



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Report
July 2024

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-24		Jul-23		Change
High Rise	287		882		-67.5%
Low Rise	367		370		-0.8%
Total	654		1,252		-47.8%
Year to Date Sales	Jan.-Jul. 2024		Jan.-Jul. 2023		Y/Y Change
High Rise	3,379		8,384		-59.7%
Low Rise	3,326		3,897		-14.7%
Total	6,705		12,281		-45.4%
Year to Date Supply	Jan.-Jul. 2024		Jan.-Jul. 2023		Y/Y Change
High Rise	4,872		12,055		-59.6%
Low Rise	4,411		4,289		2.8%
Total	9,283		16,344		-43.2%
Year to Date Completions	Jan.-Jul. 2024		Jan.-Jul. 2023		Y/Y Change
High Rise	13,890		11,129		24.8%
Remaining Inventory	Jul-24	Jun-24	Jul-23	M/M Change	Y/Y Change
High Rise	17,445	17,467	14,789	-0.1%	18.0%
Low Rise	4,215	3,706	2,137	13.7%	97.2%
Total	21,660	21,173	16,926	2.3%	28.0%
Benchmark Price	Jul-24	Jun-24	Jul-23	M/M Change	Y/Y Change
High Rise	\$1,020,179	\$1,023,389	\$1,084,768	-0.3%	-6.0%
Low Rise	\$1,585,881	\$1,613,163	\$1,673,696	-1.7%	-5.2%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	353	298	115	
High Rise Units	632	91,585	87,592	29,770	
% Sold*	6%	81%	88%	53%	
Low Rise Projects	3	228			
Low Rise Units	223	26,668			
% Sold*	59%	84%			

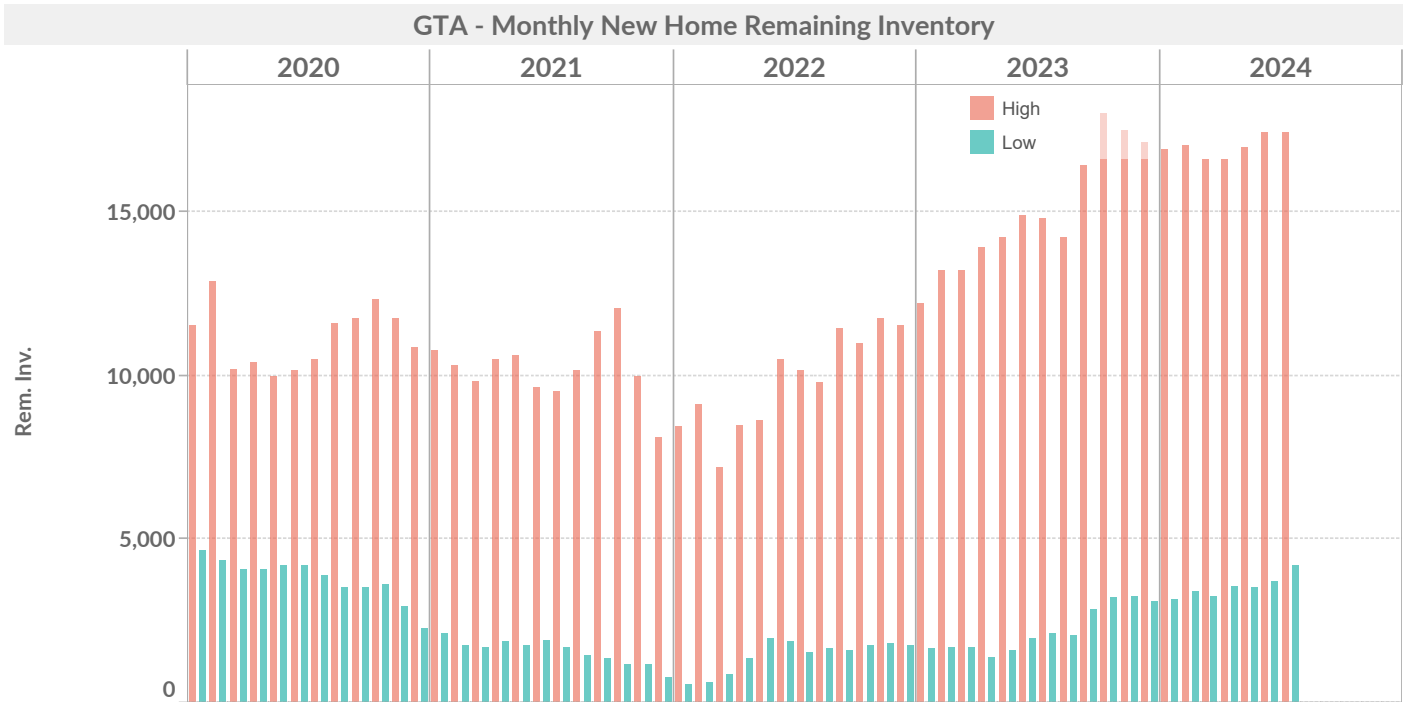
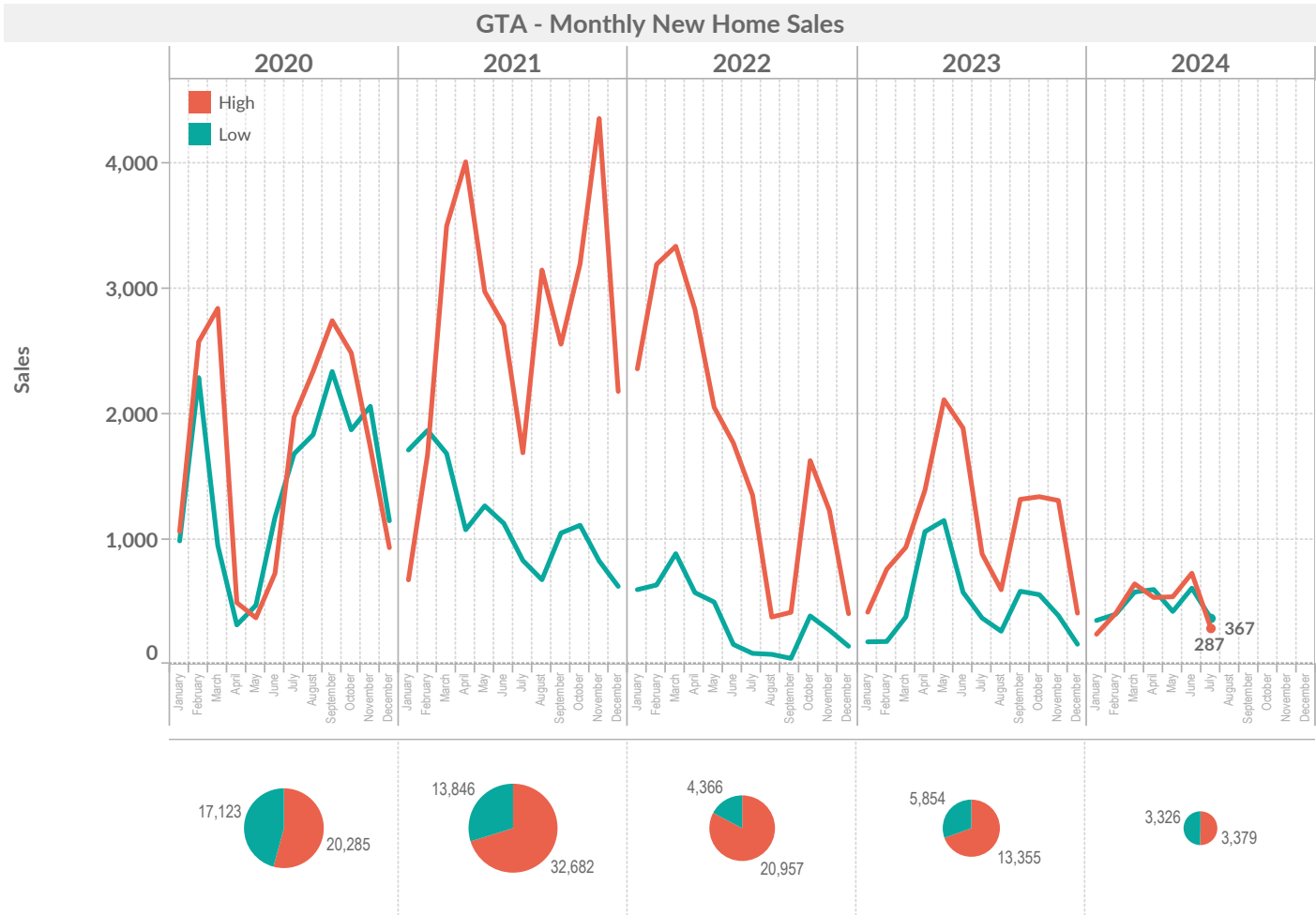
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

