



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Report
August 2024

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Aug-24		Aug-23		Change
High Rise	235		596		-60.6%
Low Rise	229		265		-13.6%
Total	464		861		-46.1%
Year to Date Sales	Jan.-Aug. 2024		Jan.-Aug. 2023		Y/Y Change
High Rise	3,588		8,980		-60.0%
Low Rise	3,567		4,162		-14.3%
Total	7,155		13,142		-45.6%
Year to Date Supply	Jan.-Aug. 2024		Jan.-Aug. 2023		Y/Y Change
High Rise	4,872		12,286		-60.3%
Low Rise	4,494		4,468		0.6%
Total	9,366		16,754		-44.1%
Year to Date Completions	Jan.-Aug. 2024		Jan.-Aug. 2023		Y/Y Change
High Rise	15,015		12,175		23.3%
Remaining Inventory	Aug-24	Jul-24	Aug-23	M/M Change	Y/Y Change
High Rise	17,233	17,461	14,212	-1.3%	21.3%
Low Rise	4,063	4,217	2,055	-3.7%	97.7%
Total	21,296	21,678	16,267	-1.8%	30.9%
Benchmark Price	Aug-24	Jul-24	Aug-23	M/M Change	Y/Y Change
High Rise	\$1,031,356	\$1,020,179	\$1,089,012	1.1%	-5.3%
Low Rise	\$1,598,852	\$1,585,881	\$1,726,092	0.8%	-7.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	0	345	295	115	
High Rise Units	0	89,028	86,570	29,770	
% Sold*	#DIV/0!	81%	88%	53%	
Low Rise Projects	0	228			
Low Rise Units	0	26,833			
% Sold*	#DIV/0!	85%			

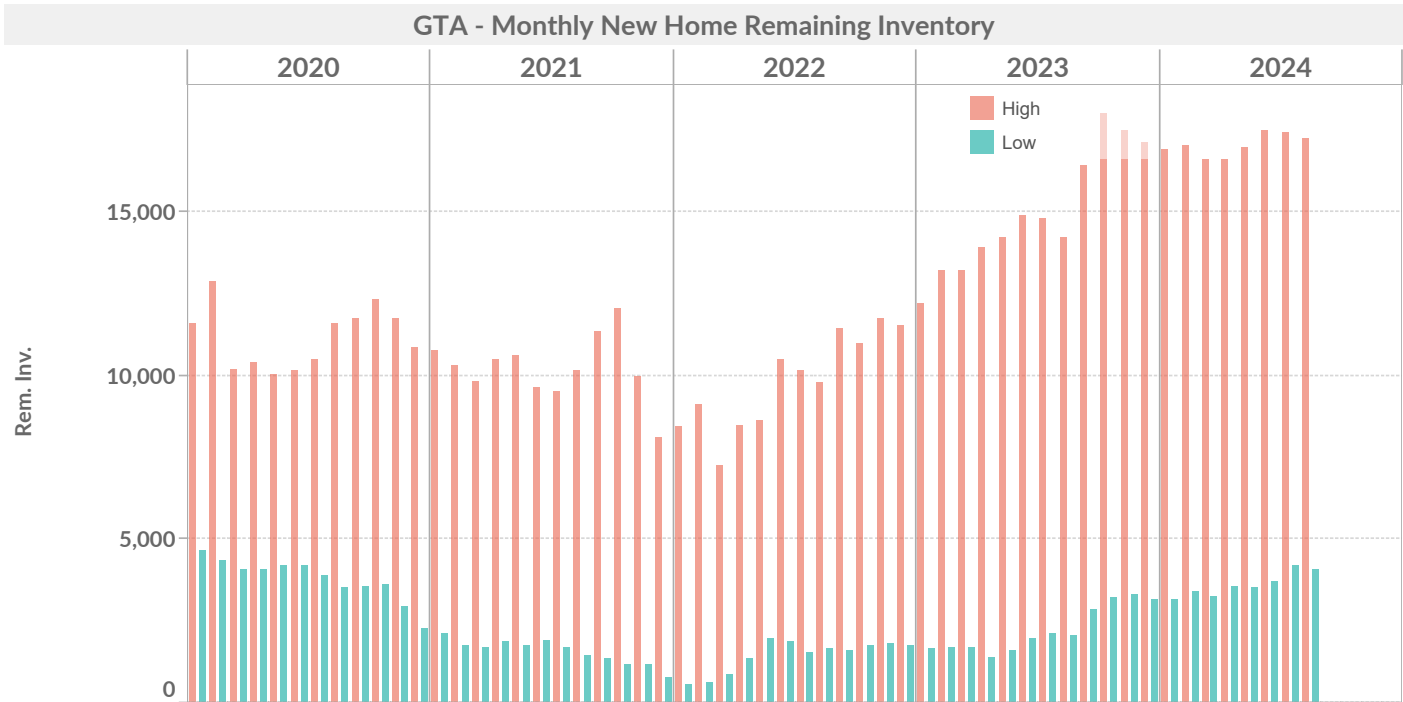
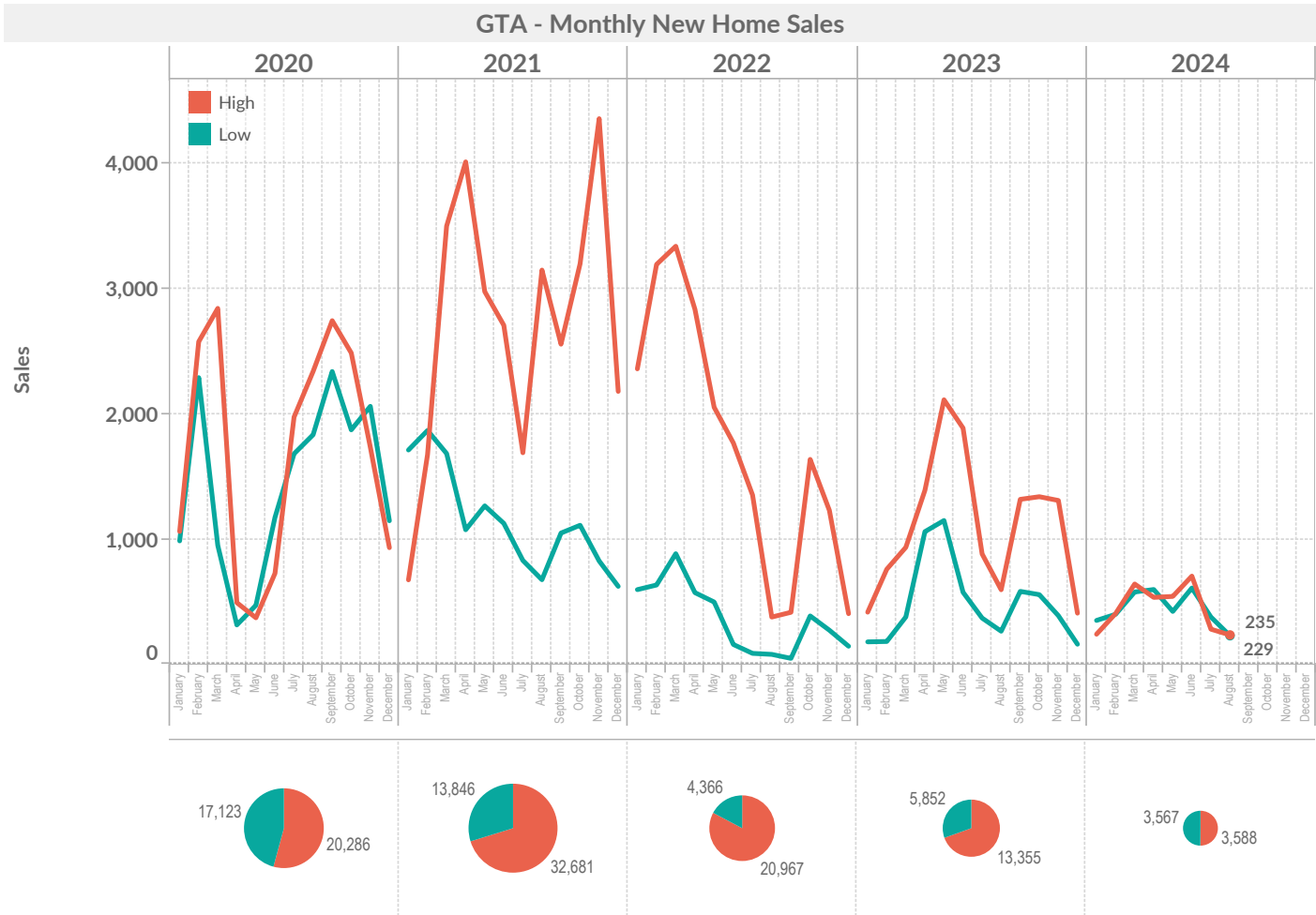
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

