



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Report
September 2024

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Sep-24		Sep-23		Change
High Rise	247		1,311		-81.2%
Low Rise	344		583		-41.0%
Total	591		1,894		-68.8%
Year to Date Sales	Jan.-Sep. 2024		Jan.-Sep. 2023		Y/Y Change
High Rise	3,823		10,228		-62.6%
Low Rise	3,917		4,679		-16.3%
Total	7,740		14,907		-48.1%
Year to Date Supply	Jan.-Sep. 2024		Jan.-Sep. 2023		Y/Y Change
High Rise	5,483		15,892		-65.5%
Low Rise	5,212		5,855		-11.0%
Total	10,695		21,747		-50.8%
Year to Date Completions	Jan.-Sep. 2024		Jan.-Sep. 2023		Y/Y Change
High Rise	16,711		15,755		6.1%
Remaining Inventory	Sep-24	Aug-24	Sep-23	M/M Change	Y/Y Change
High Rise	17,427	17,179	16,347	1.4%	6.6%
Low Rise	4,444	4,095	2,846	8.5%	56.1%
Total	21,871	21,274	19,193	2.8%	14.0%
Benchmark Price	Sep-24	Aug-24	Sep-23	M/M Change	Y/Y Change
High Rise	\$1,025,111	\$1,031,356	\$1,037,538	-0.6%	-1.2%
