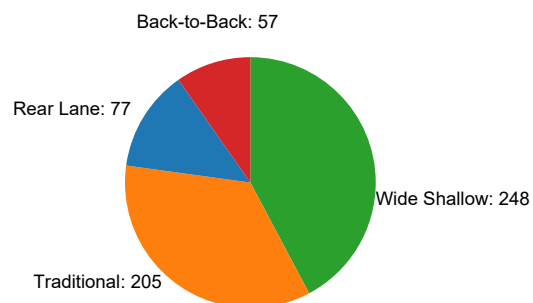
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



New Openings

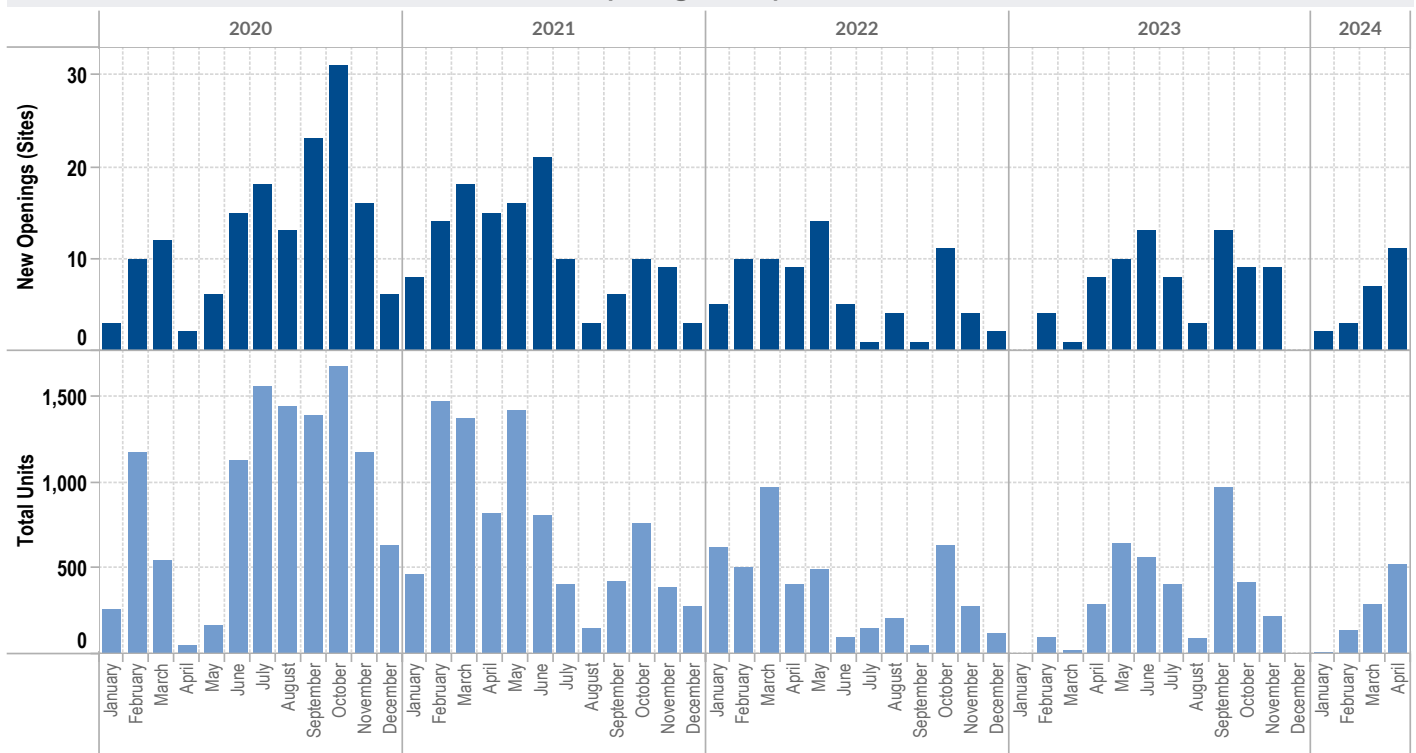


April 2024 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv.	Avg. \$/SF	No. of Units
Townhomes at Crosstown - Aspen Ridge Homes	Freehold Common Element	North York	2024-04-06	15	41	\$683	56
Towns of Lambton Mills - TFC Developments	Freehold Common Element	York	2024-04-10	3	24	\$637	27
Inspire Modern Towns - Insoho Developments	Condominium	Scarborough	2024-04-11	10	24	\$537	34
Sweetbriar - Coscorp Inc.	Freehold	Milton	2024-04-11	43	10	\$571	53
Seatonville - Deco Homes	Freehold	Pickering	2024-04-12	5	7	\$550	12
Amira Estates - Treasure Hill	Freehold	Brampton	2024-04-13	6	61	\$657	67
Castle Mile - Arista Homes	Freehold	Brampton	2024-04-13	23	42	\$552	65
Castle Mile - Deco Homes	Freehold	Brampton	2024-04-13	32	32	\$606	64
Castle Mile - Opus Homes	Freehold	Brampton	2024-04-13	21	29	\$546	50
Auden Grand Towns - Sunny Communities	Freehold Common Element	Richmond Hill	2024-04-18	8	72	\$688	80
Whitby Meadows - Opus Homes	Freehold	Whitby	2024-04-21	9	8	\$583	17
Grand Total				175	350	\$626	525