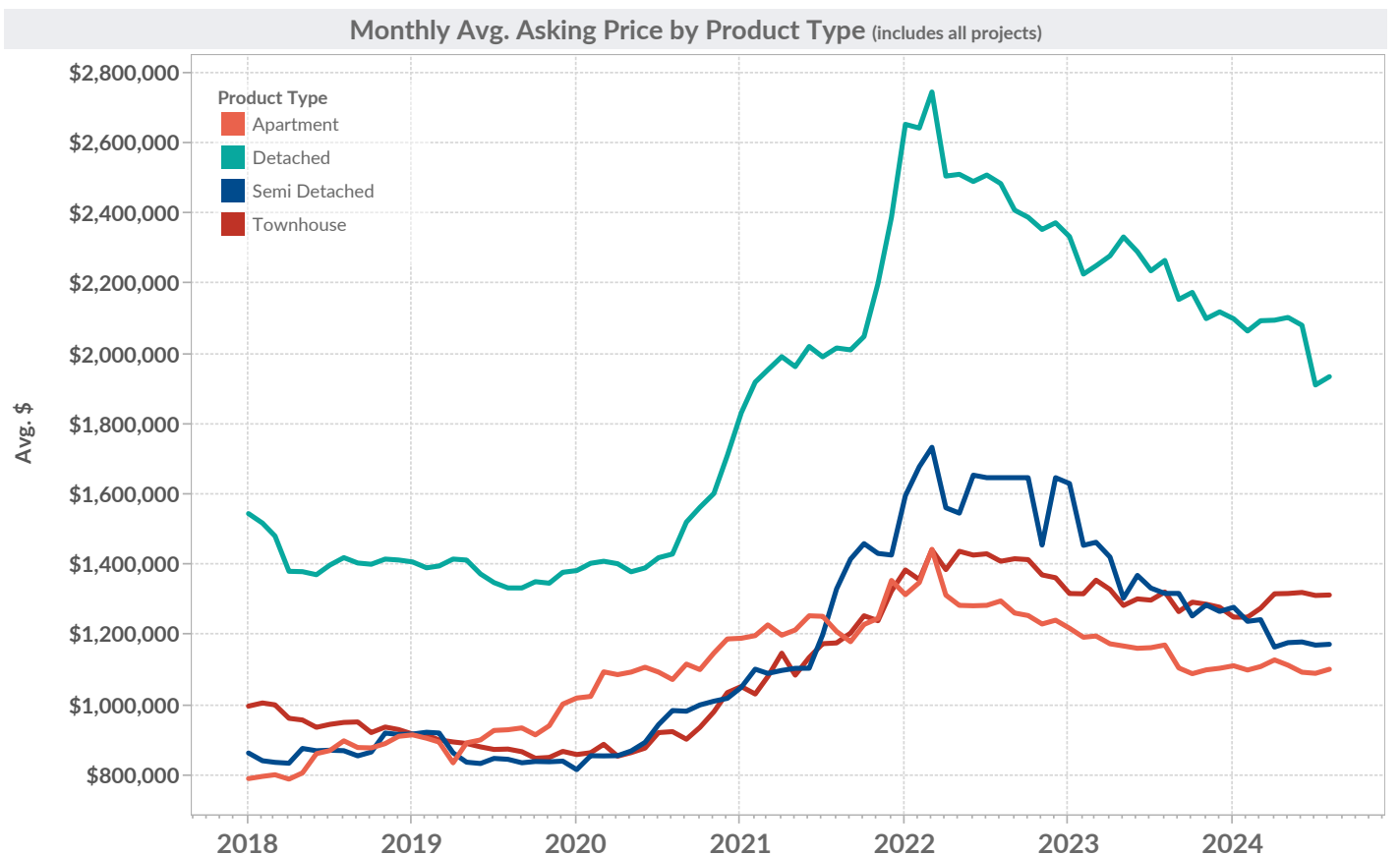
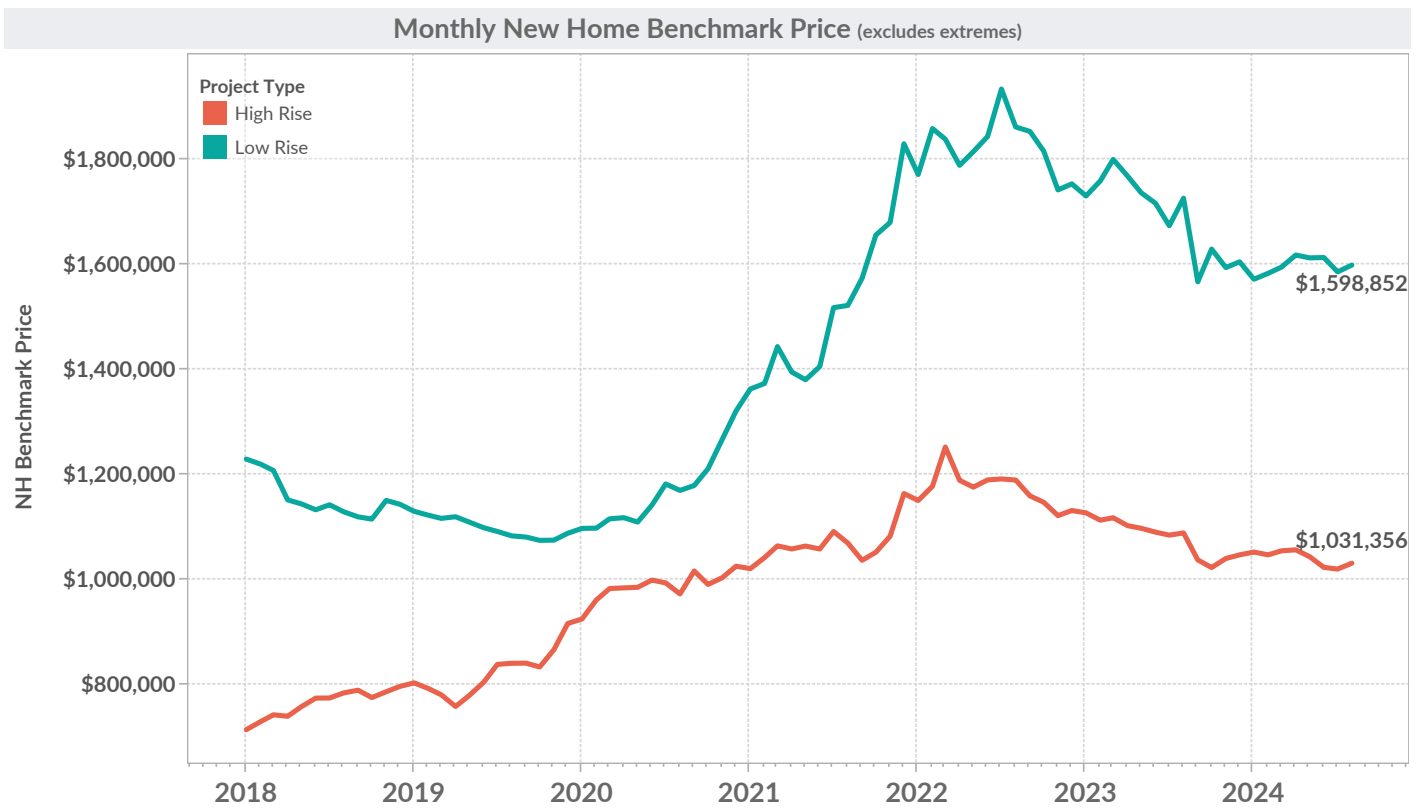
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

