



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Report
June 2024

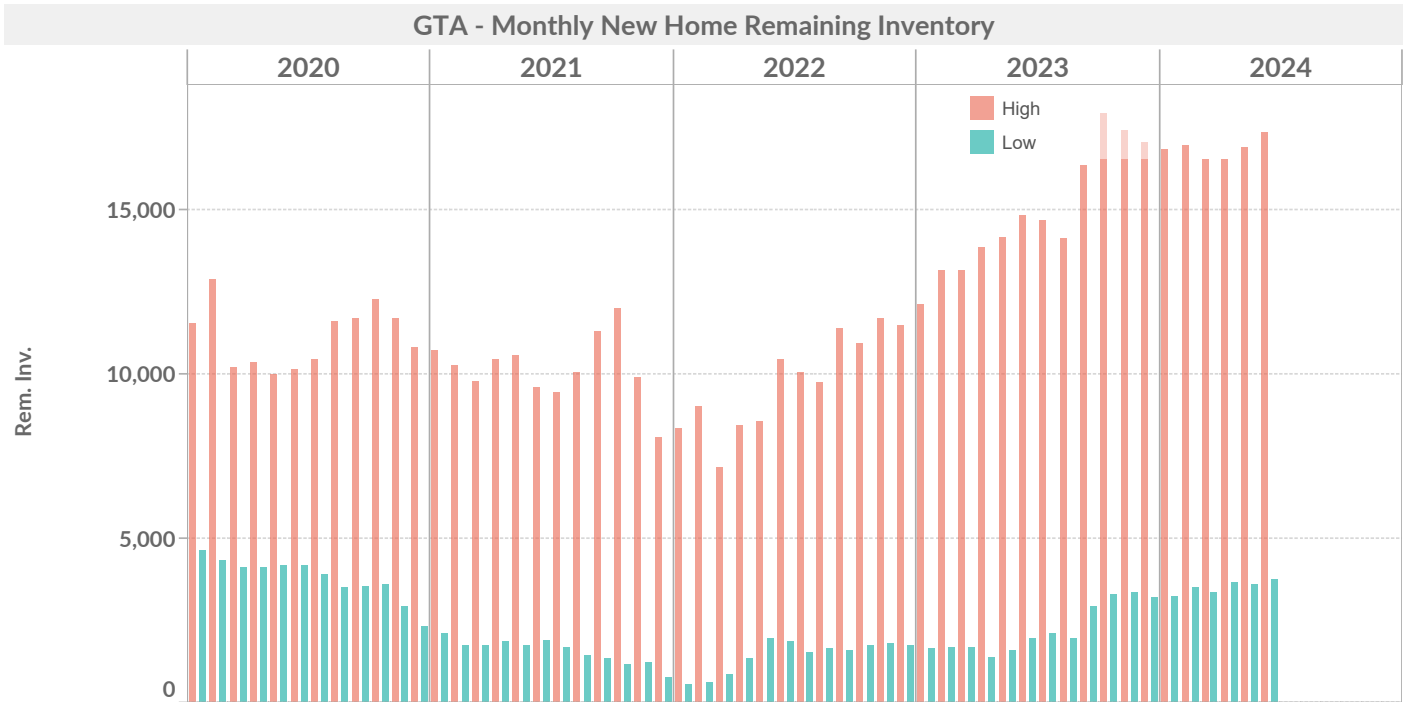
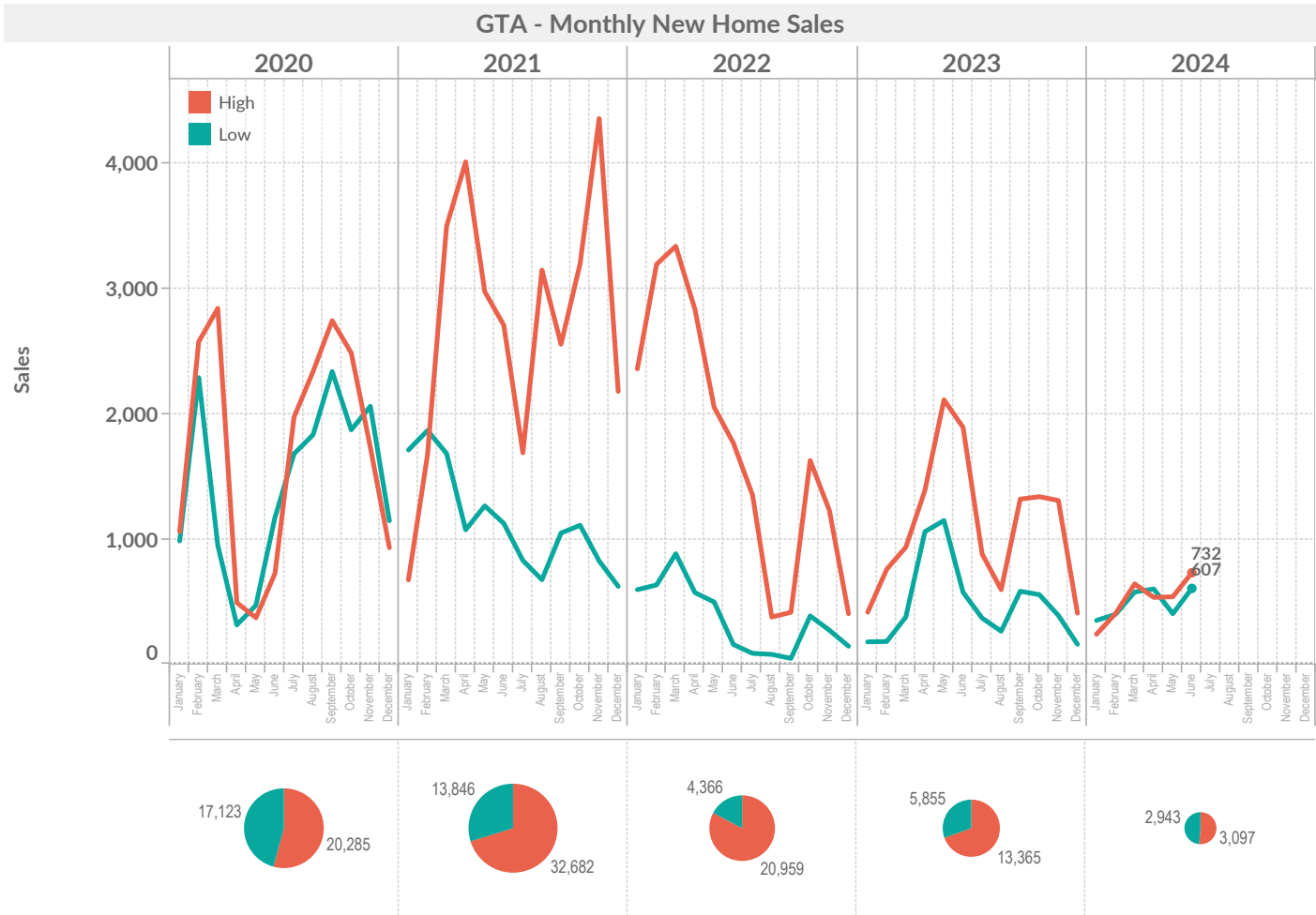
GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