* 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	179	177	144									696	37.1%		37.1%	
Great Gulf	51	46	31	44									172	9.2%		46.3%	
Paradise Developments	0	0	47	42									89	4.7%		51.1%	
Minto Developments	2	10	31	32									75	4.0%		55.1%	
Aspen Ridge Homes	1	4	23	41									69	3.7%		58.8%	
Deco Homes	2	19	8	37									66	3.5%		62.3%	
Fieldgate Homes	19	15	12	19									65	3.5%		65.7%	
Opus Homes	2	0	0	44									46	2.5%		68.2%	
Tribute Communities	0	1	22	21									44	2.3%		70.5%	
Coscorp Inc.				43									43	2.3%		72.8%	
Rosehaven Homes	0	0	32	5									37	2.0%		74.8%	
Heathwood Homes	17	7	8	1									33	1.8%		76.6%	
Starlane Home Corporation			28	3									31	1.7%		78.2%	
Treasure Hill	2	8	13	8									31	1.7%		79.9%	
CountryWide Homes	4	11	6	7									28	1.5%		81.4%	
Sundial Homes	0	26	2	0									28	1.5%		82.9%	
Brookfield Residential	0	14	11	0									25	1.3%		84.2%	
Arista Homes	1	0	0	23									24	1.3%		85.5%	
Fernbrook Homes	0	2	12	4									18	1.0%		86.4%	
Lebovic Homes	3	2	11	0									16	0.9%		87.3%	
Regal Crest Homes	10	1	0	2									13	0.7%		88.0%	
Ballantry Homes	0	0	5	6									11	0.6%		88.6%	
	349	410	576	587									1,922				

Top Builders - Last 12 Months



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

Builder	2023								2024				Total	Market Share		Cum. Mkt. Share	
	May	June	July	August	September	October	November	December	January	February	March	April		%		%	
Mattamy Homes	527	16	51	86	190	135	169	36	196	179	177	144	1,906	32.3%		32.3%	
Great Gulf	15	12	10	5	25	42	56	30	51	46	31	44	367	6.2%		38.6%	
Treasure Hill	45	45	20	54	1	124	31	6	2	8	13	8	357	6.1%		44.6%	
Aspen Ridge Homes	74	1	54	6	8	12	5	3	1	4	23	41	232	3.9%		48.6%	
Fieldgate Homes	31	83	8	11	5	5	3	8	19	15	12	19	219	3.7%		52.3%	
Paradise Developments	64	5	7	0	45	1	0	0	0	0	47	42	211	3.6%		55.9%	
Greenpark Group	44	20	5	21	63	32	5	0	0	0	0	1	191	3.2%		59.1%	
CountryWide Homes	16	9	26	5	23	29	10	4	4	11	6	7	150	2.5%		61.7%	
Minto Developments	0	0	0	0	28	8	1	4	2	10	31	32	116	2.0%		63.6%	
Digreen Homes	104	4	2	0	1	1	0	0	0	1	0	0	113	1.9%		65.5%	
Caivan					93	7	1	4	0	3	1	0	109	1.8%		67.4%	
Deco Homes	0	19	8	1	0	15	0	0	2	19	8	37	109	1.8%		69.2%	
Regal Crest Homes	7	3	65	6	1	2	1	5	10	1	0	2	103	1.7%		71.0%	
Opus Homes	0	35	6	0	0	0	0	0	2	0	0	44	87	1.5%		72.5%	
Arista Homes	16	46	0	0	0	0	0	0	1	0	0	23	86	1.5%		73.9%	
Branthaven Homes	0	41	15	3	0	7	5	1	2	3	4	2	83	1.4%		75.3%	
Heathwood Homes		0	0	0	21	6	0	2	17	7	8	1	62	1.1%		76.4%	
Fernbrook Homes	0	19	6	1	12	3	1	1	0	2	12	4	61	1.0%		77.4%	
Rosehaven Homes	0	0	0	0	0	18	1	0	0	0	32	5	56	1.0%		78.4%	
Brookfield Residential	13	6	1	0	6	0	1	0	0	14	11	0	52	0.9%		79.3%	
Geranium	2	0	0	0	1	37	5	0	1	0	6	0	52	0.9%		80.1%	
Vandyk Properties Inc.	19	22	7	1	0	0	0	0	1	0	0	0	50	0.8%		81.0%	
	1,149	581	370	265	584	557	392	161	349	410	576	587	5,981				