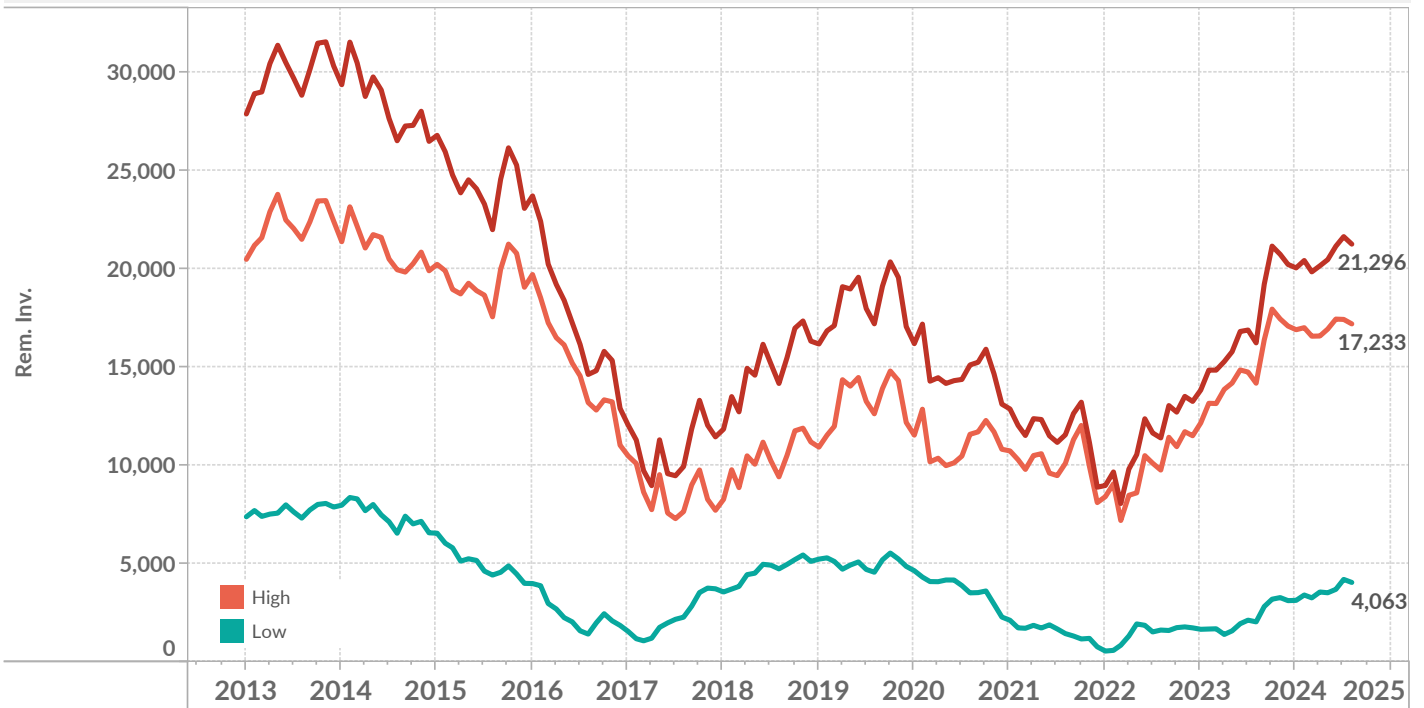


Pricing

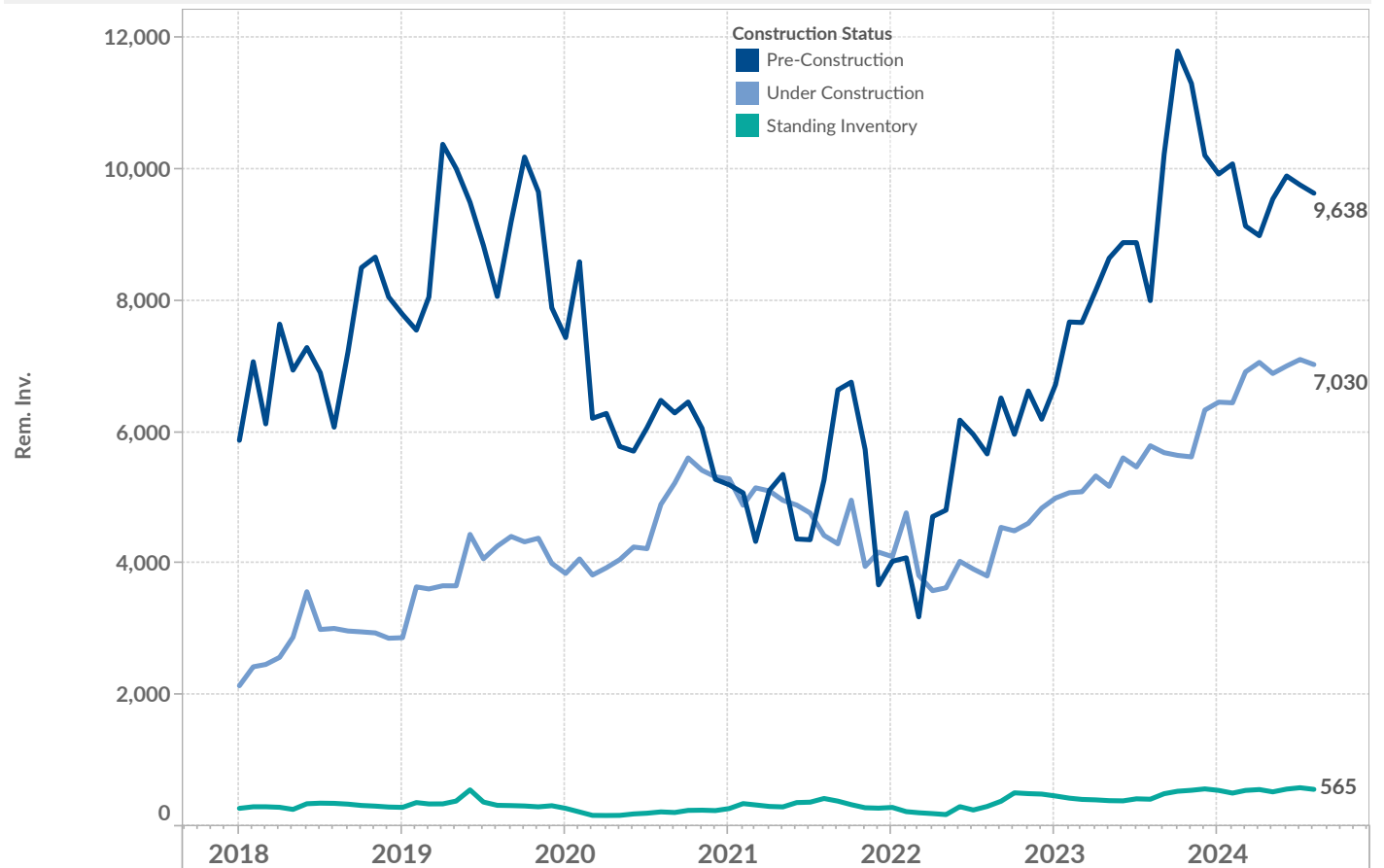


Remaining Inventory