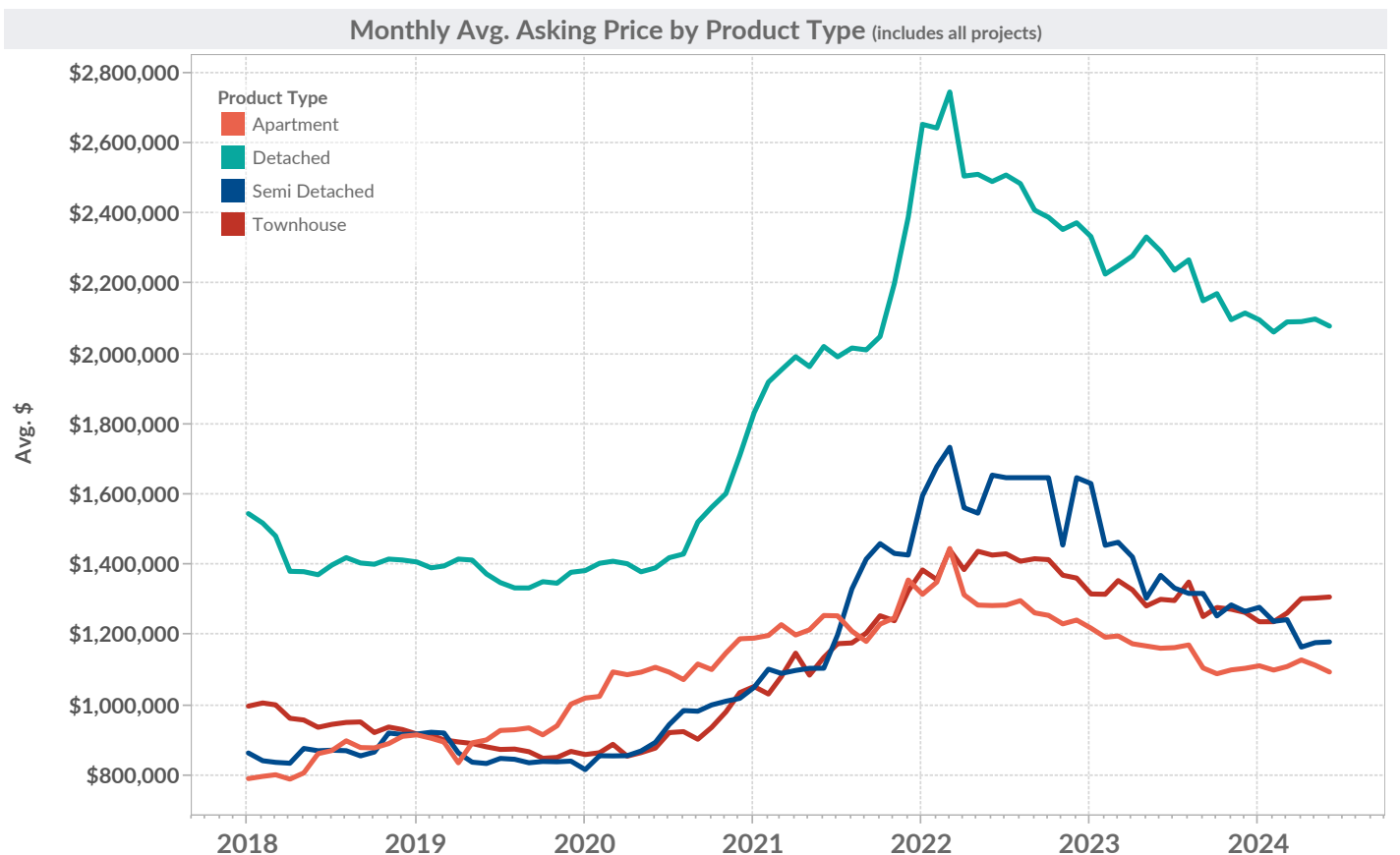
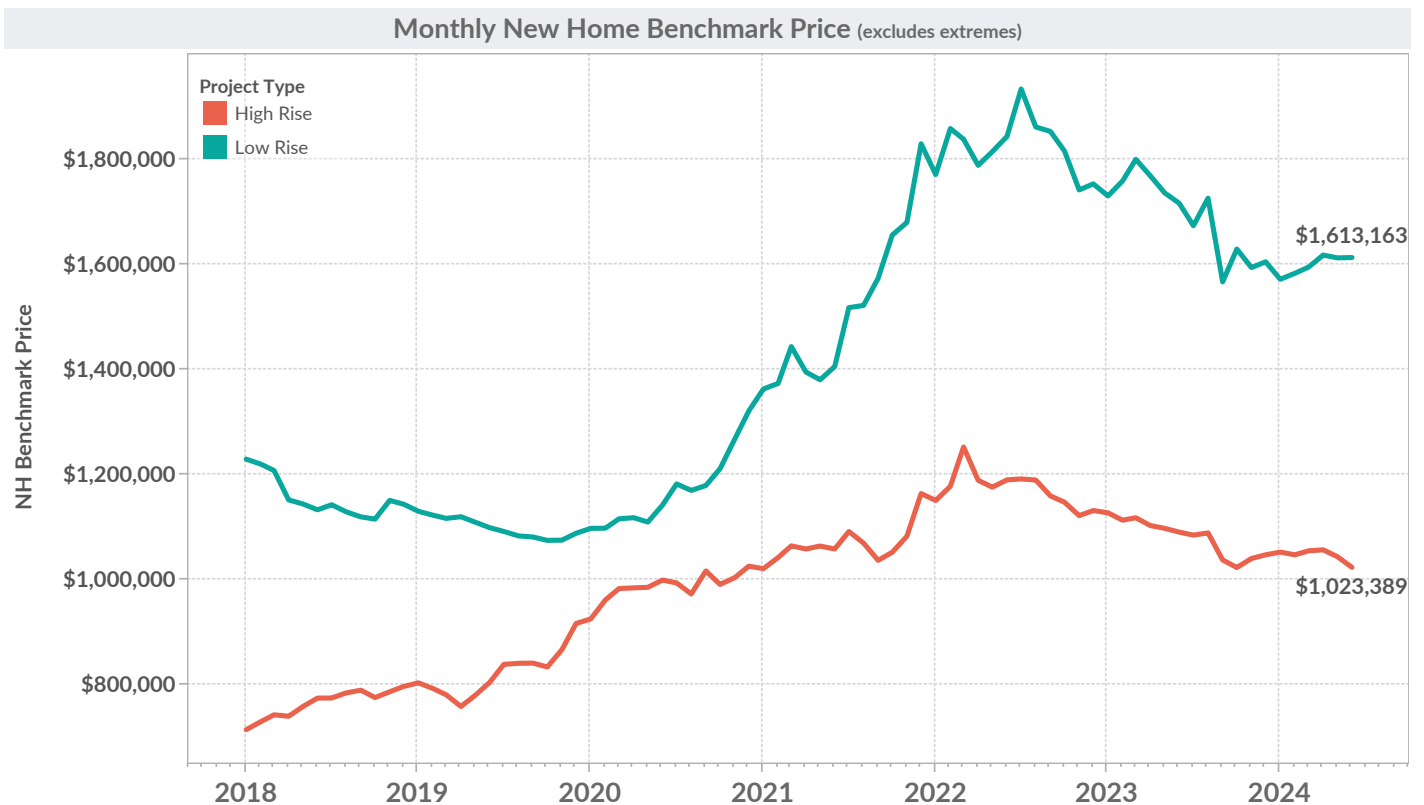
Monthly Sales	Jun-24		Jun-23		Change
High Rise	732		1,893		-61.3%
Low Rise	607		576		5.4%
Total	1,339		2,469		-45.8%
Year to Date Sales	Jan.-Jun. 2024		Jan.-Jun. 2023		Y/Y Change
High Rise	3,097		7,509		-58.8%
Low Rise	2,943		3,527		-16.6%
Total	6,040		11,036		-45.3%
Year to Date Supply	Jan.-Jun. 2024		Jan.-Jun. 2023		Y/Y Change
High Rise	4,240		11,124		-61.9%
Low Rise	3,496		3,742		-6.6%
Total	7,736		14,866		-48.0%
Year to Date Completions	Jan.-Jun. 2024		Jan.-Jun. 2023		Y/Y Change
High Rise	11,373		10,246		11.0%
Remaining Inventory	Jun-24	May-24	Jun-23	M/M Change	Y/Y Change
High Rise	17,391	16,911	14,828	2.8%	17.3%
Low Rise	3,767	3,594	1,960	4.8%	92.2%
Total	21,158	20,505	16,788	3.2%	26.0%
Benchmark Price	Jun-24	May-24	Jun-23	M/M Change	Y/Y Change
High Rise	\$1,023,389	\$1,043,861	\$1,090,494	-2.0%	-6.2%
Low Rise	\$1,613,163	\$1,612,515	\$1,716,467	0.0%	-6.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	3	352	302	116	
High Rise Units	1,251	91,271	88,518	30,865	
% Sold*	23%	81%	89%	54%	
Low Rise Projects	5	224			
Low Rise Units	591	25,804			
% Sold*	54%	85%			

