



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Report
May 2024

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	May-24		May-23		Change
High Rise	539		2,135		-74.8%
Low Rise	397		1,149		-65.4%
Total	936		3,284		-71.5%
Year to Date Sales	Jan.- May. 2024		Jan.-May. 2023		Y/Y Change
High Rise	2,346		5,699		-58.8%
Low Rise	2,340		2,951		-20.7%
Total	4,686		8,650		-45.8%
Year to Date Supply	Jan.- May. 2024		Jan.-May. 2023		Y/Y Change
High Rise	2,989		8,881		-66.3%
Low Rise	2,715		2,799		-3.0%
Total	5,704		11,680		-51.2%
Year to Date Completions	Jan.- May. 2024		Jan.-May. 2023		Y/Y Change
High Rise	8,987		6,994		28.5%
Remaining Inventory	May-24	Apr-24	May-23	M/M Change	Y/Y Change
High Rise	16,845	16,487	14,084	2.2%	19.6%
Low Rise	3,582	3,632	1,592	-1.4%	125.0%
Total	20,427	20,119	15,676	1.5%	30.3%
Benchmark Price	May-24	Apr-24	May-23	M/M Change	Y/Y Change
High Rise	\$1,043,861	\$1,056,786	\$1,097,747	-1.2%	-4.9%
Low Rise	\$1,612,515	\$1,617,896	\$1,736,348	-0.3%	-7.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	4	354	311	117	
High Rise Units	1,234	91,110	90,062	30,359	
% Sold*	21%	82%	89%	55%	
Low Rise Projects	3	222			
Low Rise Units	116	25,440			
% Sold*	13%	86%			

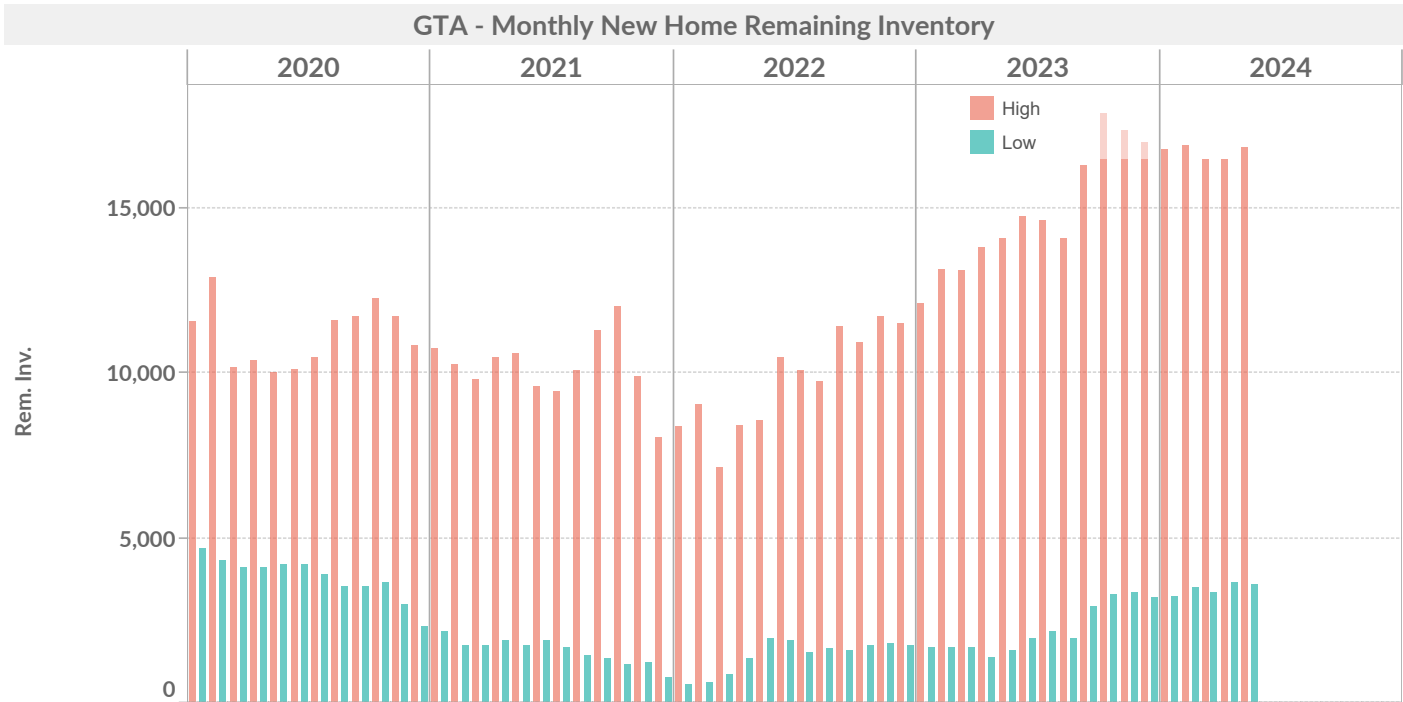
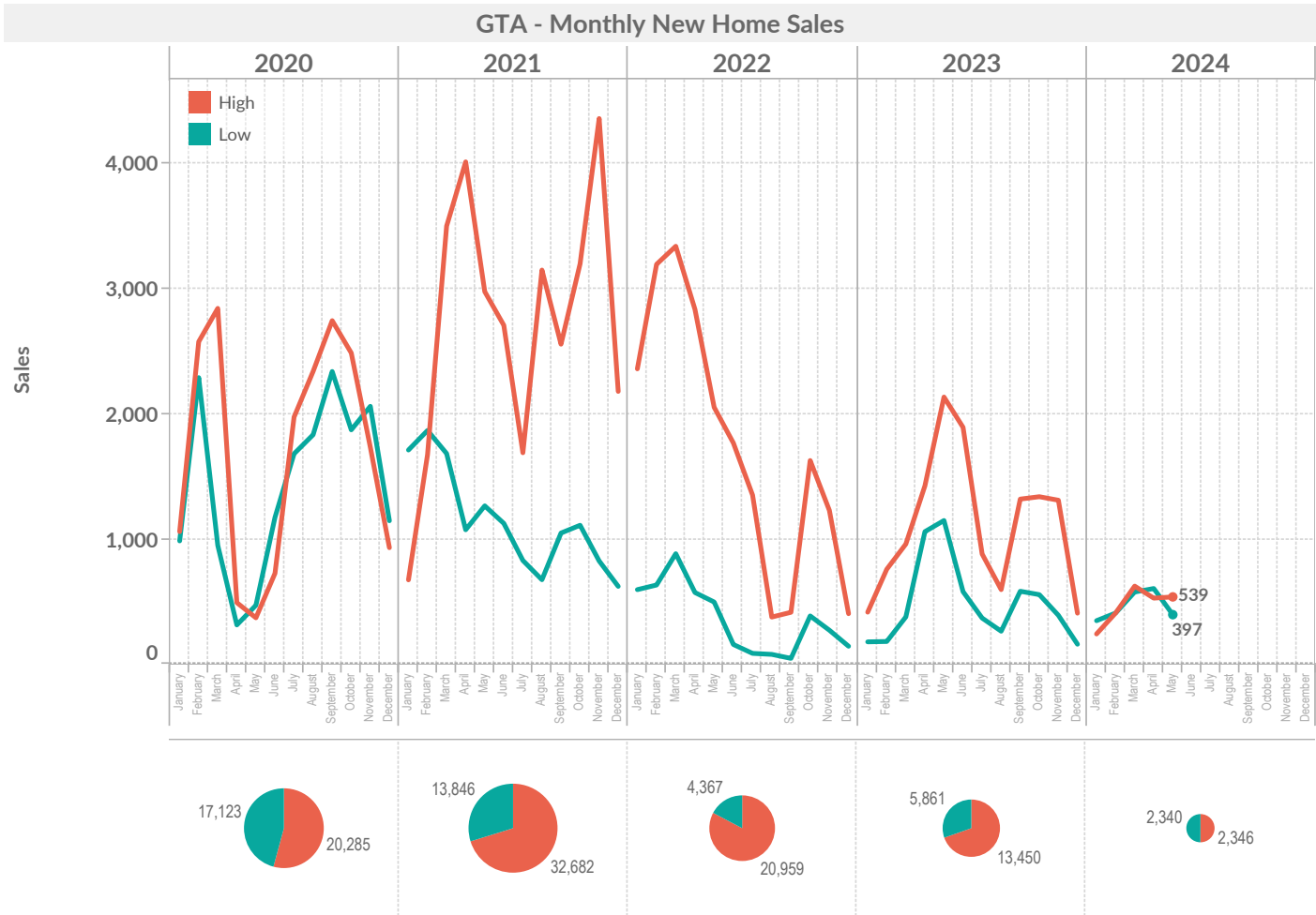
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