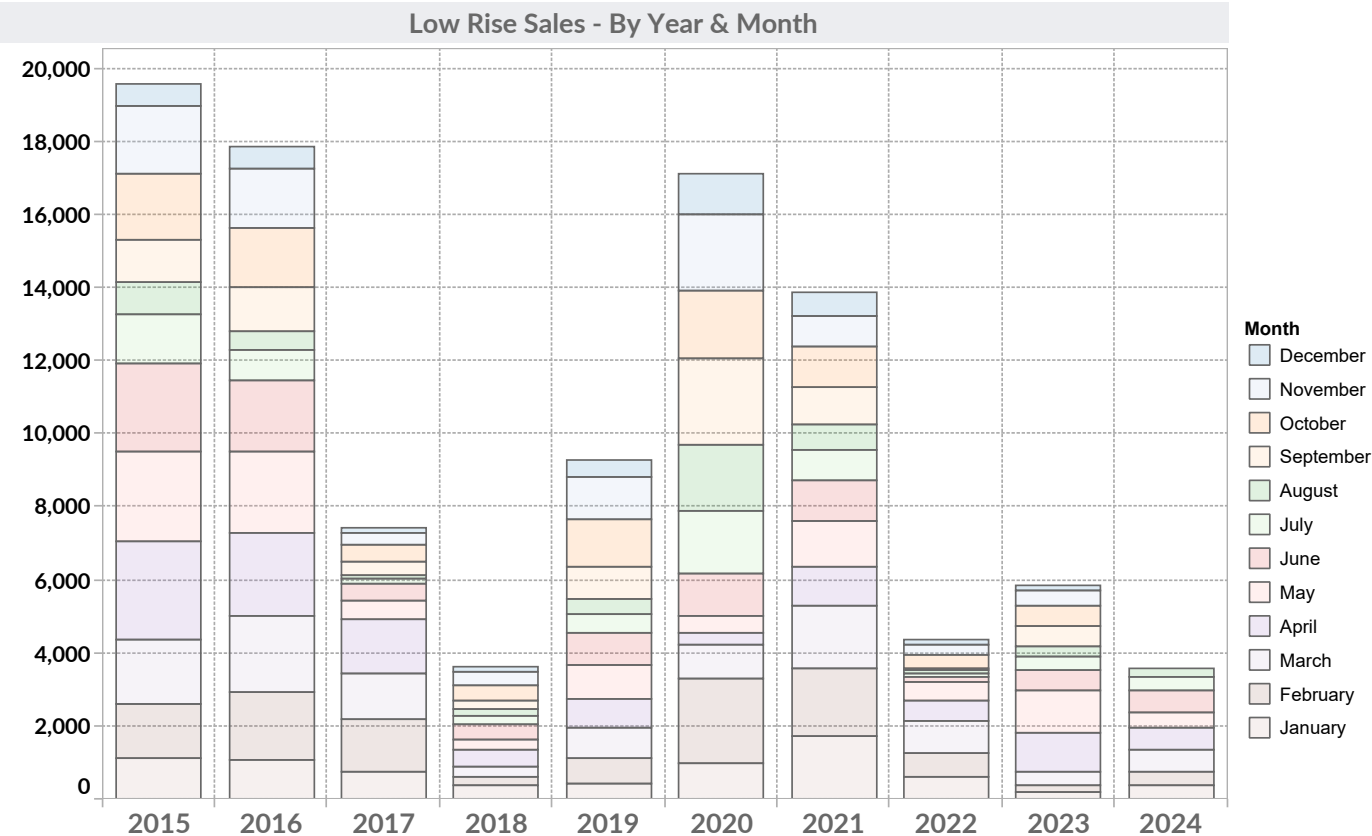
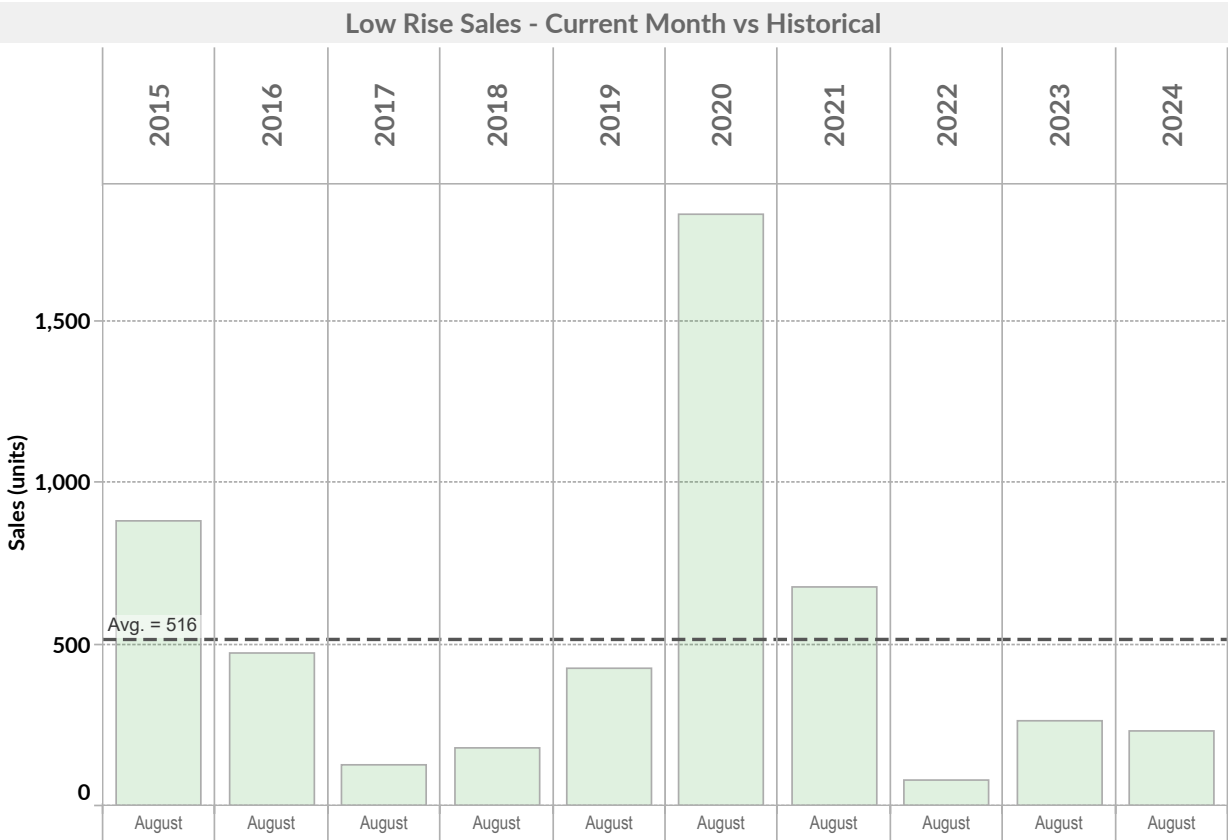
GTA - Monthly New Home Remaining Inventory