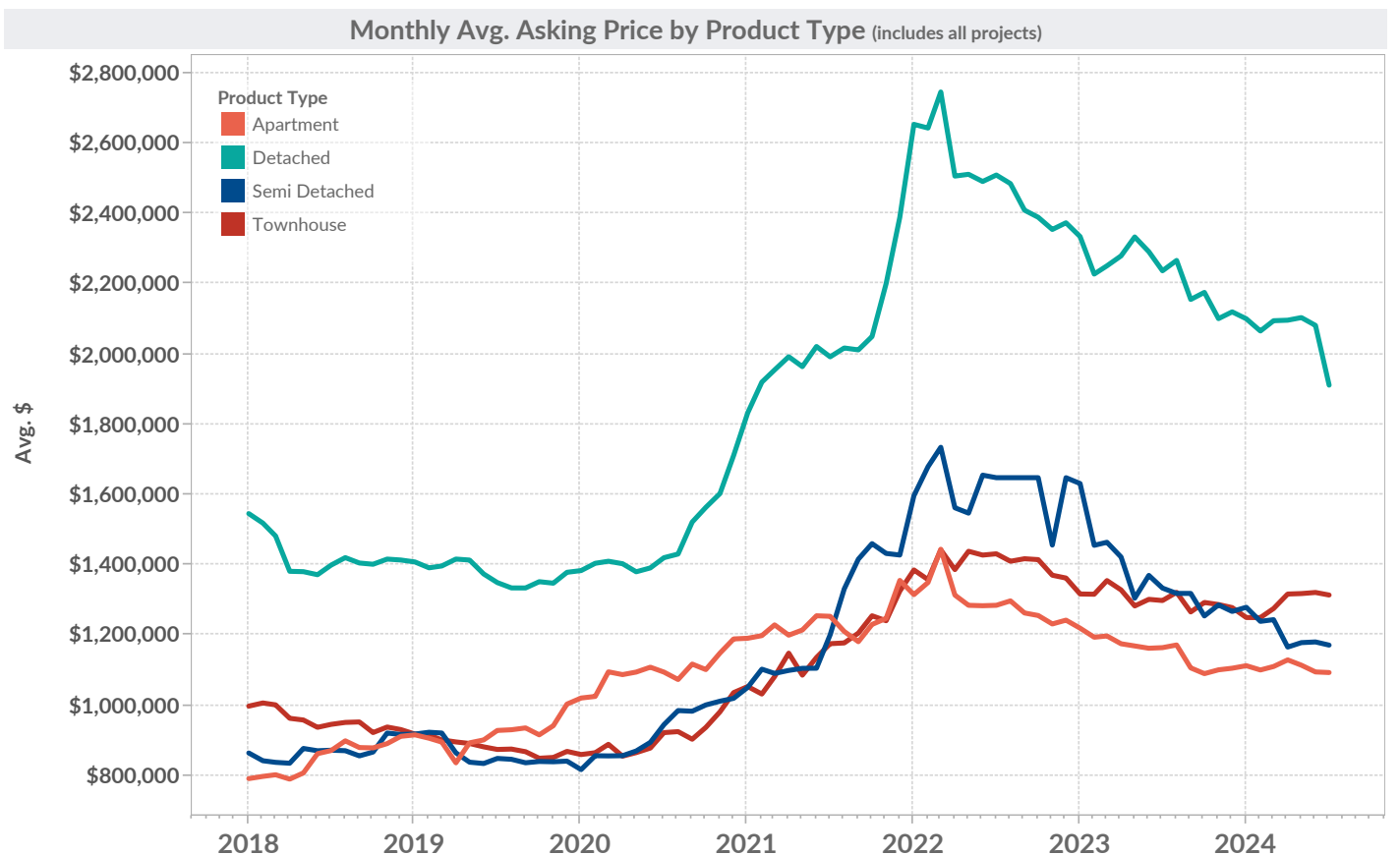
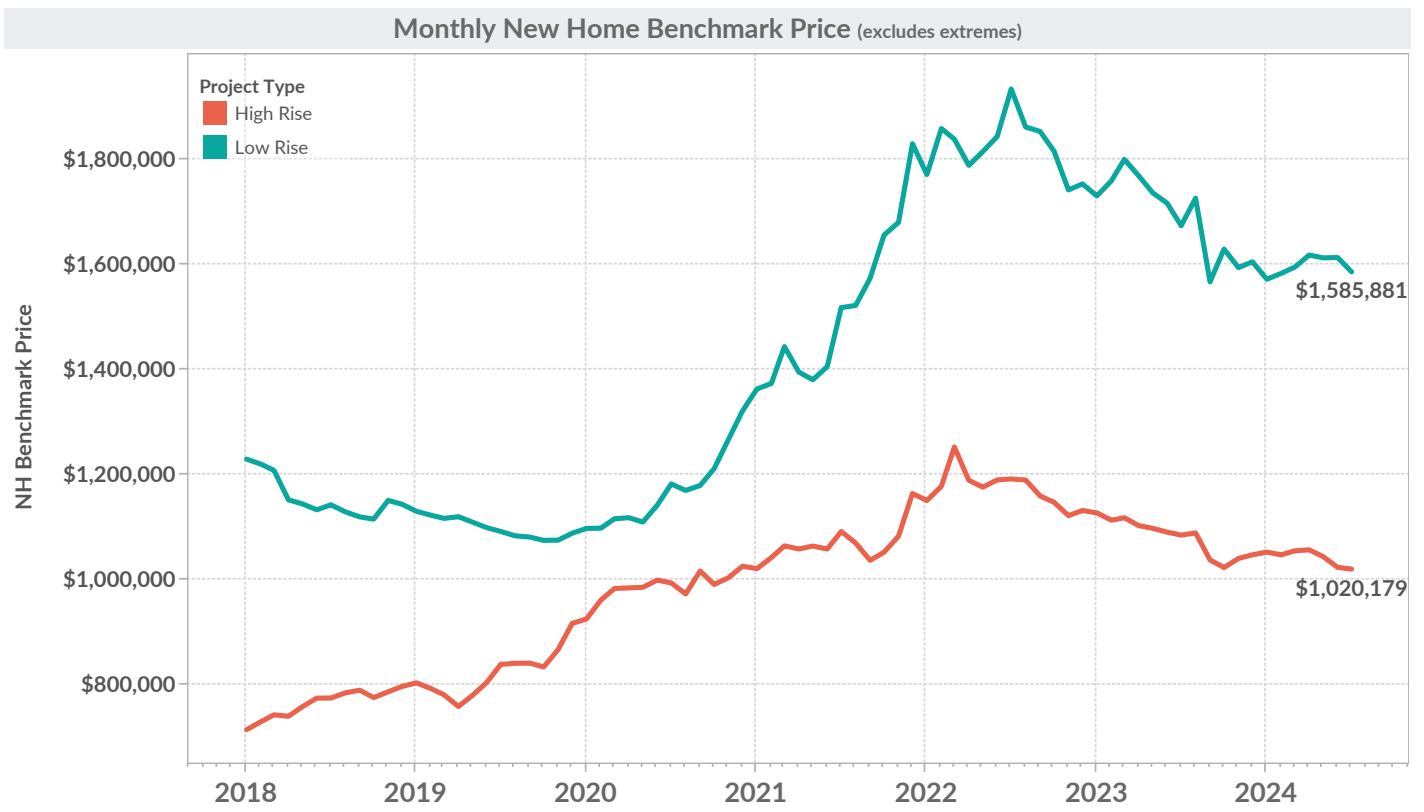
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