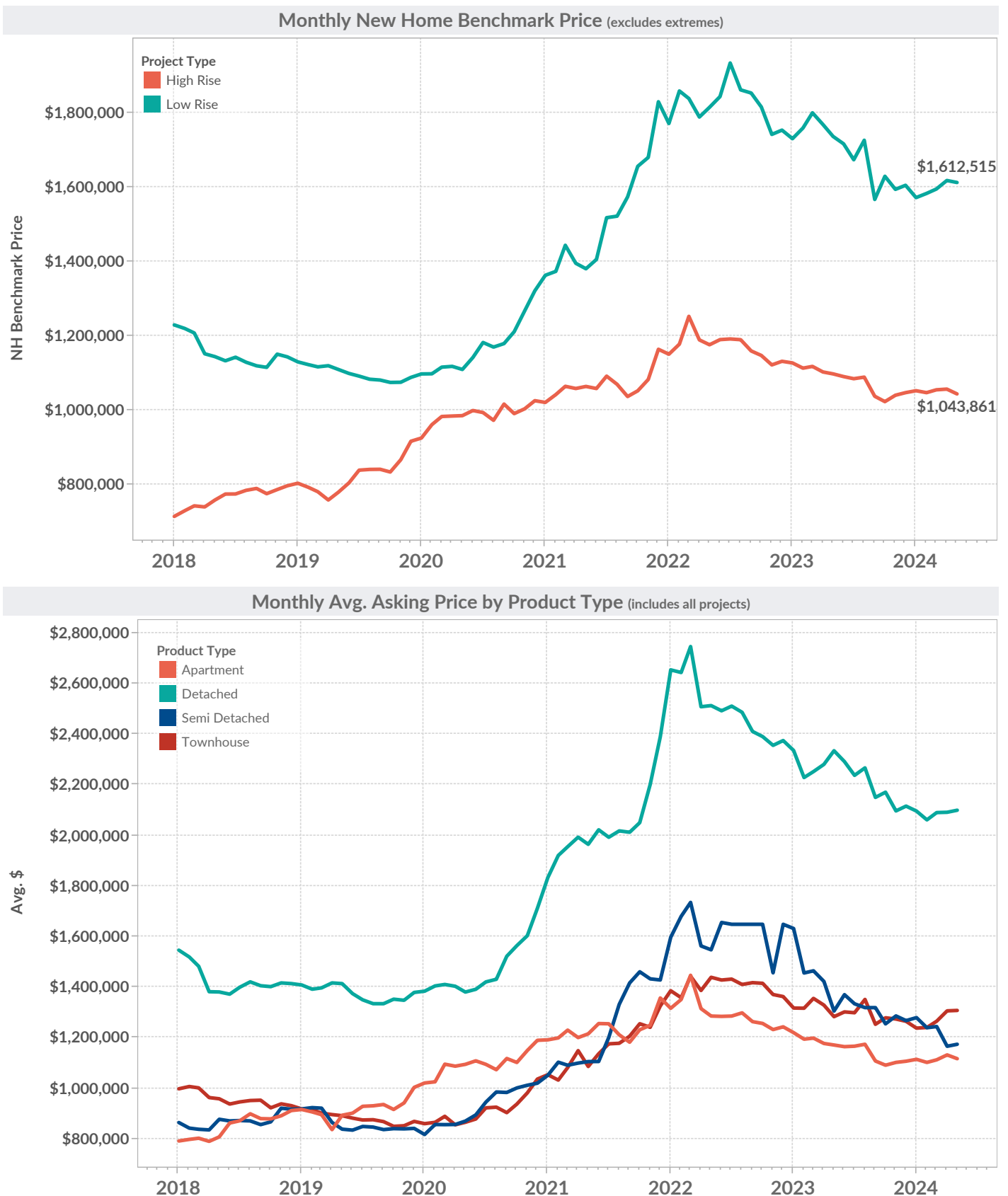
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