* 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.

Sales & Remaining Inventory

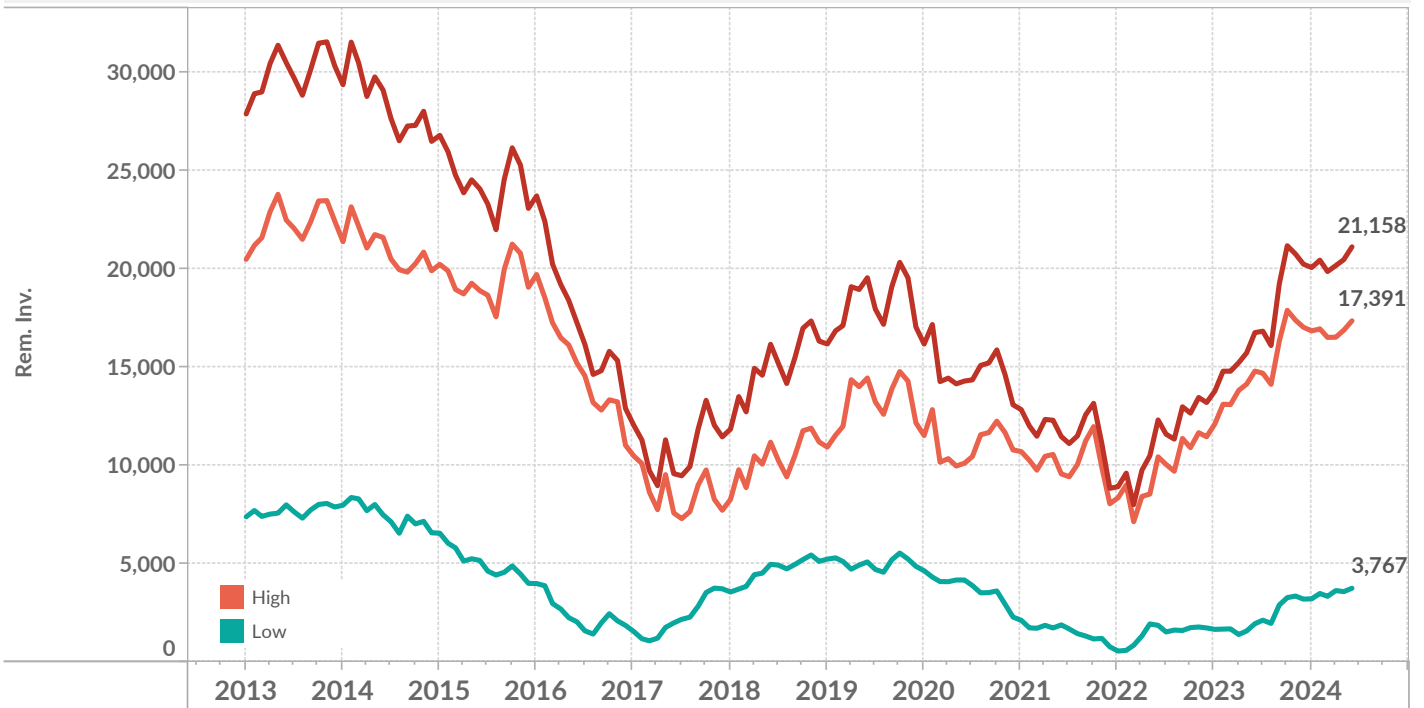


Pricing

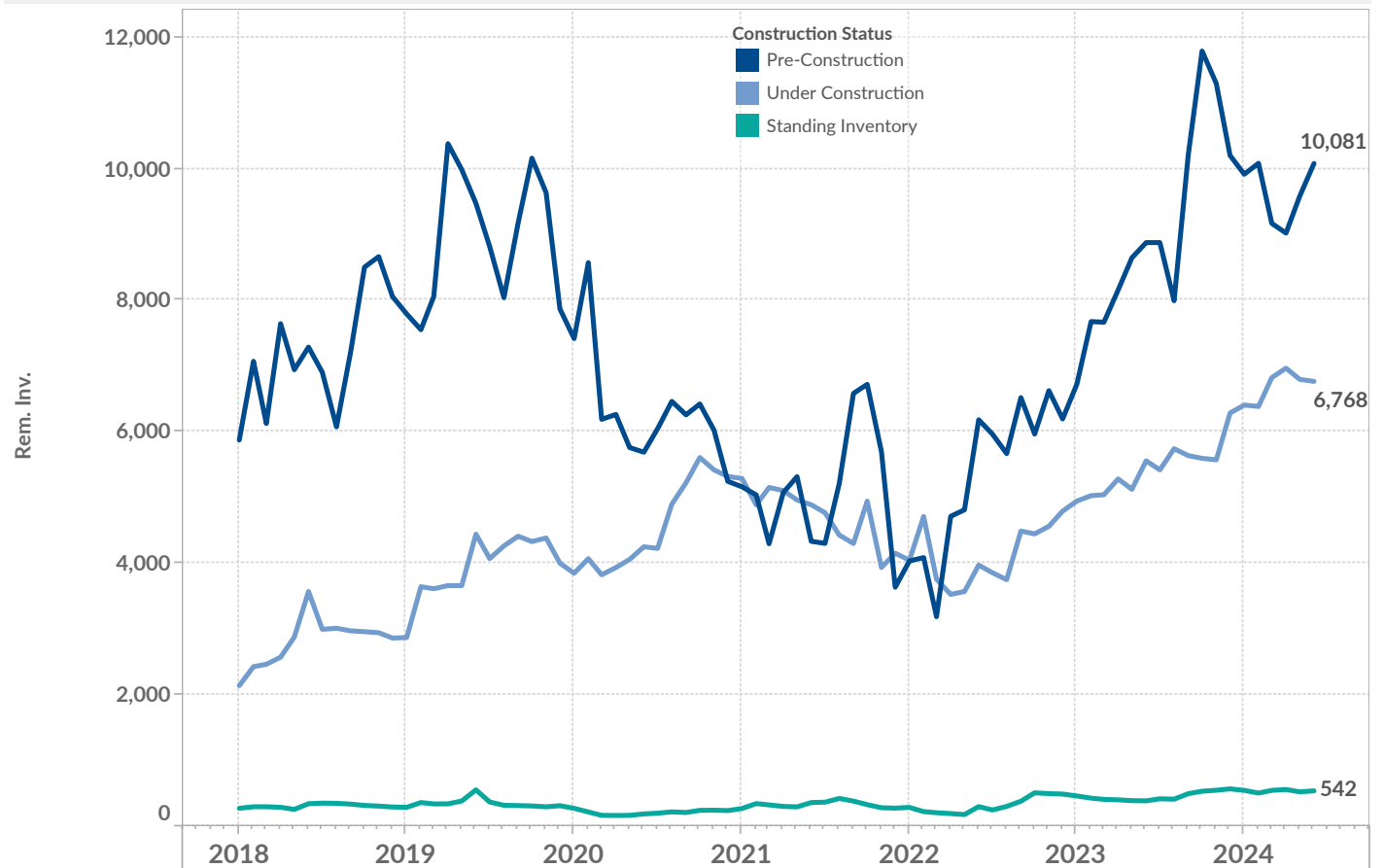