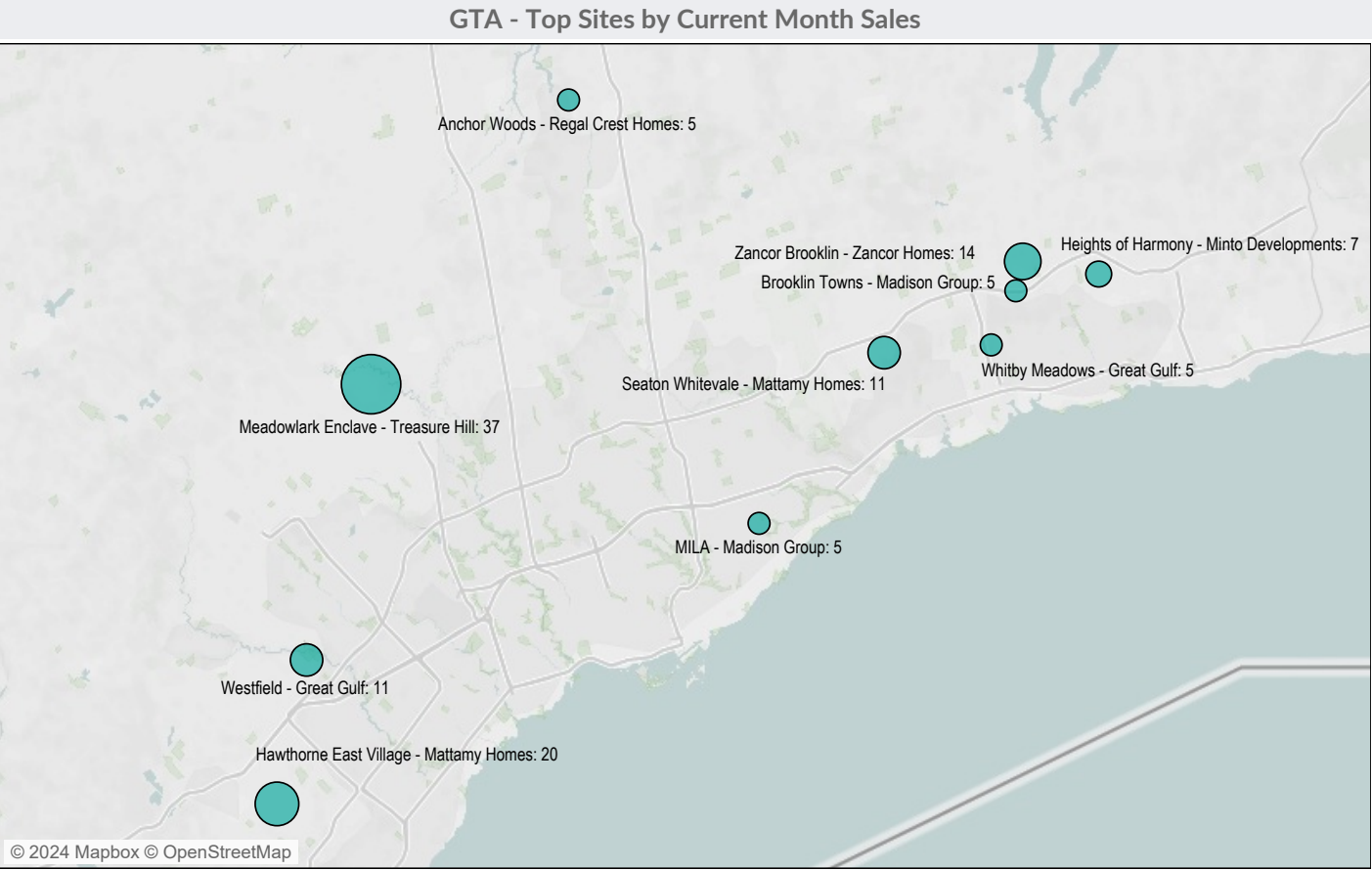
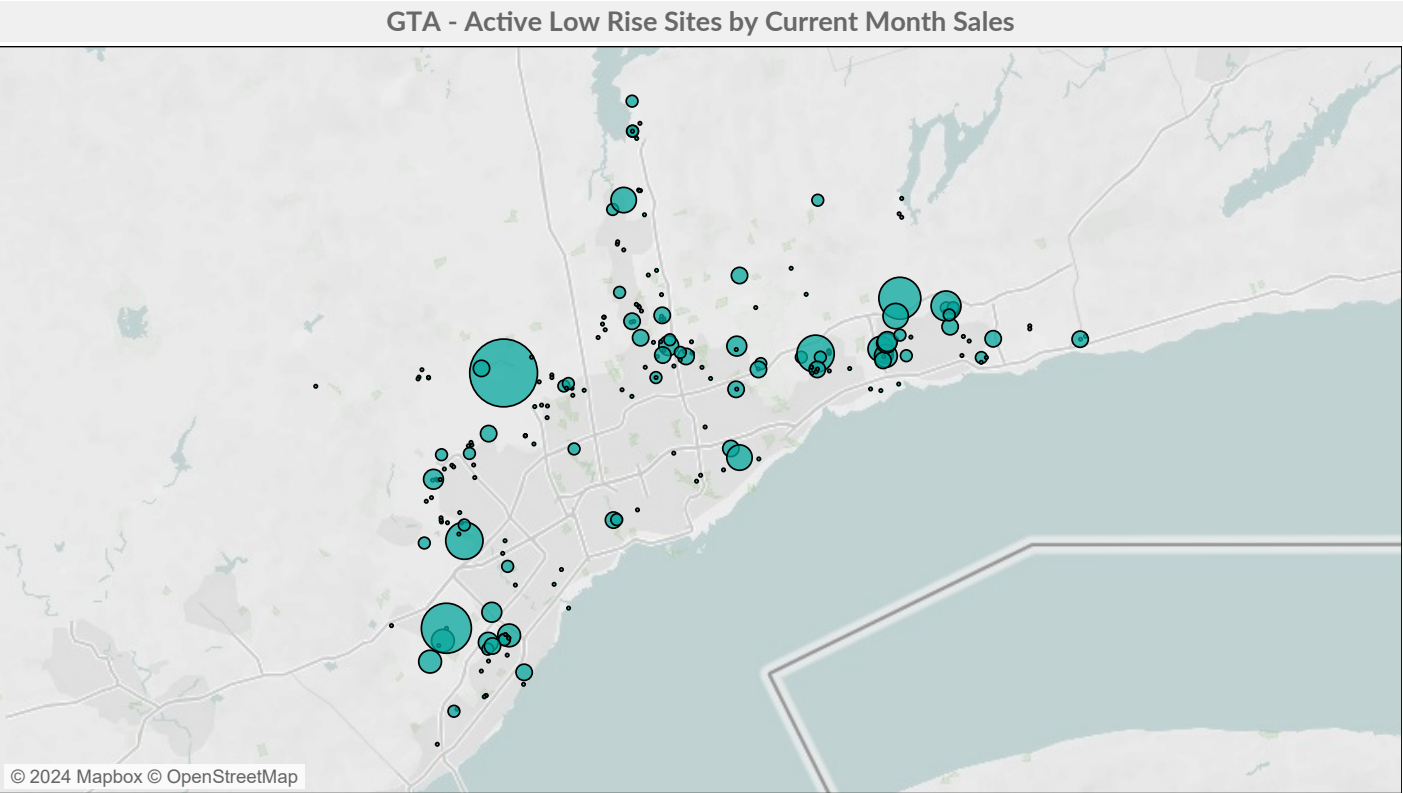
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