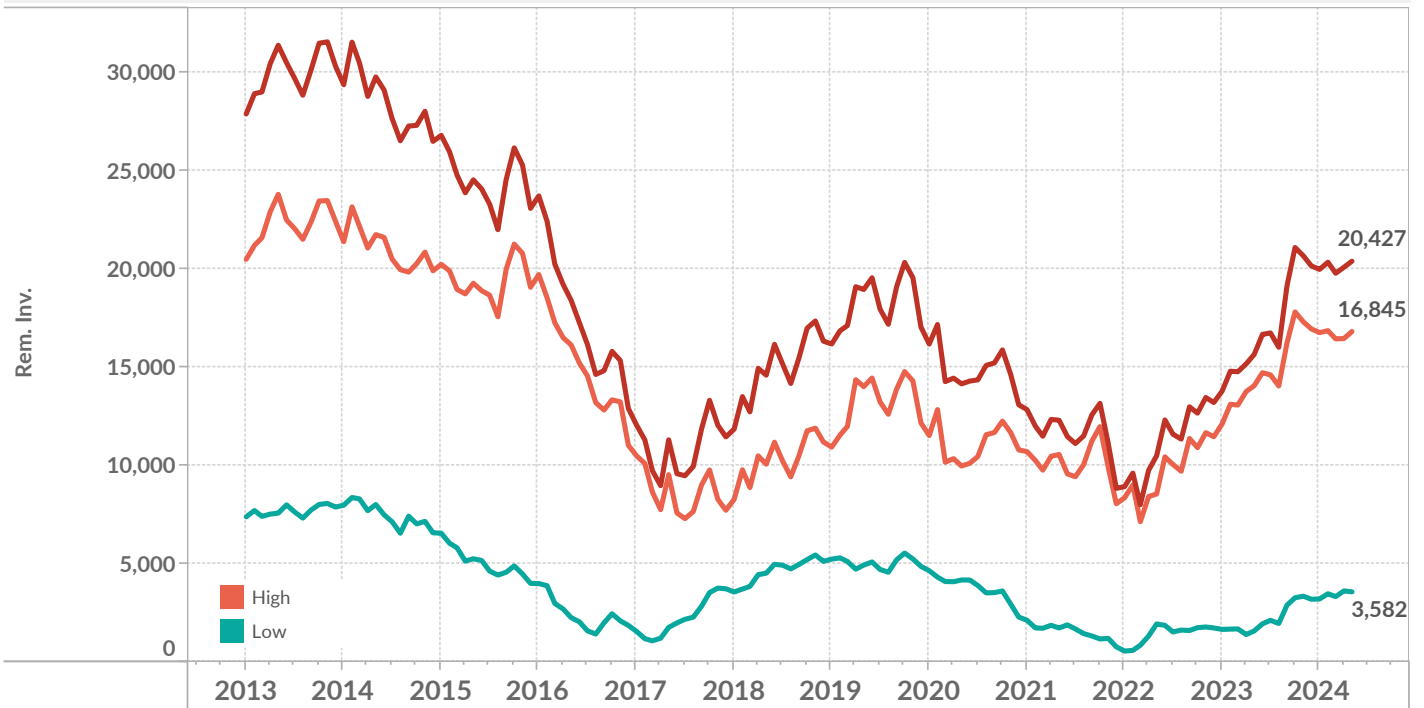


Pricing

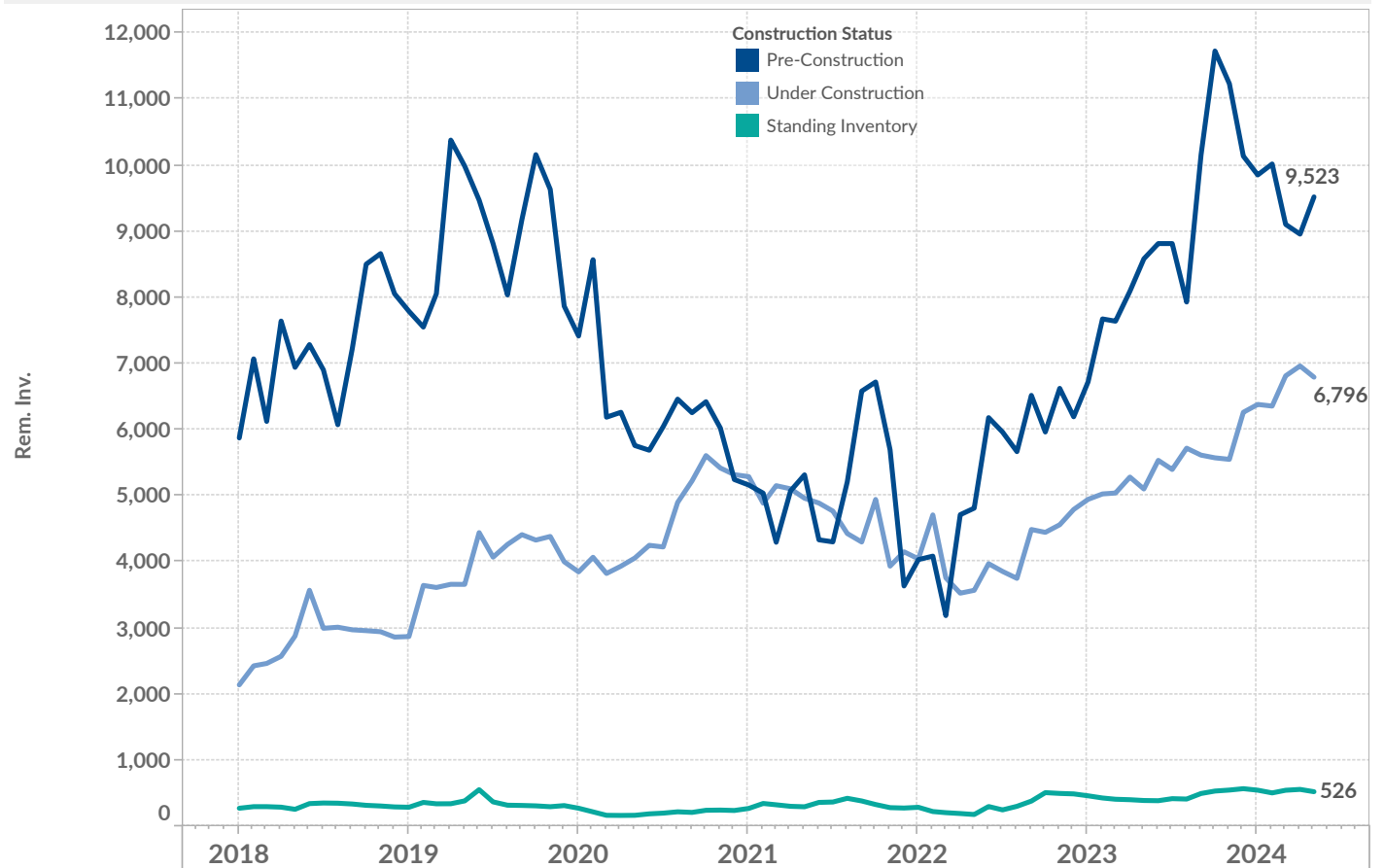


Remaining Inventory