Remaining Inventory

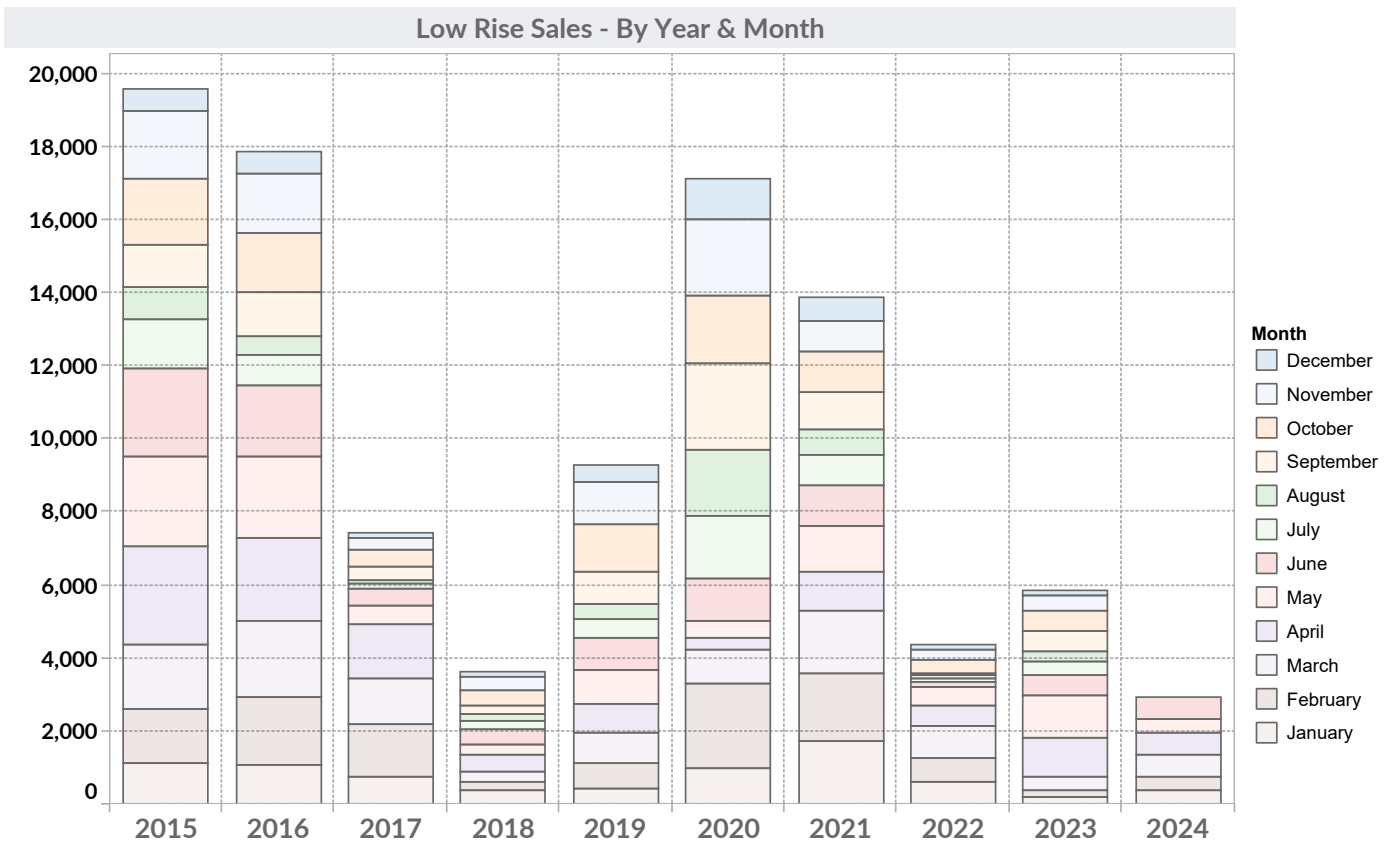
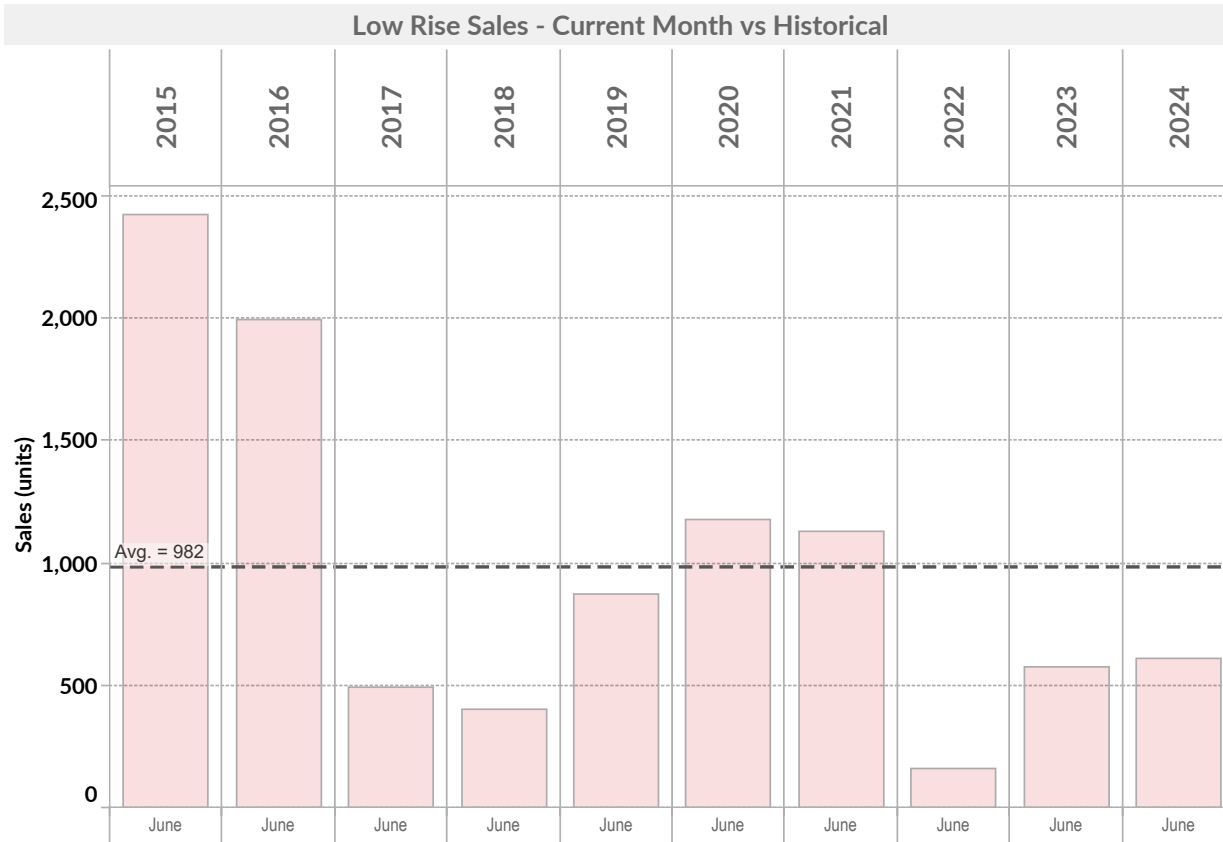
GTA - Monthly New Home Remaining Inventory