Current Sites

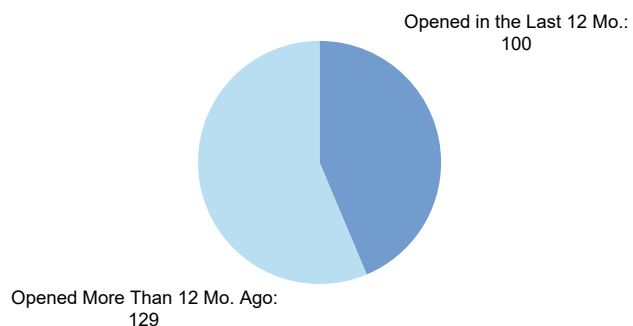


Monthly Sales Breakdown

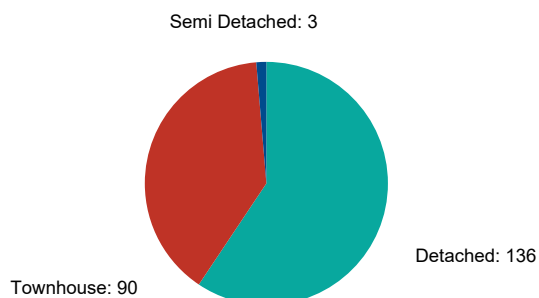


Current Month Low Rise Sales Breakdown

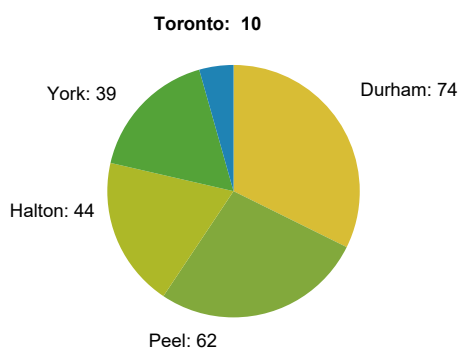
Sales by Opening Date



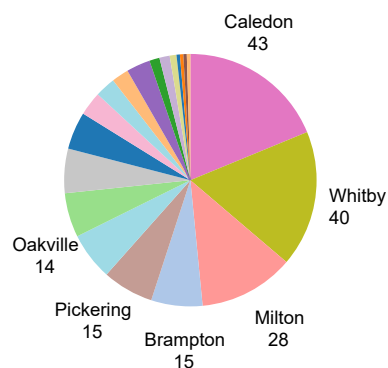
Sales by Product Type



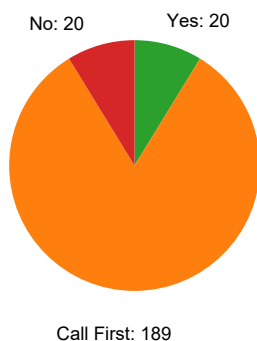
Sales by Region



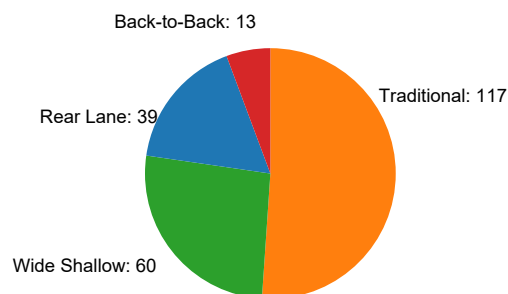
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type