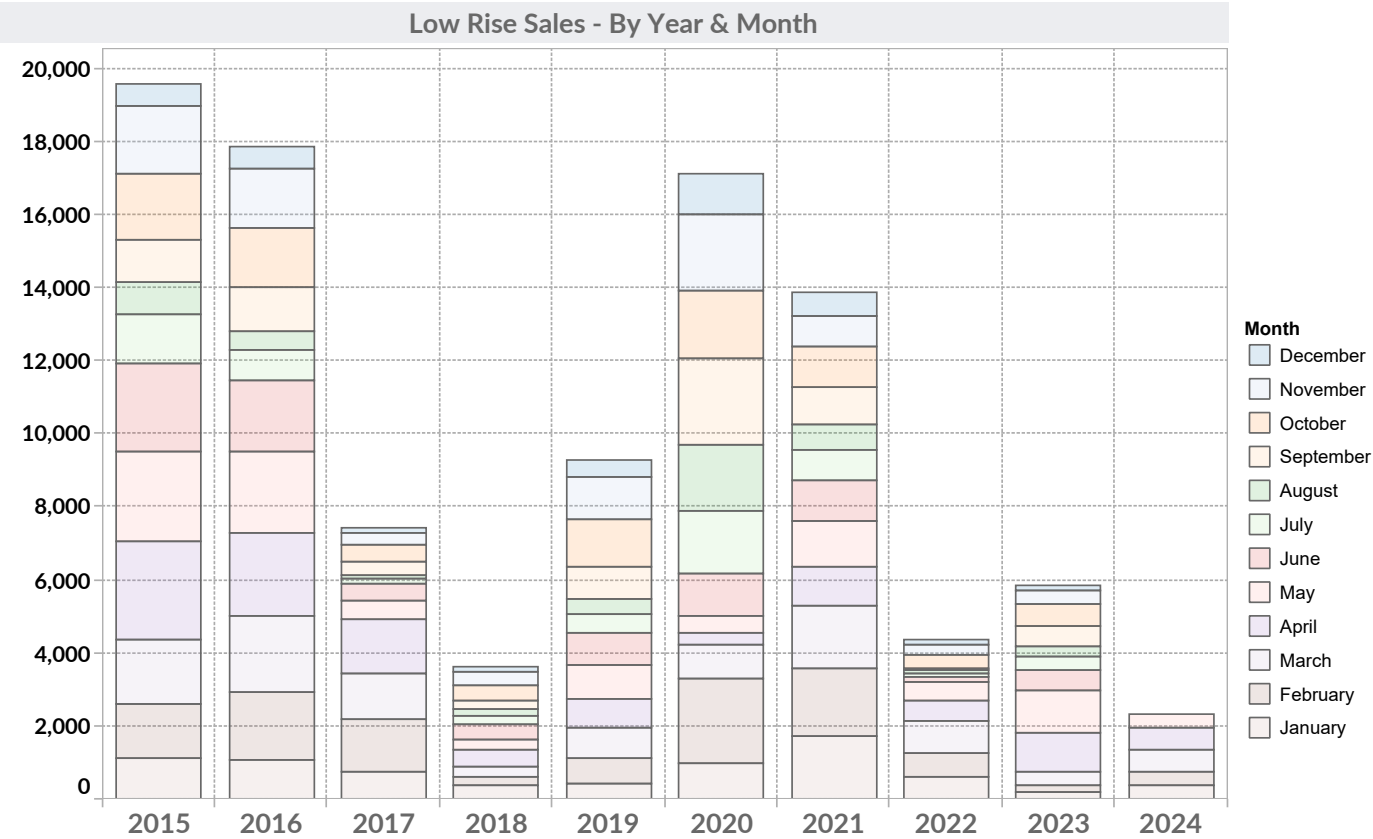
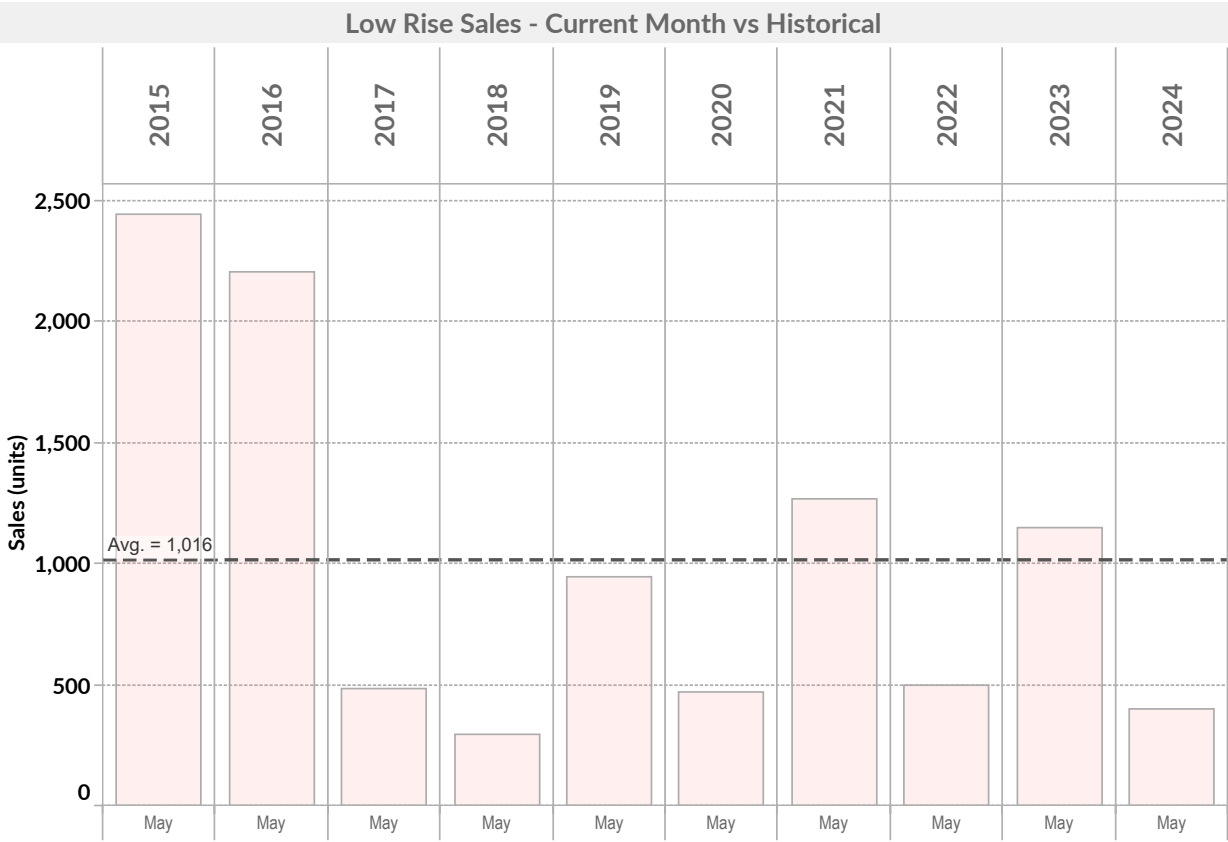
GTA - Monthly New Home Remaining Inventory