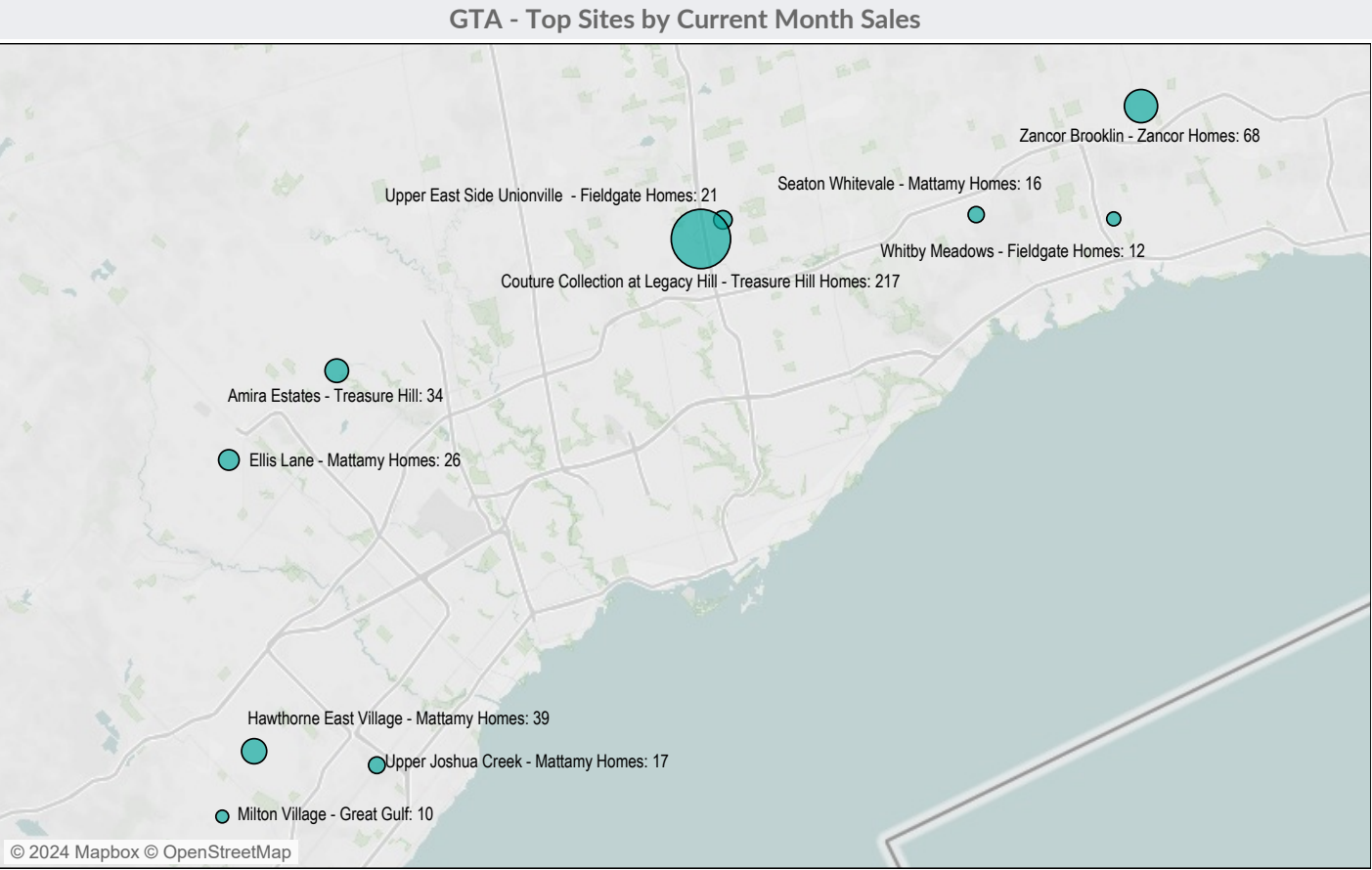
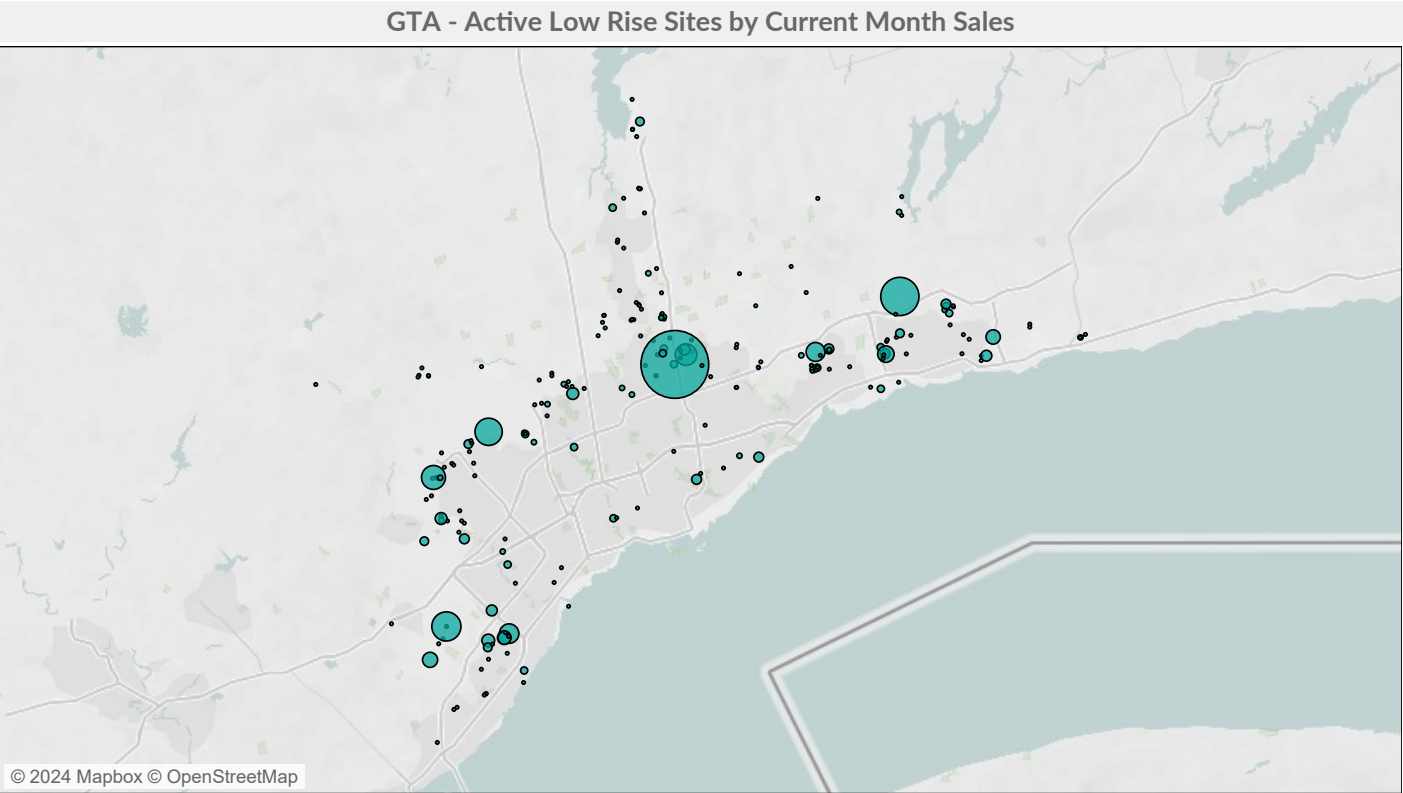
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