Top Sites



GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2024 April
Sweetbriar - Coscorp Inc.	Milton	Detached	38	38
		Townhouse	20	5
		Total		43
Hawthorne East Village - Mattamy Homes	Milton	Detached	30	8
			34	2
			36	7
			43	6
		Townhouse	20	1
			23	18
		Total		42
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34	6
			38	5
			45	0
		Townhouse	20	1
			21	2
			23	20
		Total		34
Castle Mile - Deco Homes	Brampton	Detached	30	6
			38	11
			40	6
		Townhouse	18	9
		Total		32
Westfield - Great Gulf	Brampton	Detached	34	8
			38	23
		Townhouse	18	0
			20	0
			21	0
		Total		31
Ellis Lane - Mattamy Homes	Caledon	Detached	30	3
			36	1
		Townhouse	20	15
			21	11
		Total		30
Park and Main - Minto Developments	Markham	Townhouse	20	27
		Total		27
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30	7
			36	9
		Townhouse	23	8
		Total		24
Castle Mile - Arista Homes	Brampton	Detached	30	5
			38	8
			40	4
		Townhouse	20	6
		Total		23

Yr. Over Yr. Sales Comparison



Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	April 2023					April 2024				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0		0	0	0	0		1	2	3
	Brock										
	Clarington	3			0	3	9		2	10	21
	Oshawa	1	11		2	14	0		0	5	5
	Pickering	161		0	177	338	16		0	37	53
	Scugog	0				0	0	0		0	0
	Uxbridge	0			0	0	0			0	0
	Whitby	0		0	4	4	23		7	3	33
	Total	165	11	0	183	359	48	0	10	57	115
Halton	Burlington			0	0	0	1		0	0	1
	Halton Hills										
	Milton	26		0	73	99	74			25	99
	Oakville	59			94	153	11			40	51
	Total	85		0	167	252	86		0	65	151
Peel	Brampton	49		0	94	143	107		2	28	137
	Caledon	7				7	8		0	26	34
	Mississauga	2			6	8	0			1	1
	Total	58		0	100	158	115		2	55	172
Toronto	East York										
	Etobicoke										
	North York	0			0	0				15	15
	Old Toronto			0		0			0		0
	Scarborough	2			10	12	0			10	10
	York				0	0				3	3
	Total	2		0	10	12	0		0	28	28
York	Aurora	0			0	0	5			8	13
	East Gwillimbury	59		2	39	100	0		0	1	1
	Georgina	23				23	1				1
	King	0				0	3			0	3
	Markham	23			1	24	12		0	33	45
	Newmarket		0	0	0	0		1	0	0	1
	Richmond Hill	50	0	0	3	53	13	0	0	21	34
	Vaughan	7			72	79	3			20	23
	Whitchurch-Stouffville	0				0	0				0
	Total	162	0	2	115	279	37	1	0	83	121
Grand Total		472	11	2	575	1,060	286	1	12	288	587

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	10		7	2	19	25	0		7	1	33	
	Brock						0				0	0	
	Clarington	70		6	21	97	88	0		12	72	172	
	Oshawa	129		12	163	304	43	0		6	86	135	
	Pickering	540		44	238	822	67	0	0	21	30	118	
	Scugog	16	11		2	29	10	7		0	0	17	
	Uxbridge	0			5	5	20	0		0	21	41	
	Whitby	132		13	76	221	95	0		61	84	240	
	Total	897	11	82	507	1,497	348	7	0	107	294	756	
Halton	Burlington	4		8	4	16	26	0		5	19	50	
	Halton Hills						0	0		0	0	0	
	Milton	418		72	449	939	36	0		0	50	86	
	Oakville	155		16	775	946	129			0	222	351	
	Total	577		96	1,228	1,901	191	0		5	291	487	
Peel	Brampton	292		18	456	766	235	0		6	273	514	
	Caledon	166		6	108	280	283	0		6	125	414	
	Mississauga	7		8	74	89	23	0		0	104	127	
	Total	465		32	638	1,135	541	0		12	502	1,055	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	0			26	26	0	0		0	47	47	
	Old Toronto			0		0	0	0		12	0	12	
	Scarborough	10			23	33	8	0		0	41	49	
	York				3	3	0			0	29	29	
	Total	10		0	52	62	8	0		12	117	137	
York	Aurora	14			8	22	40	0	0	0	12	52	
	East Gwillimbury	7		0	9	16	10			0	2	12	
	Georgina	71				71	101	0		0	0	101	
	King	98			7	105	60	0		0	5	65	
	Markham	222		0	330	552	73	0		0	241	314	
	Newmarket		3	0	0	3	0	0		0	0	0	
	Richmond Hill	185	0	2	204	391	168	0		6	155	329	
	Vaughan	68			153	221	89	0		0	185	274	
	Whitchurch-Stouffville	5				5	32			0	0	32	
	Total	670	3	2	711	1,386	573	0	0	6	600	1,179	
Grand Total		2,619	14	212	3,136	5,981	1,661	7	0	142	1,804	3,614	



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