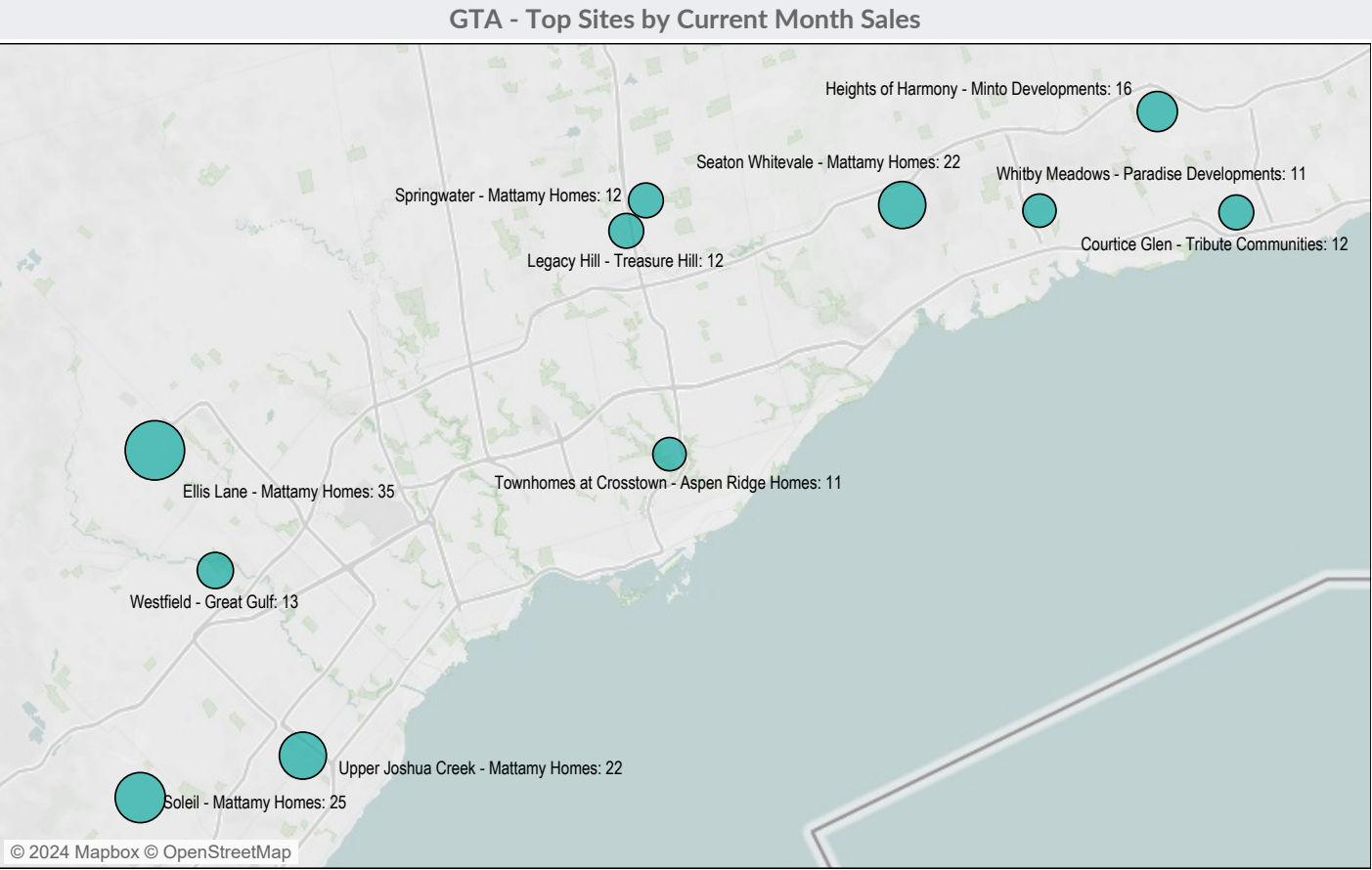
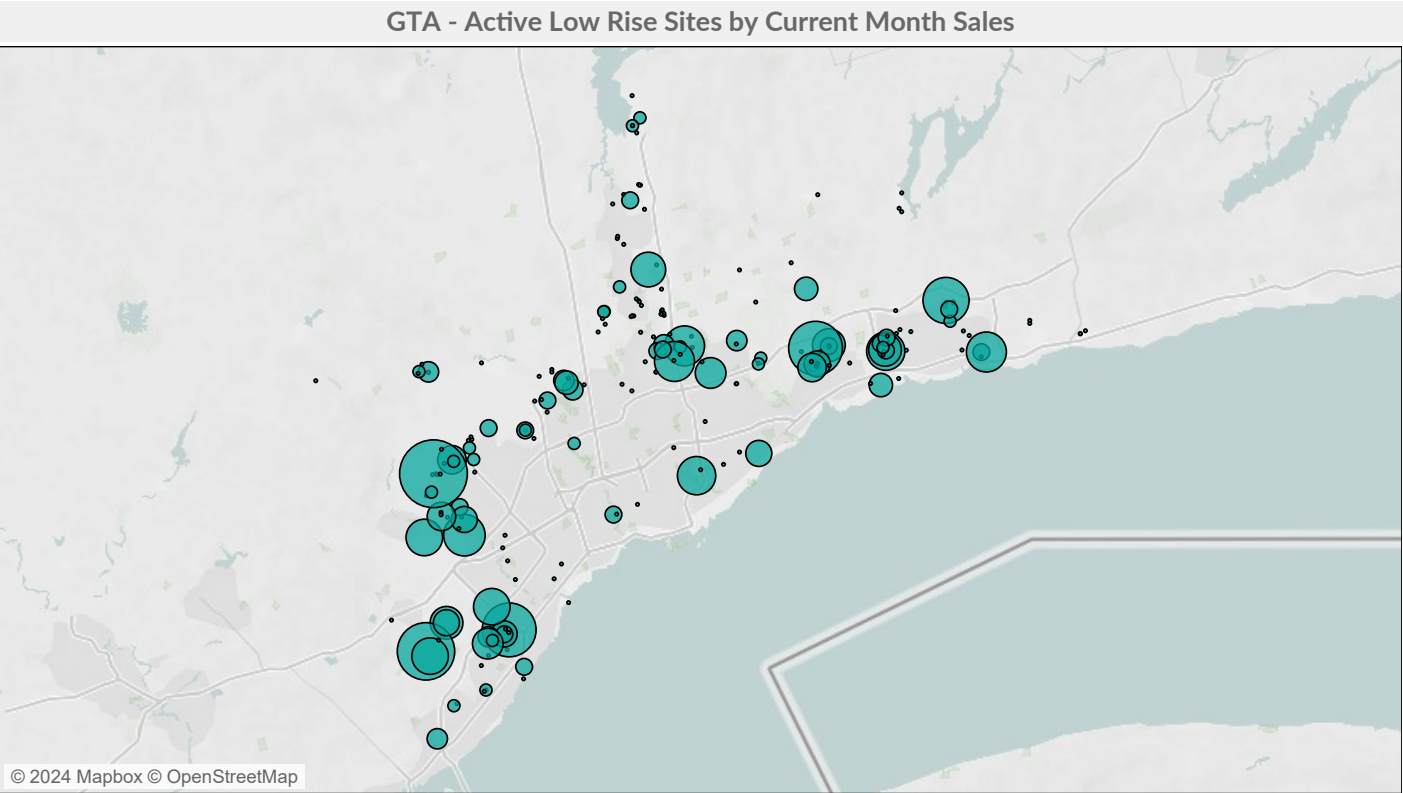
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