Current Sites

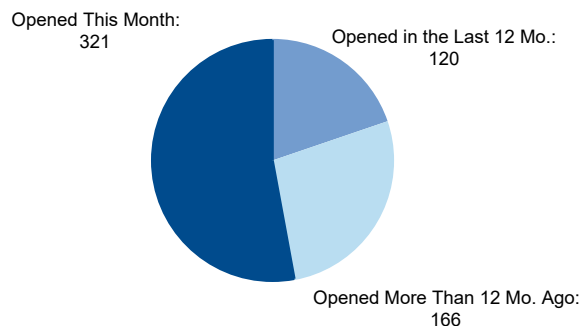


Monthly Sales Breakdown

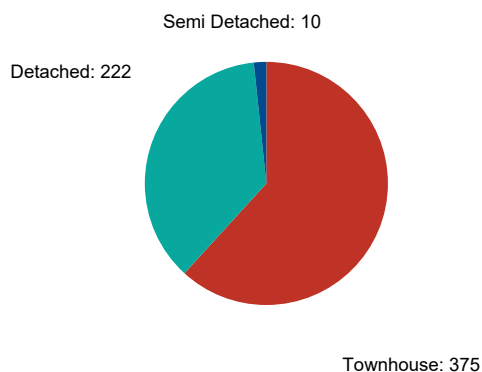


Current Month Low Rise Sales Breakdown

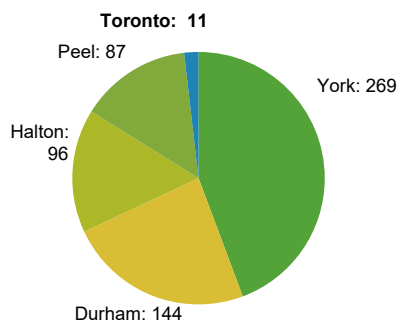
Sales by Opening Date



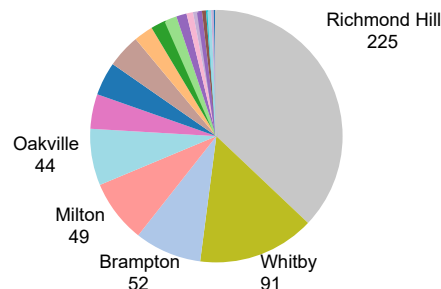
Sales by Product Type



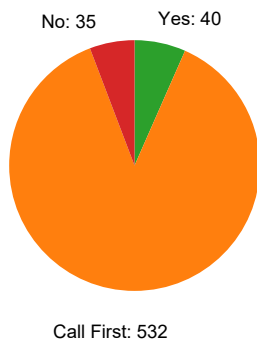
Sales by Region



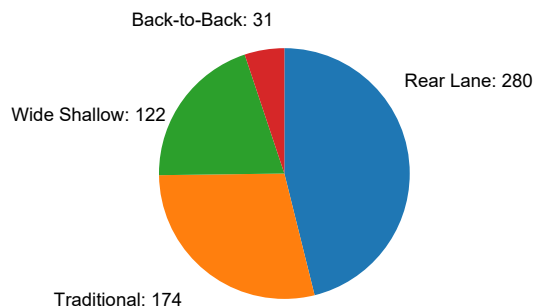
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