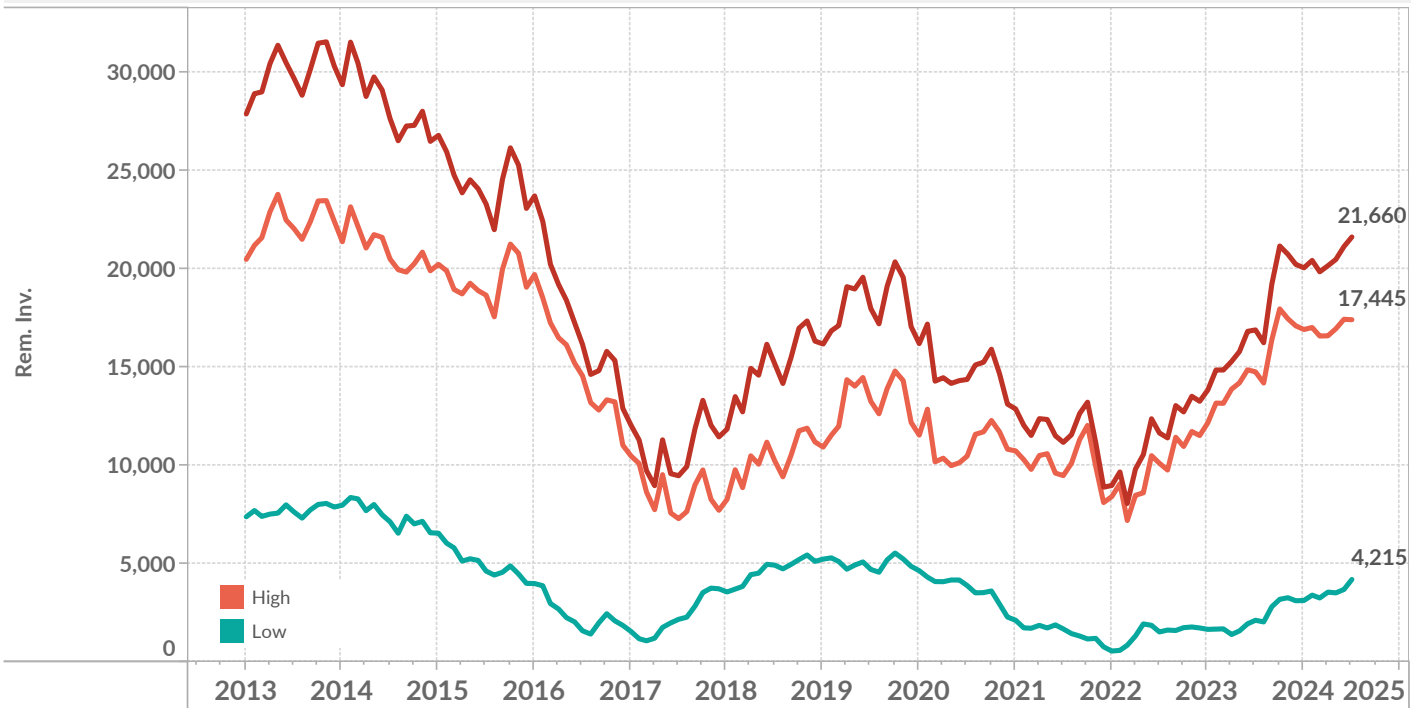


Pricing

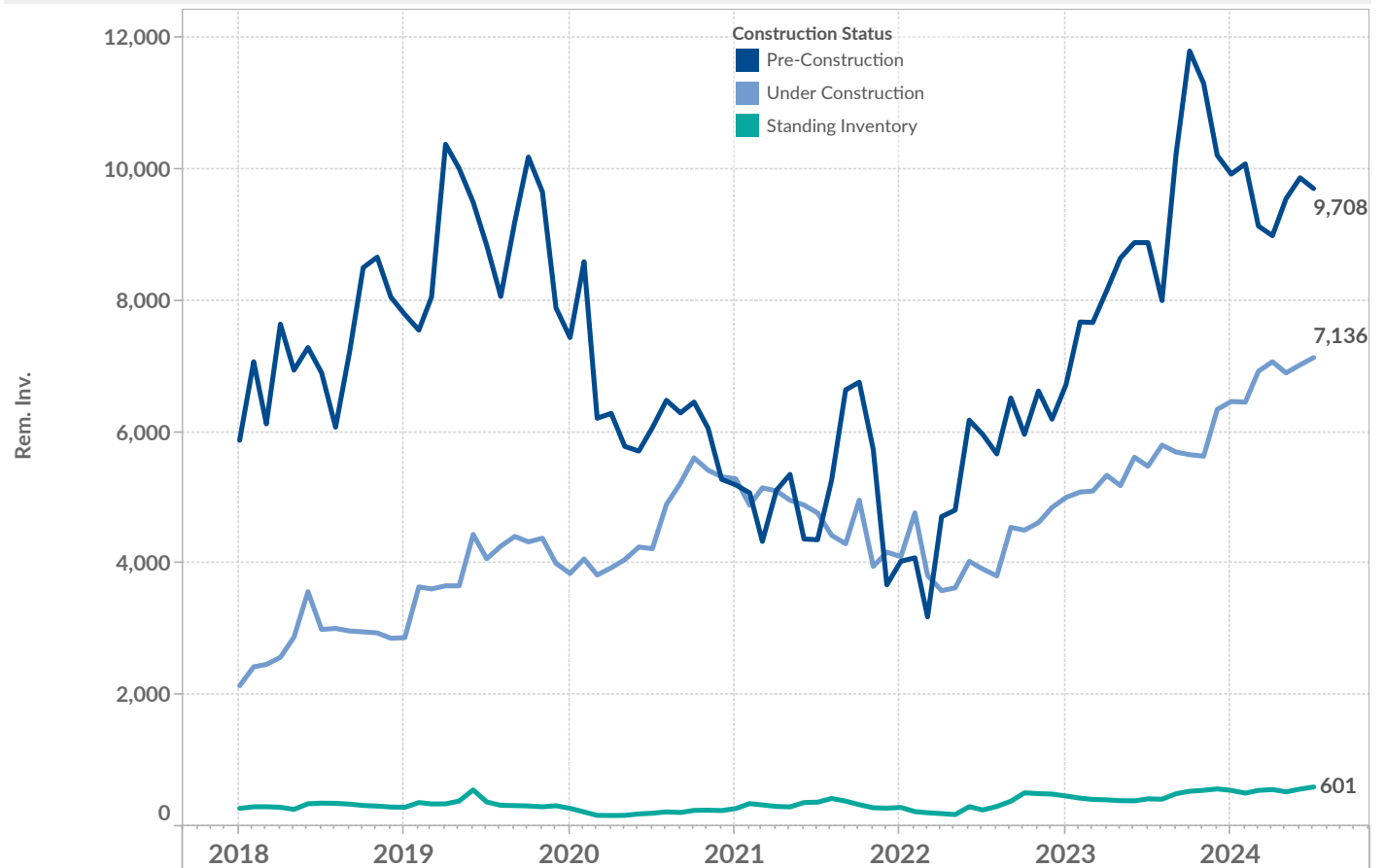


Remaining Inventory