Current Sites

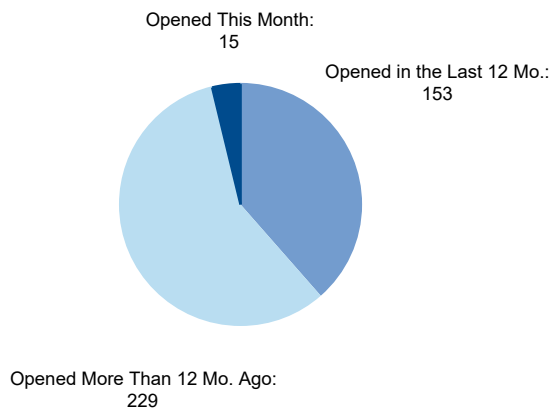


Monthly Sales Breakdown

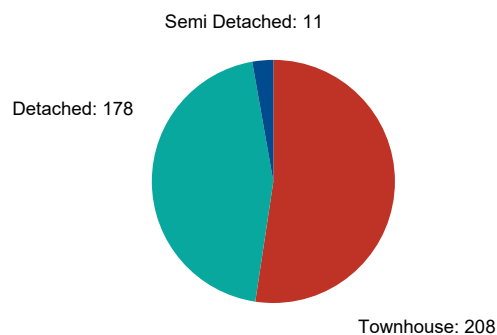


Current Month Low Rise Sales Breakdown

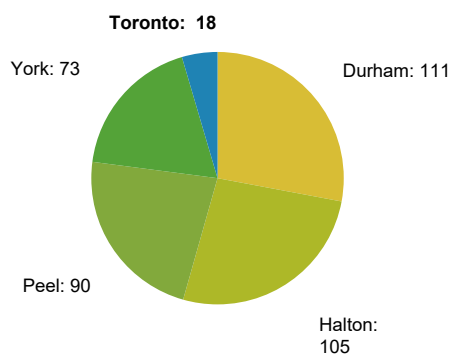
Sales by Opening Date



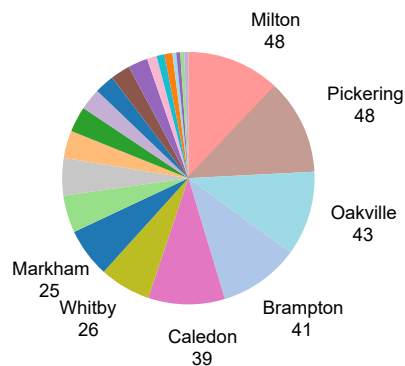
Sales by Product Type



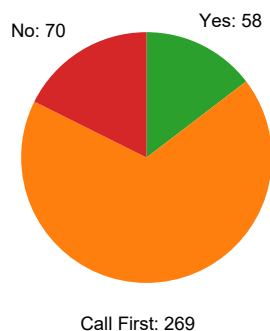
Sales by Region



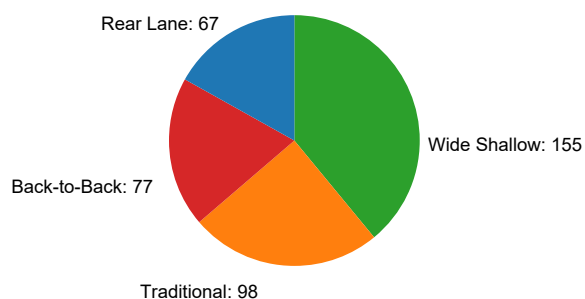
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