New Openings

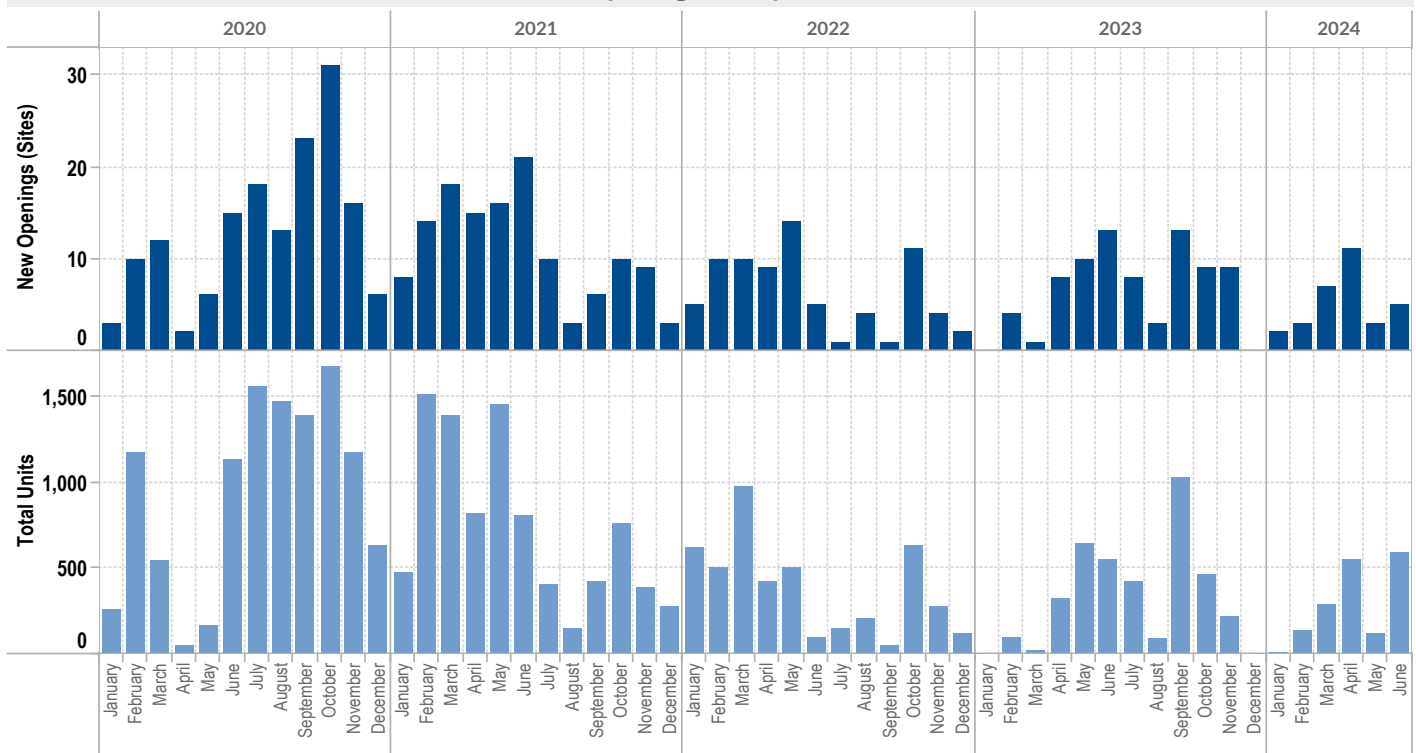


June 2024 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv.	Avg. \$/SF	No. of Units
Upper East Side Unionville - Fieldgate Homes	Freehold	Markham	2024-06-06	21	75	\$759	96
Zancor Brooklin - Zancor Homes	Freehold	Whitby	2024-06-06	68	9	\$532	77
Willows - Marlin Spring Developments	Freehold	Clarington	2024-06-08	9	32	\$570	41
Oakbrook - Crystal Homes and Fernbrook Homes	Freehold Common Element	Oakville	2024-06-12	6	154	\$663	160
Couture Collection at Legacy Hill - Treasure Hill Homes	Freehold	Richmond Hill	2024-06-13	217	0		217
Grand Total				321	270	\$683	591

* 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	108							935	32.9%		32.9%			
Great Gulf	51	46	31	46	32	24							230	8.1%		41.0%			
Treasure Hill Homes						217							217	7.6%		48.6%			
Paradise Developments	0	0	47	41	38	8							134	4.7%		53.3%			
Fieldgate Homes	19	15	12	19	10	35							110	3.9%		57.2%			
Aspen Ridge Homes	1	4	23	41	22	5							96	3.4%		60.6%			
Minto Developments	4	0	31	32	23	4							94	3.3%		63.9%			
Deco Homes	2	19	8	37	8	3							77	2.7%		66.6%			
Zancor Homes	0	4	0	0	0	68							72	2.5%		69.1%			
Tribute Communities	0	1	22	21	15	5							64	2.3%		71.4%			
Opus Homes	2	0	0	44	8	4							58	2.0%		73.4%			
Coscorp Inc.				43	8	0							51	1.8%		75.2%			
CountryWide Homes	4	11	7	7	7	8							44	1.5%		76.8%			
Treasure Hill	2	8	13	3	12	0							38	1.3%		78.1%			
Rosehaven Homes	0	0	32	5	0	0							37	1.3%		79.4%			
Heathwood Homes	17	7	8	0	2	0							34	1.2%		80.6%			
Starlane Home Corporation			28	3									31	1.1%		81.7%			
Sundial Homes	0	26	2	0	0	1							29	1.0%		82.7%			
Geranium	1	0	6	16	5	0							28	1.0%		83.7%			
Arista Homes	1	0	0	23	1	1							26	0.9%		84.6%			
Brookfield Residential	0	14	11	0	0	0							25	0.9%		85.5%			
Fernbrook Homes	0	2	12	1	3	2							20	0.7%		86.2%			
	351	400	578	602	405	607							2,943						