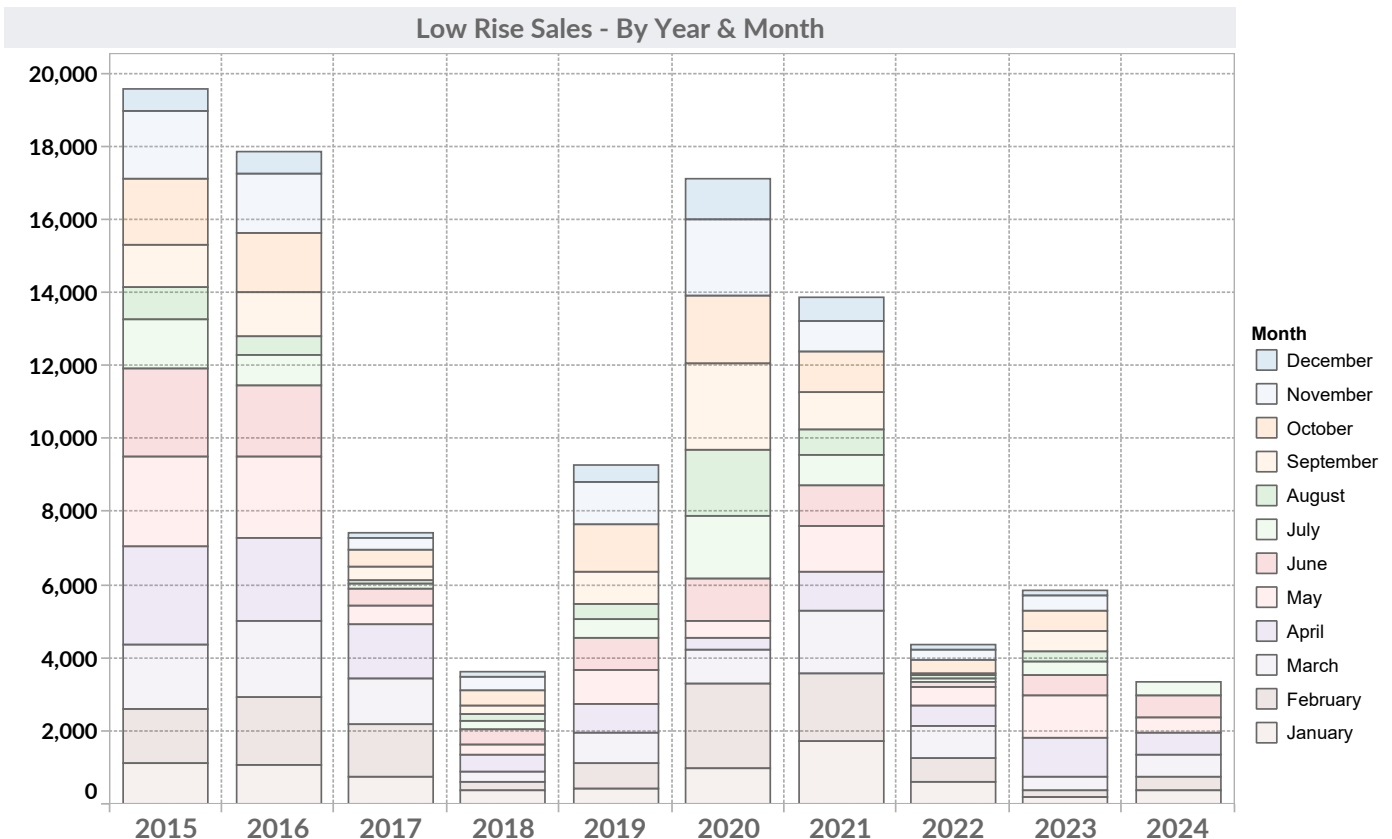
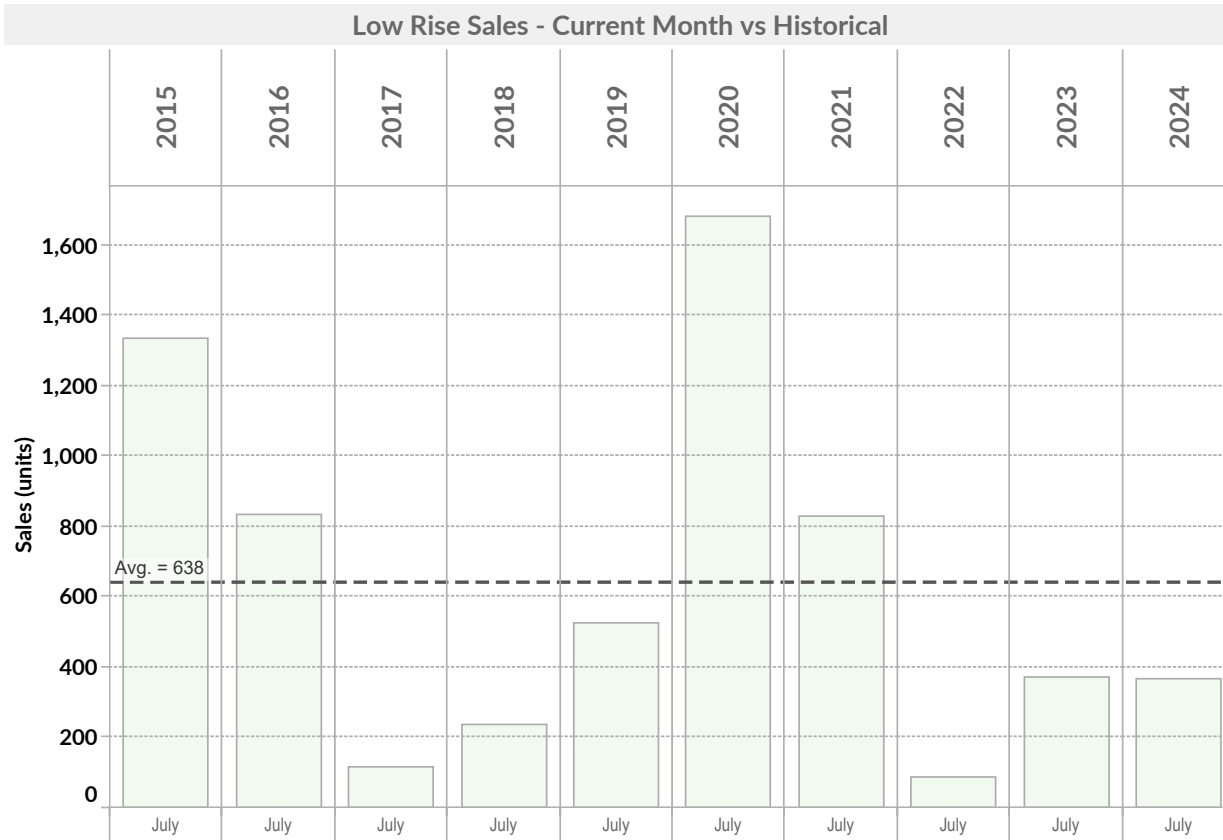
GTA - Monthly New Home Remaining Inventory