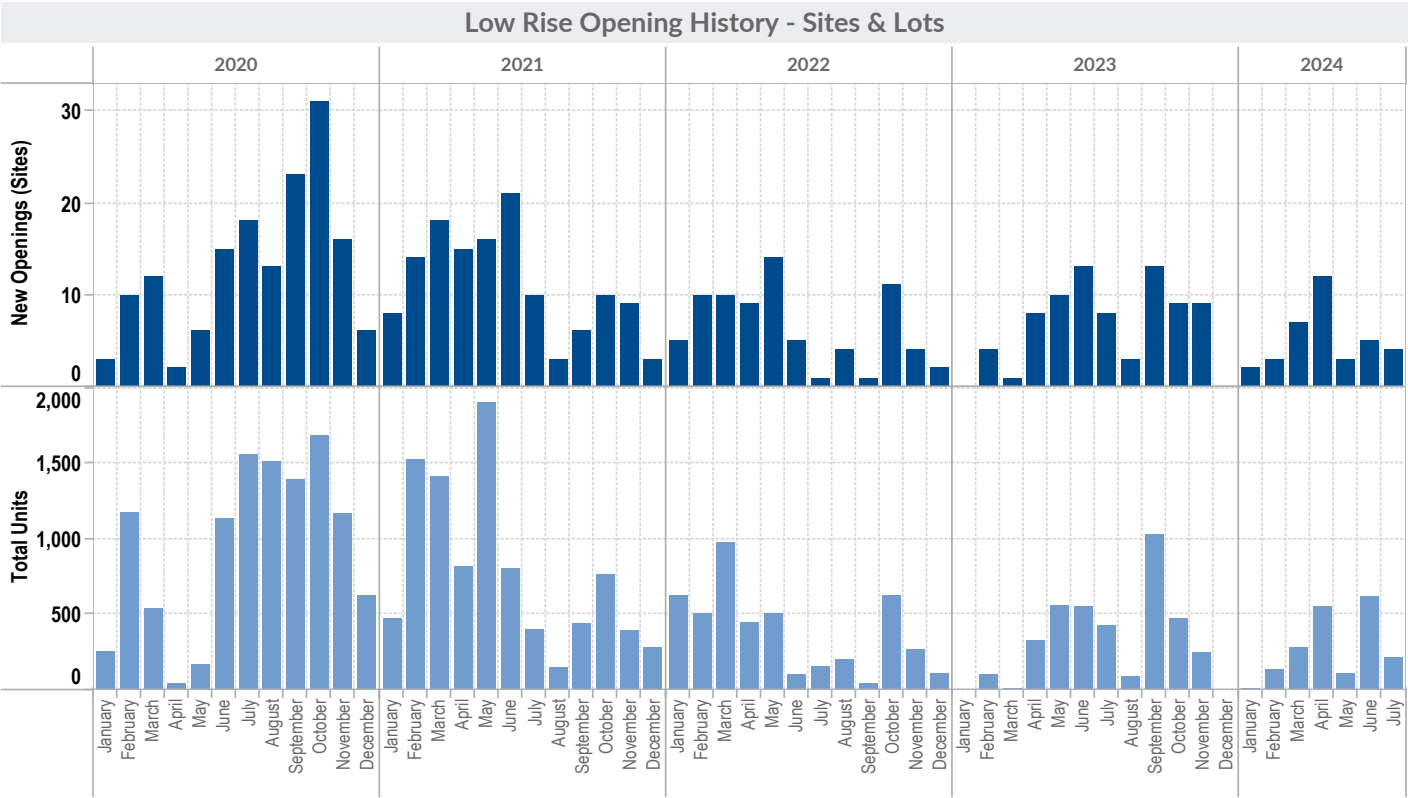


New Openings

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

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* Condominium project openings within 10 days of month end are not able to record firm sales until the following month due to rescission period.



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	44					1,051	30.5%		30.5%	
Great Gulf	51	46	31	46	32	25	17	21					269	7.8%		38.3%	
Treasure Hill Homes						217							217	6.3%		44.6%	
Treasure Hill	2	8	13	3	12	0	129	41					208	6.0%		50.6%	
Paradise Developments	0	0	47	41	38	8	4	0					138	4.0%		54.6%	
Fieldgate Homes	19	15	12	19	10	35	5	12					127	3.7%		58.3%	
Aspen Ridge Homes	1	4	23	41	22	6	8	0					105	3.0%		61.3%	
Minto Developments	4	0	31	32	23	4	2	7					103	3.0%		64.3%	
Zancor Homes	0	3	0	0	0	68	10	16					97	2.8%		67.1%	
Opus Homes	2	0	0	44	26	6	5	5					88	2.6%		69.7%	
Deco Homes	2	19	8	37	8	3	0	0					77	2.2%		71.9%	
Tribute Communities	0	1	22	21	15	5	1	0					65	1.9%		73.8%	
CountryWide Homes	4	11	7	7	7	8	12	3					59	1.7%		75.5%	
Coscorp Inc.				43	8	0	2	0					53	1.5%		77.0%	
Heathwood Homes	17	7	8	0	2	0	2	3					39	1.1%		78.2%	
Rosehaven Homes	0	0	32	4	0	0	2	0					38	1.1%		79.3%	
Regal Crest Homes	10	1	0	2	2	1	14	7					37	1.1%		80.3%	
Starlane Home Corporation			28	3									31	0.9%		81.2%	
Sundial Homes	0	26	2	0	0	1	0	1					30	0.9%		82.1%	
Geranium	1	0	6	16	5	0	0	1					29	0.8%		83.0%	
Madison Group	1	0	4	1	0	1	12	10					29	0.8%		83.8%	
Arista Homes	1	0	0	23	1	1	1	0					27	0.8%		84.6%	
	351	400	578	598	423	610	378	229					3,567				