Top Builders - Last 12 Months



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

Builder	2023						2024						Total	Market Share		Cum. Mkt. Share	
	July	August	September	October	November	December	January	February	March	April	May	June		%		%	
Mattamy Homes	51	86	190	135	169	36	196	179	177	144	131	108	1,602	31.2%		31.2%	
Great Gulf	10	5	25	42	56	30	51	46	31	46	32	24	398	7.8%		39.0%	
Treasure Hill	20	54	1	124	31	6	2	8	13	3	12	0	274	5.3%		44.3%	
Treasure Hill Homes												217	217	4.2%		48.6%	
Paradise Developments	7	0	45	1	0	0	0	0	47	41	38	8	187	3.6%		52.2%	
Aspen Ridge Homes	54	6	8	12	5	3	1	4	23	41	22	5	184	3.6%		55.8%	
Fieldgate Homes	8	11	5	5	3	8	19	15	12	19	10	35	150	2.9%		58.7%	
CountryWide Homes	26	5	23	29	10	4	4	11	7	7	7	8	141	2.7%		61.5%	
Minto Developments	0	0	28	8	1	4	4	0	31	32	23	4	135	2.6%		64.1%	
Greenpark Group	5	21	63	32	5	0	0	0	0	1	0	2	129	2.5%		66.6%	
Caivan			93	7	1	4	0	3	1	0	0	6	115	2.2%		68.9%	
Deco Homes	8	1	0	15	0	0	2	19	8	37	8	3	101	2.0%		70.8%	
Regal Crest Homes	65	6	1	2	1	5	10	1	0	2	2	1	96	1.9%		72.7%	
Zancor Homes	1	2	4	4	6	0	0	4	0	0	0	68	89	1.7%		74.4%	
Geranium	0	0	1	37	5	0	1	0	6	16	5	0	71	1.4%		75.8%	
Opus Homes	6	0	0	0	0	0	2	0	0	44	8	4	64	1.2%		77.1%	
Tribute Communities	0	0	0	0	0	0	0	1	22	21	15	5	64	1.2%		78.3%	
Heathwood Homes	0	0	21	6	0	2	17	7	8	0	2	0	63	1.2%		79.5%	
Rosehaven Homes	0	0	0	18	1	0	0	0	32	5	0	0	56	1.1%		80.6%	
Coscorp Inc.										43	8	0	51	1.0%		81.6%	
National Homes	0	0	5	9	16	9	0	0	0	0	5	2	46	0.9%		82.5%	
Fernbrook Homes	6	1	12	3	1	1	0	2	12	1	3	2	44	0.9%		83.4%	
	370	265	584	557	391	161	351	400	578	602	405	607	5,271				

Top Sites



GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2024 June
Couture Collection at Legacy Hill - Treasure Hill Homes	Richmond Hill	Townhouse	19	217
			Total	217
Zancor Brooklin - Zancor Homes	Whitby	Detached	32	43
			38	8
			42	17
			Total	68
Hawthorne East Village - Mattamy Homes	Milton	Detached	30	9
			34	1
			36	17
			43	2
		Townhouse	23	10
			Total	39
Ellis Lane - Mattamy Homes	Caledon	Detached	30	7
			36	1
		Townhouse	20	8
			21	10
			Total	26
Upper East Side Unionville - Fieldgate Homes	Markham	Detached	26	0
			31	0
			38	0
			45	0
		Townhouse	20	21
			Total	21
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34	1
			38	7
			45	1
		Townhouse	21	4
			23	4
			Total	17
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30	0
			36	3
		Townhouse	23	13
			Total	16
Whitby Meadows - Fieldgate Homes	Whitby	Detached	30	2
			36	0
		Semi Detached	25	3
			21	7
		Townhouse	22	0
			Total	12
Milton Village - Great Gulf	Milton	Detached	31	3
			36	4
			45	3
		Total		10

Yr. Over Yr. Sales Comparison



Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	June 2023					June 2024				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0		1	0	1	2		0	0	2
	Brock										
	Clarington	12			6	18	7		4	4	15
	Oshawa	25		2	13	40	3		0	6	9
	Pickering	118		21	36	175	10		0	16	26
	Scugog	4	4		1	9	1	0		0	1
	Uxbridge	0			0	0	0			0	0
	Whitby	14		5	1	20	76		6	9	91
	Total	173	4	29	57	263	99	0	10	35	144
Halton	Burlington			0	0	0	0		0	0	0
	Halton Hills						1			2	3
	Milton	0			29	29	39			10	49
	Oakville	4			50	54	10			34	44
	Total	4		0	79	83	50		0	46	96
Peel	Brampton	11		0	61	72	48		0	4	52
	Caledon	26				26	9		0	18	27
	Mississauga	2		0	2	4	0			8	8
	Total	39		0	63	102	57		0	30	87
Toronto	East York										
	Etobicoke										
	North York				0	0				4	4
	Old Toronto			0		0			0		0
	Scarborough	0			1	1	1			4	5
	York				0	0				2	2
	Total	0		0	1	1	1		0	10	11
York	Aurora	2			0	2	0			1	1
	East Gwillimbury	0		0	0	0	2		0	0	2
	Georgina	6				6	3				3
	King	62				62	0			0	0
	Markham	5			19	24	5		0	21	26
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	9	0	0	7	16	3	0	0	222	225
	Vaughan	5			11	16	2			10	12
	Whitchurch-Stouffville	1				1	0				0
	Total	90	0	0	37	127	15	0	0	254	269
Grand Total		306	4	29	237	576	222	0	10	375	607

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	12		6	2	20	20	0		6	1	27	
	Brock						0				0	0	
	Clarington	67		14	25	106	99	0		12	70	181	
	Oshawa	58		1	116	175	41	0		6	69	116	
	Pickering	314		21	192	527	57	0	0	17	22	96	
	Scugog	11	8		1	20	10	6		0	0	16	
	Uxbridge	0			5	5	20	0		0	21	41	
	Whitby	206		17	94	317	89	0		52	121	262	
	Total	668	8	59	435	1,170	336	6	0	93	304	739	
Halton	Burlington	5		9	6	20	25	0		4	17	46	
	Halton Hills	5			8	13	5	0		0	16	21	
	Milton	496		70	318	884	29	0		0	52	81	
	Oakville	134		16	517	667	112			0	355	467	
	Total	640		95	849	1,584	171	0		4	440	615	
Peel	Brampton	334		19	234	587	258	0		5	288	551	
	Caledon	162		6	152	320	271	0		6	81	358	
	Mississauga	3		8	64	75	23	0		0	100	123	
	Total	499		33	450	982	552	0		11	469	1,032	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York				41	41	0	0		0	32	32	
	Old Toronto			0		0	0	0		12	0	12	
	Scarborough	7			24	31	8	0		0	40	48	
	York				7	7	0			0	25	25	
	Total	7		0	72	79	8	0		12	97	117	
York	Aurora	18			12	30	37	0	0	0	8	45	
	East Gwillimbury	8		0	5	13	10			0	2	12	
	Georgina	61				61	96	0		0	0	96	
	King	29			7	36	67	0		0	5	72	
	Markham	234		0	342	576	146	0		0	229	375	
	Newmarket		2	1	0	3	0	0		0	12	12	
	Richmond Hill	131	0	2	426	559	165	0		6	128	299	
	Vaughan	62			112	174	116	0		0	205	321	
	Whitchurch-Stouffville	4				4	32			0	0	32	
	Total	547	2	3	904	1,456	669	0	0	6	589	1,264	
Grand Total		2,361	10	190	2,710	5,271	1,736	6	0	126	1,899	3,767	



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