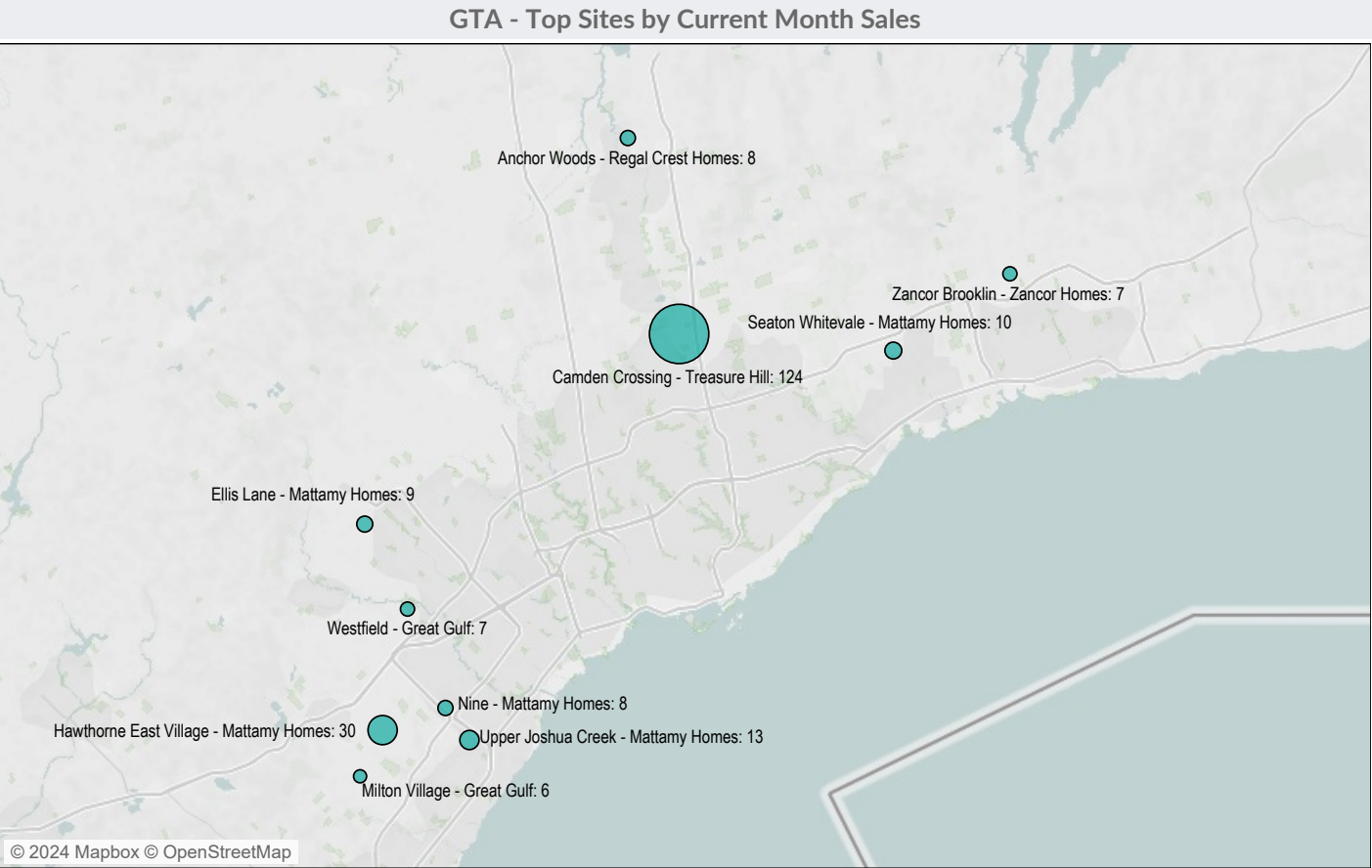
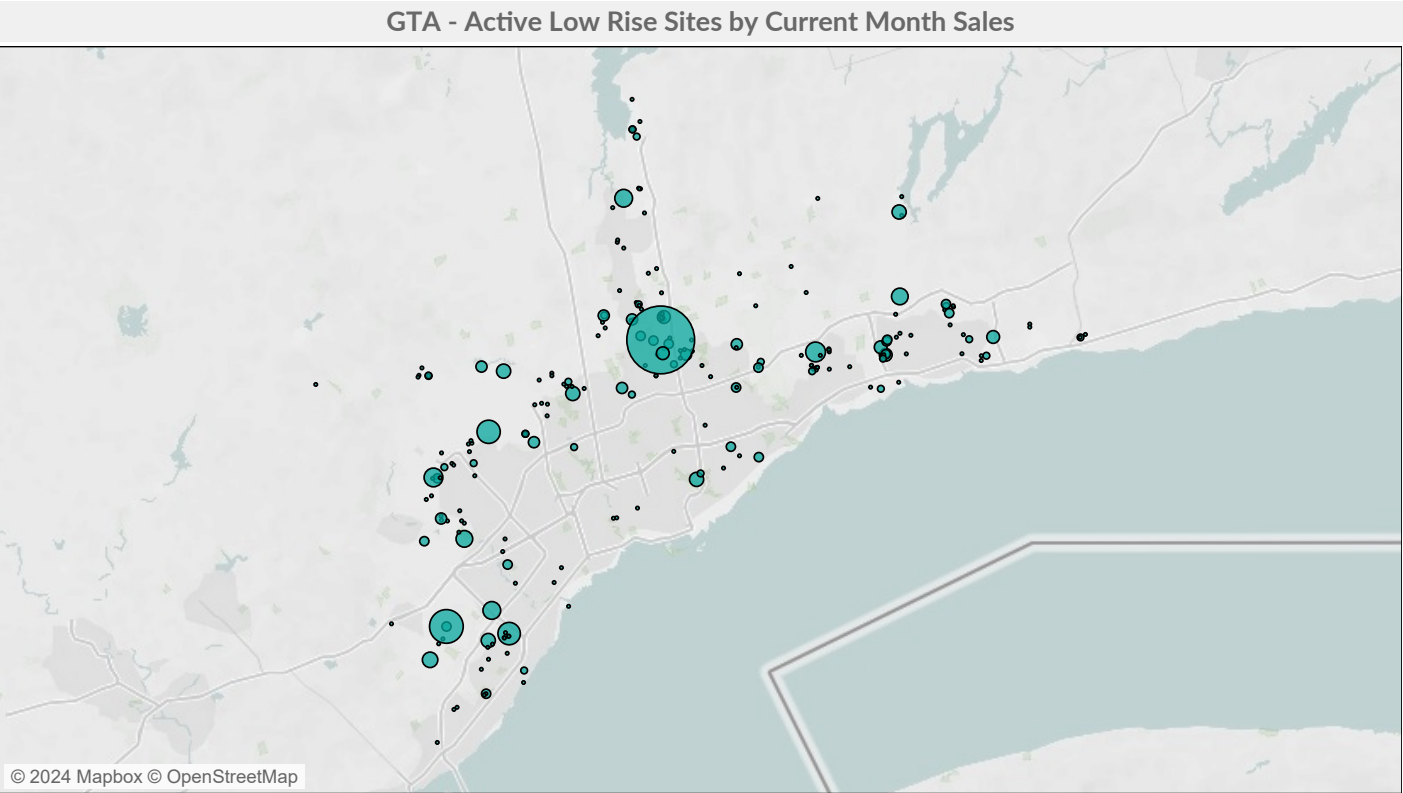
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