New Openings

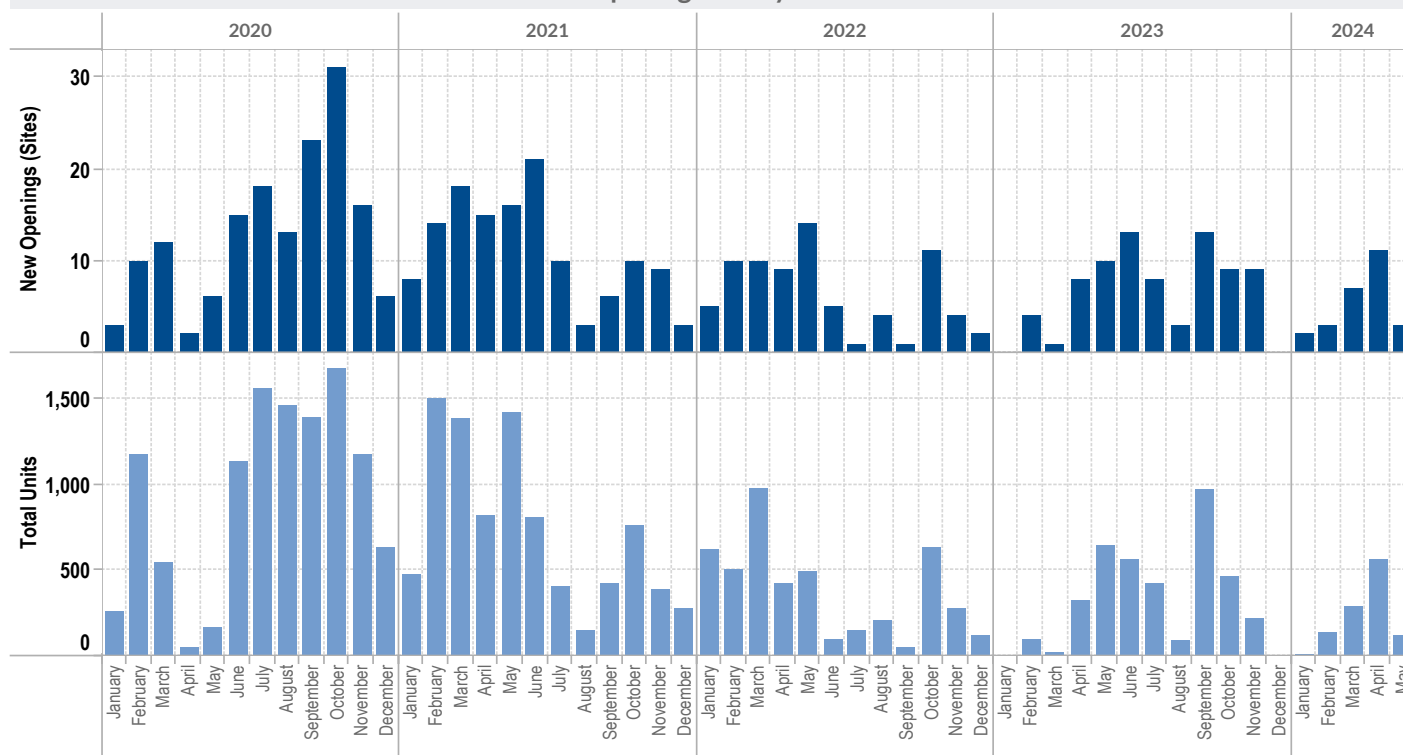


May 2024 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv.	Avg. \$/SF	No. of Units
Whitby Meadows - Paradise Developments	Freehold	Whitby	2024-05-10	1	42	\$509	43
Juniper Gate - Remington Homes	Freehold Common Element	Halton Hills	2024-05-13	10	24	\$635	34
Klein Estates - Lindvest	Freehold	Vaughan	2024-05-24	4	35	\$625	39
Grand Total				15	101	\$585	116

* 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	131								827	36.1%		36.1%			
Great Gulf	51	46	31	46	30								204	8.9%		45.0%			
Paradise Developments	0	0	47	42	38								127	5.5%		50.6%			
Minto Developments	2	10	31	32	23								98	4.3%		54.8%			
Aspen Ridge Homes	1	4	23	41	22								91	4.0%		58.8%			
Fieldgate Homes	19	15	12	19	10								75	3.3%		62.1%			
Deco Homes	2	19	8	37	8								74	3.2%		65.3%			
Tribute Communities	0	1	22	21	13								57	2.5%		67.8%			
Opus Homes	2	0	0	44	8								54	2.4%		70.2%			
Coscorp Inc.				43	8								51	2.2%		72.4%			
Treasure Hill	2	8	13	9	14								46	2.0%		74.4%			
Rosehaven Homes	0	0	32	5	0								37	1.6%		76.0%			
CountryWide Homes	4	11	7	7	7								36	1.6%		77.6%			
Heathwood Homes	17	7	8	0	2								34	1.5%		79.1%			
Starlane Home Corporation			28	3									31	1.4%		80.4%			
Geranium	1	0	6	16	5								28	1.2%		81.7%			
Sundial Homes	0	26	2	0	0								28	1.2%		82.9%			
Arista Homes	1	0	0	23	1								25	1.1%		84.0%			
Brookfield Residential	0	14	11	0	0								25	1.1%		85.1%			
Fernbrook Homes	0	2	12	4	4								22	1.0%		86.0%			
Lebovic Homes	3	2	11	0	1								17	0.7%		86.8%			
Insoho Developments	0	0	0	10	5								15	0.7%		87.4%			
	349	410	578	606	397								2,340						