Top Builders - Last 12 Months



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

Builder	2023				2024								Total	Market Share		Cum. Mkt. Share	
	September	October	November	December	January	February	March	April	May	June	July	August		%		%	
Mattamy Homes	190	135	169	36	196	179	177	144	131	108	72	44	1,581	31.0%		31.0%	
Great Gulf	25	42	56	30	51	46	31	46	32	25	17	21	422	8.3%		39.3%	
Treasure Hill	1	124	31	6	2	8	13	3	12	0	129	41	370	7.3%		46.5%	
Treasure Hill Homes										217			217	4.3%		50.8%	
Paradise Developments	45	1	0	0	0	0	47	41	38	8	4	0	184	3.6%		54.4%	
Fieldgate Homes	5	5	3	8	19	15	12	19	10	35	5	12	148	2.9%		57.3%	
Minto Developments	28	8	1	4	4	0	31	32	23	4	2	7	144	2.8%		60.1%	
Aspen Ridge Homes	8	12	5	3	1	4	23	41	22	6	8	0	133	2.6%		62.8%	
CountryWide Homes	23	29	10	4	4	11	7	7	7	8	12	3	125	2.5%		65.2%	
Caivan	93	7	1	4	0	3	1	0	0	4	3	0	116	2.3%		67.5%	
Zancor Homes	3	4	4	0	0	3	0	0	0	68	10	16	108	2.1%		69.6%	
Greenpark Group	63	32	5	0	0	0	0	1	0	2	1	1	105	2.1%		71.7%	
Deco Homes	0	15	0	0	2	19	8	37	8	3	0	0	92	1.8%		73.5%	
Opus Homes	0	0	0	0	2	0	0	44	26	6	5	5	88	1.7%		75.2%	
Geranium	1	37	5	0	1	0	6	16	5	0	0	1	72	1.4%		76.6%	
Heathwood Homes	21	6	0	2	17	7	8	0	2	0	2	3	68	1.3%		77.9%	
Tribute Communities	0	0	0	0	0	1	22	21	15	5	1	0	65	1.3%		79.2%	
Rosehaven Homes	0	18	1	0	0	0	32	4	0	0	2	0	57	1.1%		80.3%	
Coscorp Inc.								43	8	0	2	0	53	1.0%		81.4%	
National Homes	5	9	16	9	0	0	0	0	5	2	2	2	50	1.0%		82.3%	
Regal Crest Homes	1	2	1	5	10	1	0	2	2	1	14	7	46	0.9%		83.2%	
Fernbrook Homes	12	3	1	1	0	2	12	1	3	2	4	2	43	0.8%		84.1%	
	583	557	389	161	351	400	578	598	423	610	378	229	5,257				

Top Sites



GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2024 August
Meadowlark Enclave - Treasure Hill	Caledon	Detached	36	32
			40	5
			Total	37
Hawthorne East Village - Mattamy Homes	Milton	Detached	30	6
			34	0
			36	7
			43	0
		Townhouse	23	7
		Total		20
Zancor Brooklin - Zancor Homes	Whitby	Detached	32	9
			38	2
			42	3
		Total		14
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30	1
			36	4
		Townhouse	23	6
		Total		11
Westfield - Great Gulf	Brampton	Detached	34	2
			38	9
		Townhouse	18	0
			20	0
			21	0
		Total		11
Heights of Harmony - Minto Developments	Oshawa	Detached	36	0
			43	0
		Townhouse	19	4
			20	3
		Total		7
Anchor Woods - Regal Crest Homes	East Gwillimbury	Detached	38	0
			45	5
		Semi Detached	27	0
		Townhouse	25	0
		Total		5
Brooklin Towns - Madison Group	Whitby	Townhouse	15	5
			20	0
		Total		5
MILA - Madison Group	Scarborough	Detached	30	0
		Townhouse	15	2
			20	3
		Total		5
Whitby Meadows - Great Gulf	Whitby	Detached	36	4
			40	1
		Semi Detached	25	0
		Total		5
Milton Village - Great Gulf	Milton	Detached	31	1

Yr. Over Yr. Sales Comparison



Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	August 2023					August 2024				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0		0	0	0	0		0	0	0
	Brock										
	Clarington	16			0	16	4		0	1	5
	Oshawa	22		0	9	31	4		1	8	13
	Pickering	36		1	4	41	7		0	8	15
	Scugog	1	2		0	3	0	0		0	0
	Uxbridge	0			0	0	0			1	1
	Whitby	0		0	0	0	25		2	13	40
	Total	75	2	1	13	91	40	0	3	31	74
Halton	Burlington			0	0	0	1		0	0	1
	Halton Hills						1			0	1
	Milton	0			22	22	21			7	28
	Oakville	1			15	16	1			13	14
	Total	1		0	37	38	24		0	20	44
Peel	Brampton	6		0	6	12	14		0	1	15
	Caledon	11			0	11	37		0	6	43
	Mississauga	0			1	1	0			4	4
	Total	17		0	7	24	51		0	11	62
Toronto	East York										
	Etobicoke										
	North York				0	0				0	0
	Old Toronto			0		0			0		0
	Scarborough	1			2	3	0			7	7
	York				0	0				3	3
	Total	1		0	2	3	0		0	10	10
York	Aurora	1			0	1	1			0	1
	East Gwillimbury	3		0	4	7	6		0	0	6
	Georgina	11				11	3				3
	King	9				9	0			0	0
	Markham	34			41	75	5		0	6	11
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	3	0	1	0	4	3	0	0	10	13
	Vaughan	2			0	2	1			2	3
	Whitchurch-Stouffville	0				0	2				2
	Total	63	0	1	45	109	21	0	0	18	39
Grand Total		157	2	2	104	265	136	0	3	90	229

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	56		15	27	98	91	0		11	67	169
	Oshawa	32		2	113	147	36	0		5	58	99
	Pickering	276		18	192	486	56	0	0	17	20	93
	Scugog	12	6		1	19	10	6		0	0	16
	Uxbridge	0			6	6	20	0		0	20	40
	Whitby	247		23	122	392	80	0		46	124	250
	Total	636	6	64	463	1,169	312	6	0	85	290	693
Halton	Burlington	6		9	5	20	24	0		4	17	45
	Halton Hills	6			10	16	4	0		0	14	18
	Milton	541		70	279	890	454	0		0	52	506
	Oakville	144		16	505	665	99			0	341	440
	Total	697		95	799	1,591	581	0		4	424	1,009
Peel	Brampton	358		19	214	591	213	0		5	210	428
	Caledon	174		6	162	342	309	0		6	69	384
	Mississauga	1			73	74	23	0		0	86	109
	Total	533		25	449	1,007	545	0		11	365	921
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	5			32	37	8	0		0	27	35
	York				14	14	0			0	18	18
	Total	5		0	90	95	8	0		12	74	94
York	Aurora	19			12	31	35	0	0	0	32	67
	East Gwillimbury	18		0	2	20	36			6	8	50
	Georgina	35				35	100	0		0	0	100
	King	15			7	22	86	0		0	5	91
	Markham	148		0	229	377	138	0		0	216	354
	Newmarket		2	1	0	3	0	0		0	12	12
	Richmond Hill	132	3	0	584	719	169	2		6	150	327
	Vaughan	61			123	184	115	0		0	198	313
	Whitchurch-Stouffville	4				4	32			0	0	32
	Total	432	5	1	957	1,395	711	2	0	12	621	1,346
Grand Total	2,303	11	185	2,758	5,257	2,157	8	0	124	1,774	4,063	



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