Current Sites



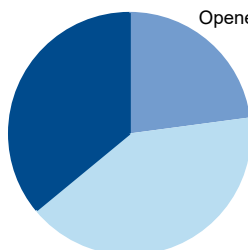
Monthly Sales Breakdown



Current Month Low Rise Sales Breakdown

Sales by Opening Date

Opened This Month:
132



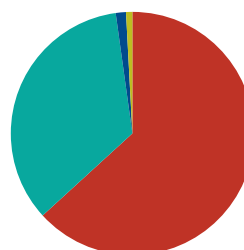
Opened in the Last 12 Mo.:
84

Opened More Than 12 Mo. Ago:
151

Sales by Product Type

Semi Detached: 5

Detached: 127



Townhouse: 232

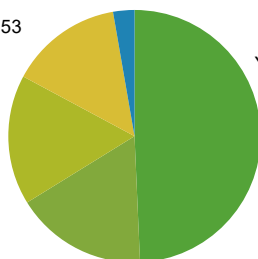
Sales by Region

Toronto: 10

Durham: 53

Halton: 61

Peel: 62



York: 181

Sales by Municipality/Area

Richmond Hill
143

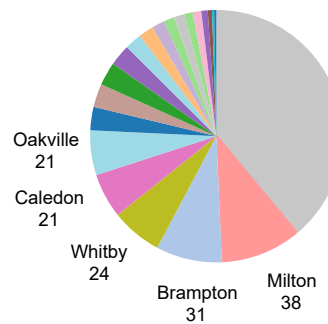
Oakville
21

Caledon
21

Whitby
24

Brampton
31

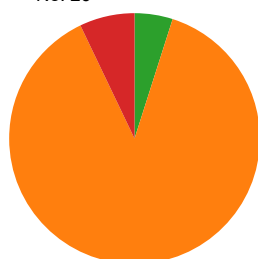
Milton
38



Sales by Sites with Broker Cooperation

No: 26

Yes: 18



Call First: 323

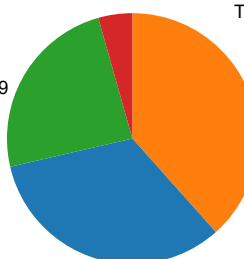
Sales by Lot Type

Back-to-Back: 16

Traditional: 141

Wide Shallow: 89

Rear Lane: 121



New Openings

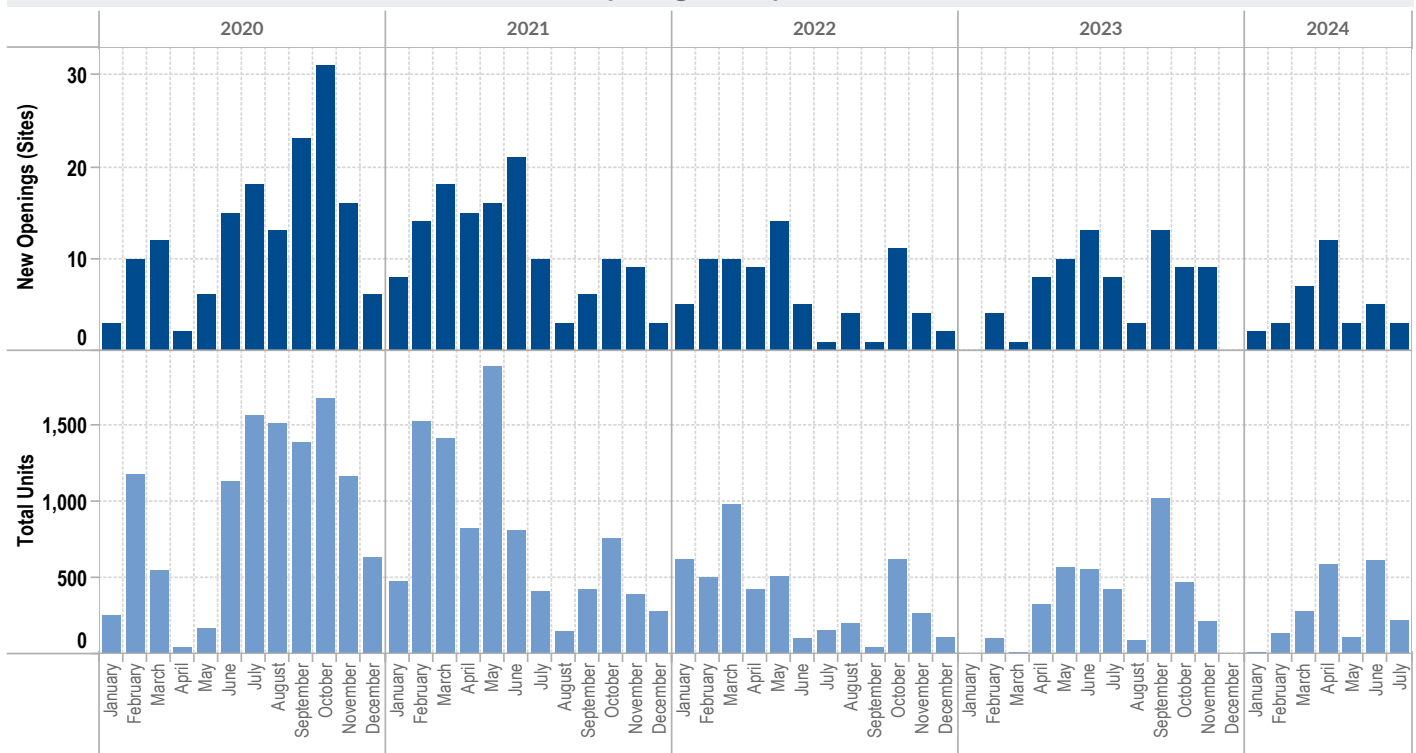


July 2024 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv.	Avg. \$/SF	No. of Units
Ashgrove Meadows - Picture Homes	Freehold	Scugog	2024-07-06	3	0		3
Camden Crossing - Treasure Hill	Freehold	Richmond Hill	2024-07-25	124	12	\$639	136
Meadowlark Enclave - Treasure Hill	Freehold	Caledon	2024-07-27	5	79	\$639	84
Grand Total				132	91	\$639	223

* 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	72						1,007	31.4%		31.4%			
Great Gulf	51	46	31	46	32	25	17						248	7.7%		39.1%			
Treasure Hill Homes						217							217	6.8%		45.8%			
Treasure Hill	2	8	13	3	12	0	129						167	5.2%		51.0%			
Paradise Developments	0	0	47	41	38	8	4						138	4.3%		55.3%			
Fieldgate Homes	19	15	12	19	10	35	5						115	3.6%		58.9%			
Aspen Ridge Homes	1	4	23	41	22	6	8						105	3.3%		62.2%			
Minto Developments	4	0	31	32	23	4	2						96	3.0%		65.2%			
Opus Homes	2	0	0	44	26	6	5						83	2.6%		67.8%			
Zancor Homes	0	3	0	0	0	68	11						82	2.6%		70.3%			
Deco Homes	2	19	8	37	8	3	0						77	2.4%		72.7%			
Tribute Communities	0	1	22	21	15	5	1						65	2.0%		74.7%			
CountryWide Homes	4	11	7	7	7	8	12						56	1.7%		76.5%			
Coscorp Inc.				43	8	0	2						53	1.7%		78.1%			
Rosehaven Homes	0	0	32	4	0	0	2						38	1.2%		79.3%			
Heathwood Homes	17	7	8	0	2	0	2						36	1.1%		80.4%			
Starlane Home Corporation			28	3									31	1.0%		81.4%			
Regal Crest Homes	10	1	0	2	2	1	14						30	0.9%		82.3%			
Sundial Homes	0	26	2	0	0	1	0						29	0.9%		83.2%			
Geranium	1	0	6	16	5	0	0						28	0.9%		84.1%			
Arista Homes	1	0	0	23	1	1	1						27	0.8%		85.0%			
Brookfield Residential	0	14	11	0	0	0	0						25	0.8%		85.7%			
	351	400	578	598	423	609	367						3,326						