Top Builders - Last 12 Months



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

Builder	2023							2024					Total	Market Share		Cum. Mkt. Share	
	June	July	August	September	October	November	December	January	February	March	April	May		%		%	
Mattamy Homes	16	51	86	190	135	169	36	196	179	177	144	131	1,510	29.3%		29.3%	
Great Gulf	12	10	5	25	42	56	30	51	46	31	46	30	384	7.4%		36.7%	
Treasure Hill	45	20	54	1	124	31	6	2	8	13	9	14	327	6.3%		43.1%	
Fieldgate Homes	83	8	11	5	5	3	8	19	15	12	19	10	198	3.8%		46.9%	
Paradise Developments	5	7	0	45	1	0	0	0	0	47	42	38	185	3.6%		50.5%	
Aspen Ridge Homes	1	54	6	8	12	5	3	1	4	23	41	22	180	3.5%		54.0%	
Greenpark Group	20	5	21	63	32	5	0	0	0	0	1	0	147	2.8%		56.8%	
CountryWide Homes	9	26	5	23	29	10	4	4	11	7	7	7	142	2.8%		59.6%	
Minto Developments	0	0	0	28	8	1	4	2	10	31	32	23	139	2.7%		62.3%	
Deco Homes	19	8	1	0	15	0	0	2	19	8	37	8	117	2.3%		64.5%	
Caivan				93	7	1	4	0	3	1	0	0	109	2.1%		66.6%	
Regal Crest Homes	3	65	6	1	2	1	5	10	1	0	2	2	98	1.9%		68.5%	
Opus Homes	35	6	0	0	0	0	0	2	0	0	44	8	95	1.8%		70.4%	
Branthaven Homes	41	15	3	0	7	5	1	2	3	4	2	0	83	1.6%		72.0%	
Arista Homes	46	0	0	0	0	0	0	1	0	0	23	1	71	1.4%		73.4%	
Geranium	0	0	0	1	37	5	0	1	0	6	16	5	71	1.4%		74.7%	
Fernbrook Homes	19	6	1	12	3	1	1	0	2	12	4	4	65	1.3%		76.0%	
Heathwood Homes	0	0	0	21	6	0	2	17	7	8	0	2	63	1.2%		77.2%	
Tribute Communities	0	0	0	0	0	0	0	0	1	22	21	13	57	1.1%		78.3%	
Rosehaven Homes	0	0	0	0	18	1	0	0	0	32	5	0	56	1.1%		79.4%	
Coscorp Inc.											43	8	51	1.0%		80.4%	
Forest Hill Homes and State Building Group	18	2	11	2	0	2	0	0	5	5	1	1	47	0.9%		81.3%	
	581	370	265	584	557	392	161	349	410	578	606	397	5,250				

Top Sites



GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2024 May
Ellis Lane - Mattamy Homes	Caledon	Detached	30	4
			36	5
		Townhouse	20	13
			21	13
		Total		35
Soleil - Mattamy Homes	Milton	Detached	30	9
			34	2
			36	8
		Townhouse	21	6
		Total		25
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30	4
			36	6
		Townhouse	23	12
		Total		22
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34	7
			38	6
			45	0
		Townhouse	20	6
			21	3
			23	0
		Total		22
Heights of Harmony - Minto Developments	Oshawa	Detached	36	0
			43	0
		Townhouse	19	6
			20	10
		Total		16
Westfield - Great Gulf	Brampton	Detached	34	3
			38	10
		Townhouse	18	0
			20	0
			21	0
		Total		13
Courtice Glen - Tribute Communities	Clarington	Detached	30	4
			36	1
			40	0
		Semi Detached	25	1
		Townhouse	20	6
		Total		12
Legacy Hill - Treasure Hill	Richmond Hill	Townhouse	20	12
		Total		12
Springwater - Mattamy Homes	Markham	Detached	30	7
			38	5
		Townhouse	20	0
			22	0
		Total		12

Yr. Over Yr. Sales Comparison



Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	May 2023					May 2024				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	3		1	0	4	3		1	0	4
	Brock										
	Clarington	3			2	5	5		1	8	14
	Oshawa	49		9	51	109	0		0	19	19
	Pickering	157		6	45	208	25		4	19	48
	Scugog	2				2	0	0		0	0
	Uxbridge	0			0	0	0			0	0
	Whitby	0		0	0	0	13		3	10	26
	Total	214		16	98	328	46	0	9	56	111
Halton	Burlington			0	0	0	1		1	2	4
	Halton Hills						4			6	10
	Milton	0		2	122	124	38			10	48
	Oakville	43			271	314	16			27	43
	Total	43		2	393	438	59		1	45	105
Peel	Brampton	28		0	175	203	30		1	10	41
	Caledon	0				0	13		0	26	39
	Mississauga	2			26	28	0			10	10
	Total	30		0	201	231	43		1	46	90
Toronto	East York										
	Etobicoke										
	North York	0			0	0				11	11
	Old Toronto			0		0			0		0
	Scarborough	4			7	11	0			5	5
	York				0	0				2	2
	Total	4		0	7	11	0		0	18	18
York	Aurora	3			0	3	7			3	10
	East Gwillimbury	3		0	4	7	2		0	0	2
	Georgina	9				9	2				2
	King	0				0	2			0	2
	Markham	2			2	4	14		0	11	25
	Newmarket		1	0	0	1		0	0	0	0
	Richmond Hill	48	0	0	13	61	0	0	0	19	19
	Vaughan	7			49	56	3			10	13
	Whitchurch-Stouffville	0				0	0				0
	Total	72	1	0	68	141	30	0	0	43	73
Grand Total		363	1	18	767	1,149	178	0	11	208	397

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	22	0		6	1	29	
	Brock						0				0	0	
	Clarington	72		7	27	106	83	0		11	64	158	
	Oshawa	80		3	131	214	43	0		6	67	116	
	Pickering	422		42	212	676	64	0	0	17	44	125	
	Scugog	14	11		2	27	10	7		0	0	17	
	Uxbridge	0			5	5	20	0		0	21	41	
	Whitby	144		16	86	246	87	0		58	130	275	
	Total	742	11	75	465	1,293	329	7	0	98	327	761	
Halton	Burlington	5		9	6	20	25	0		4	17	46	
	Halton Hills	4			6	10	6	0		0	18	24	
	Milton	456		70	337	863	31	0		0	62	93	
	Oakville	128		16	533	677	122			0	200	322	
	Total	593		95	882	1,570	184	0		4	297	485	
Peel	Brampton	296		19	291	606	211	0		5	292	508	
	Caledon	179		6	134	319	279	0		6	99	384	
	Mississauga	5		8	58	71	23	0		0	94	117	
	Total	480		33	483	996	513	0		11	485	1,009	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York				37	37	0	0		0	36	36	
	Old Toronto			0		0	0	0		12	0	12	
	Scarborough	6			21	27	9	0		0	44	53	
	York				5	5	0			0	27	27	
	Total	6		0	63	69	9	0		12	107	128	
York	Aurora	20			11	31	37	0	0	0	9	46	
	East Gwillimbury	6		0	5	11	10			0	2	12	
	Georgina	64				64	99	0		0	0	99	
	King	101			7	108	57	0		0	5	62	
	Markham	234		0	340	574	71	0		0	229	300	
	Newmarket		2	1	0	3	0	0		0	6	6	
	Richmond Hill	137	0	2	210	349	168	0		6	134	308	
	Vaughan	63			114	177	120	0		0	214	334	
	Whitchurch-Stouffville	5				5	32			0	0	32	
	Total	630	2	3	687	1,322	594	0	0	6	599	1,199	
Grand Total		2,451	13	206	2,580	5,250	1,629	7	0	131	1,815	3,582	



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