Top Builders - Last 12 Months



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

Builder	2023					2024							Total	Market Share		Cum. Mkt. Share	
	August	September	October	November	December	January	February	March	April	May	June	July		%		%	
Mattamy Homes	86	190	135	169	36	196	179	177	144	131	108	72	1,623	31.7%		31.7%	
Great Gulf	5	25	42	56	30	51	46	31	46	32	25	17	406	7.9%		39.6%	
Treasure Hill	54	1	124	31	6	2	8	13	3	12	0	129	383	7.5%		47.0%	
Treasure Hill Homes											217		217	4.2%		51.3%	
Paradise Developments	0	45	1	0	0	0	0	47	41	38	8	4	184	3.6%		54.9%	
Fieldgate Homes	11	5	5	3	8	19	15	12	19	10	35	5	147	2.9%		57.7%	
Aspen Ridge Homes	6	8	12	5	3	1	4	23	41	22	6	8	139	2.7%		60.4%	
Minto Developments	0	28	8	1	4	4	0	31	32	23	4	2	137	2.7%		63.1%	
CountryWide Homes	5	23	29	10	4	4	11	7	7	7	8	12	127	2.5%		65.6%	
Greenpark Group	21	63	32	5	0	0	0	0	1	0	2	1	125	2.4%		68.0%	
Caivan		93	7	1	4	0	3	1	0	0	4	3	116	2.3%		70.3%	
Zancor Homes	2	4	4	5	0	0	3	0	0	0	68	11	97	1.9%		72.2%	
Deco Homes	1	0	15	0	0	2	19	8	37	8	3	0	93	1.8%		74.0%	
Opus Homes	0	0	0	0	0	2	0	0	44	26	6	5	83	1.6%		75.6%	
Geranium	0	1	37	5	0	1	0	6	16	5	0	0	71	1.4%		77.0%	
Heathwood Homes	0	21	6	0	2	17	7	8	0	2	0	2	65	1.3%		78.3%	
Tribute Communities	0	0	0	0	0	0	1	22	21	15	5	1	65	1.3%		79.5%	
Rosehaven Homes	0	0	18	1	0	0	0	32	4	0	0	2	57	1.1%		80.7%	
Coscorp Inc.									43	8	0	2	53	1.0%		81.7%	
National Homes	0	5	9	16	9	0	0	0	0	5	2	2	48	0.9%		82.6%	
LeBANC Development	15	3	7	8	2	0	0	0	5	3	0	3	46	0.9%		83.5%	
Regal Crest Homes	6	1	2	1	5	10	1	0	2	2	1	14	45	0.9%		84.4%	
	265	584	557	390	161	351	400	578	598	423	609	367	5,283				

Top Sites



GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2024 July
Camden Crossing - Treasure Hill	Richmond Hill	Townhouse	20	124
			Total	124
Hawthorne East Village - Mattamy Homes	Milton	Detached	30	6
			34	1
			36	6
			43	2
		Townhouse	23	15
			Total	30
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34	2
			38	8
			45	0
		Townhouse	21	2
			23	1
			Total	13
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30	3
			36	0
		Townhouse	23	7
			Total	10
Ellis Lane - Mattamy Homes	Caledon	Detached	30	3
			36	1
		Townhouse	20	5
			Total	9
Anchor Woods - Regal Crest Homes	East Gwillimbury	Detached	38	4
			45	2
			60	1
		Semi Detached	27	0
		Townhouse	25	1
			Total	8
Nine - Mattamy Homes	Mississauga	Townhouse	19	2
			20	6
		Total		8
Westfield - Great Gulf	Brampton	Detached	34	5
			38	2
		Townhouse	18	0
			20	0
			21	0
			Total	7
Zancor Brooklin - Zancor Homes	Whitby	Detached	32	4
			38	2
			42	1
		Total		7
Milton Village - Great Gulf	Milton	Detached	31	1
			36	3
			45	2
		Total		6

Yr. Over Yr. Sales Comparison



Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	July 2023					July 2024				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0		0	0	0	1		0	0	1
	Brock										
	Clarington	3			1	4	4		1	2	7
	Oshawa	9		0	5	14	1		0	4	5
	Pickering	12		2	12	26	3		0	8	11
	Scugog	3	0		0	3	5	0		0	5
	Uxbridge	0			0	0	0			0	0
	Whitby	0		0	0	0	17		4	3	24
	Total	27	0	2	18	47	31	0	5	17	53
Halton	Burlington			0	1	1	0		0	0	0
	Halton Hills						0			2	2
	Milton	0			40	40	22			16	38
	Oakville	2			19	21	12			9	21
	Total	2		0	60	62	34		0	27	61
Peel	Brampton	6		0	19	25	25		0	6	31
	Caledon	26			2	28	13		0	8	21
	Mississauga	2		8	4	14	0			10	10
	Total	34		8	25	67	38		0	24	62
Toronto	East York										
	Etobicoke										
	North York				0	0				6	6
	Old Toronto			0		0			0		0
	Scarborough	1			1	2	0			4	4
	York				0	0				0	0
	Total	1		0	1	2	0		0	10	10
York	Aurora	0			0	0	1			0	1
	East Gwillimbury	0		0	0	0	7		0	1	8
	Georgina	22				22	3				3
	King	6				6	4			0	4
	Markham	62			85	147	4		0	7	11
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	4	0	1	9	14	4	3	0	136	143
	Vaughan	0			1	1	1			10	11
	Whitchurch-Stouffville	2				2	0				0
	Total	96	0	1	95	192	24	3	0	154	181
Grand Total		160	0	11	199	370	127	3	5	232	367

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	13		6	2	21	19	0		6	1	26	
	Brock						0				0	0	
	Clarington	68		15	26	109	95	0		11	68	174	
	Oshawa	50		1	115	166	40	0		6	65	111	
	Pickering	305		19	188	512	57	0	0	17	22	96	
	Scugog	13	8		1	22	10	6		0	0	16	
	Uxbridge	0			5	5	20	0		0	21	41	
	Whitby	223		21	97	341	103	0		48	129	280	
	Total	672	8	62	434	1,176	344	6	0	88	306	744	
Halton	Burlington	5		9	5	19	25	0		4	17	46	
	Halton Hills	5			10	15	5	0		0	14	19	
	Milton	520		70	294	884	457	0		0	69	526	
	Oakville	144		16	507	667	100			0	354	454	
	Total	674		95	816	1,585	587	0		4	454	1,045	
Peel	Brampton	350		19	219	588	227	0		5	211	443	
	Caledon	148		6	158	312	346	0		6	73	425	
	Mississauga	1			70	71	23	0		0	90	113	
	Total	499		25	447	971	596	0		11	374	981	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York				44	44	0	0		0	29	29	
	Old Toronto			0		0	0	0		12	0	12	
	Scarborough	6			27	33	8	0		0	46	54	
	York				7	7	0			0	25	25	
	Total	6		0	78	84	8	0		12	100	120	
York	Aurora	19			12	31	36	0	0	0	8	44	
	East Gwillimbury	15		0	6	21	42			6	8	56	
	Georgina	43				43	103	0		0	0	103	
	King	25			7	32	63	0		0	5	68	
	Markham	178		0	264	442	142	0		0	222	364	
	Newmarket		2	1	0	3	0	0		0	12	12	
	Richmond Hill	132	3	1	574	710	172	2		6	150	330	
	Vaughan	62			121	183	116	0		0	200	316	
	Whitchurch-Stouffville	2				2	32			0	0	32	
	Total	476	5	2	984	1,467	706	2	0	12	605	1,325	
Grand Total		2,327	13	184	2,759	5,283	2,241	8	0	127	1,839	4,215	



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