Low Rise	\$1,565,116	\$1,598,852	\$1,566,887	-2.1%	-0.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	343	291	110	
High Rise Units	604	89,282	86,103	29,053	
% Sold*	8%	80%	88%	50%	
Low Rise Projects	6	225			
Low Rise Units	202	27,229			
% Sold*	19%	84%			

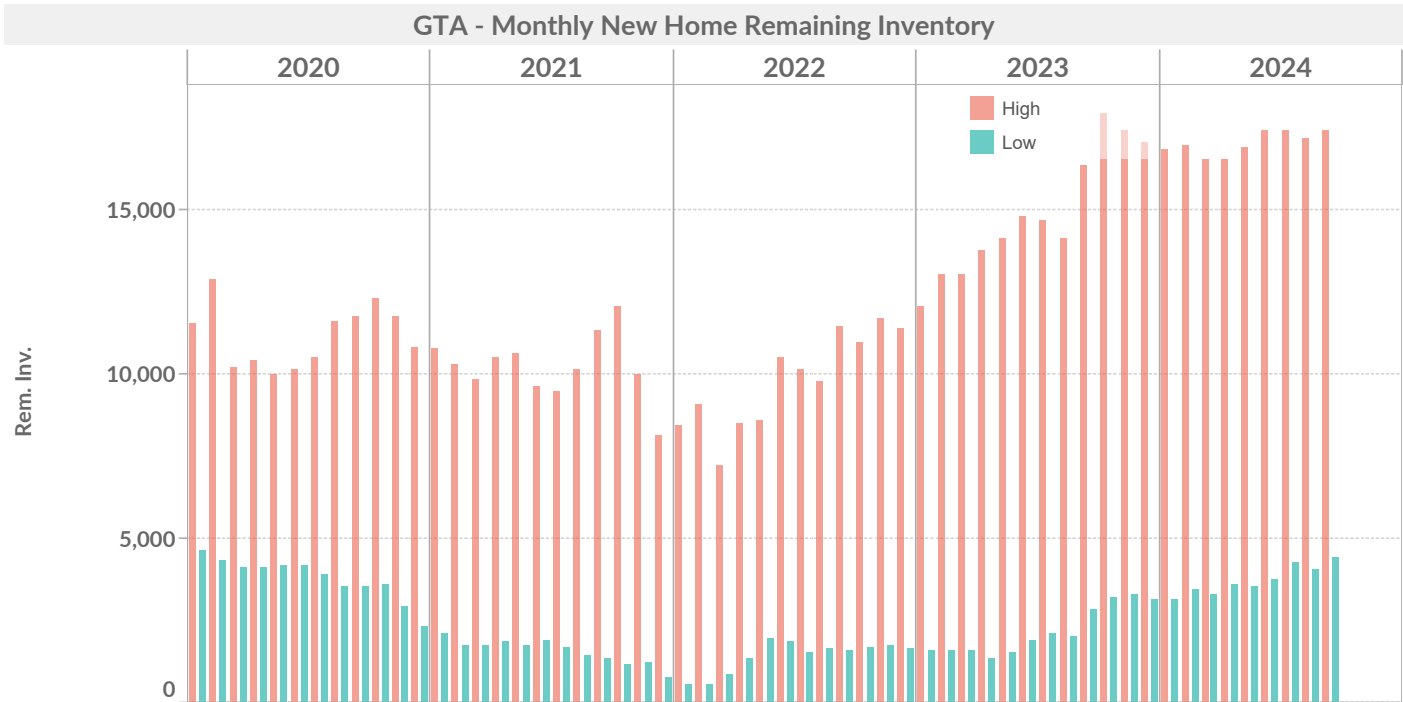
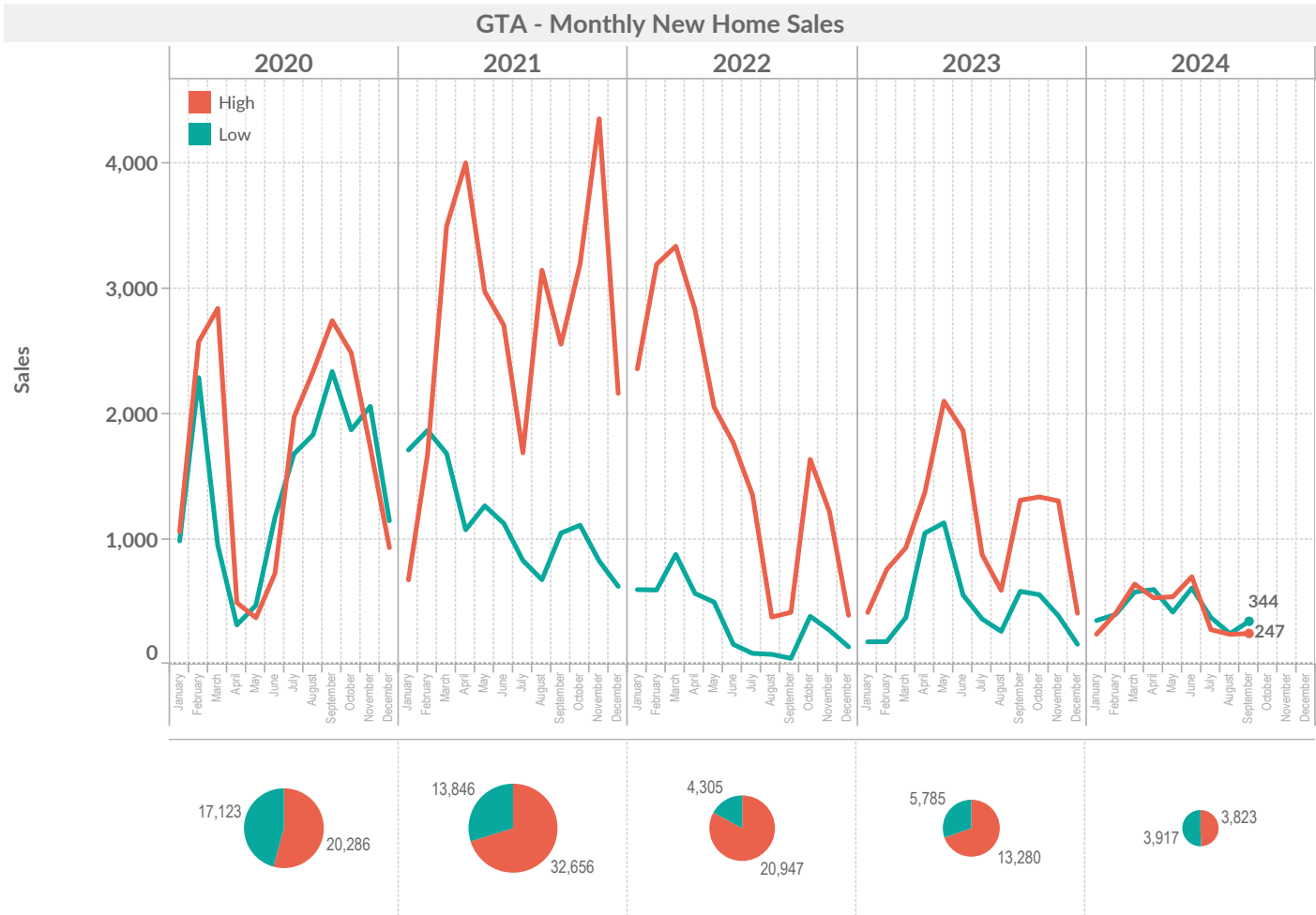
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

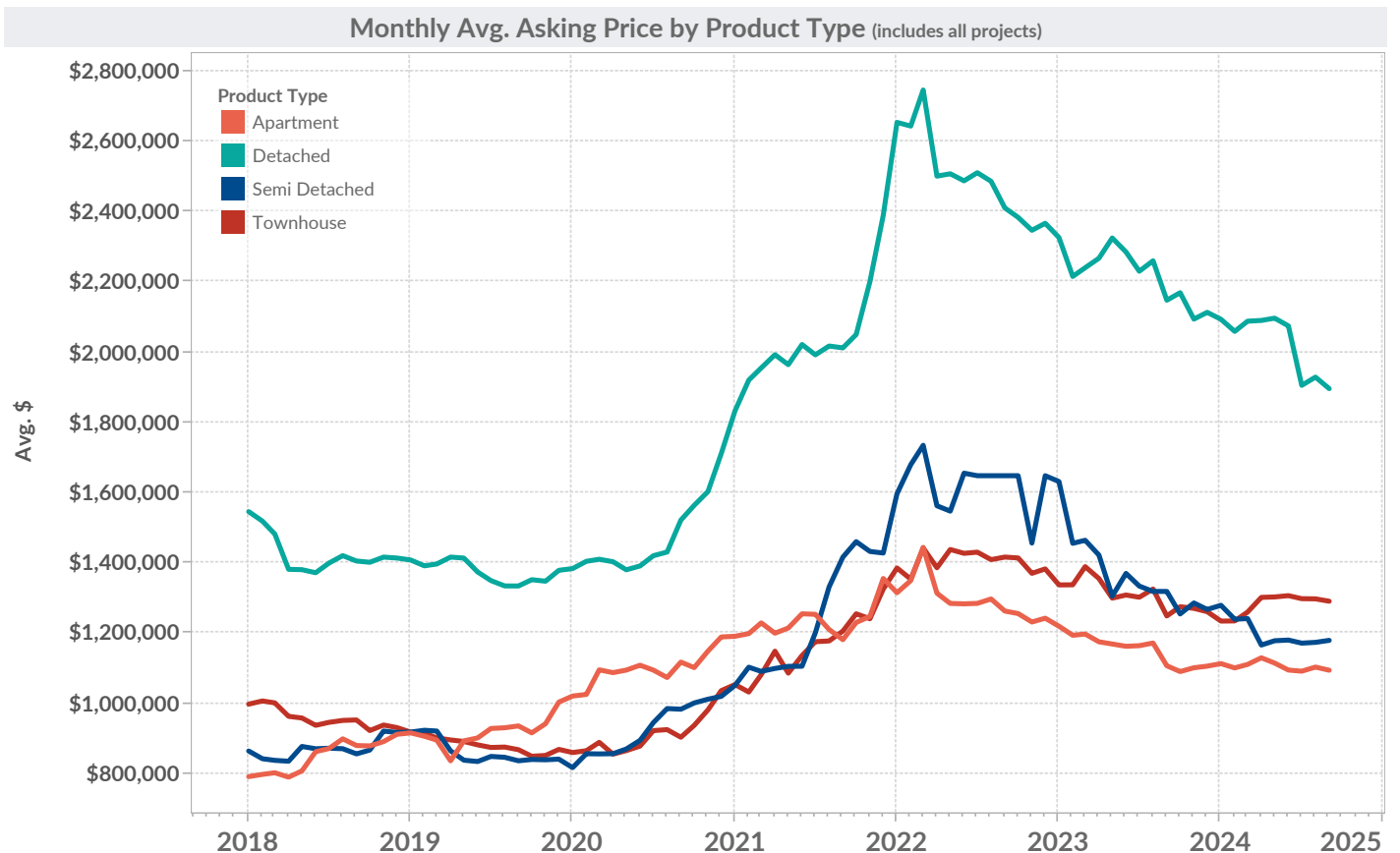
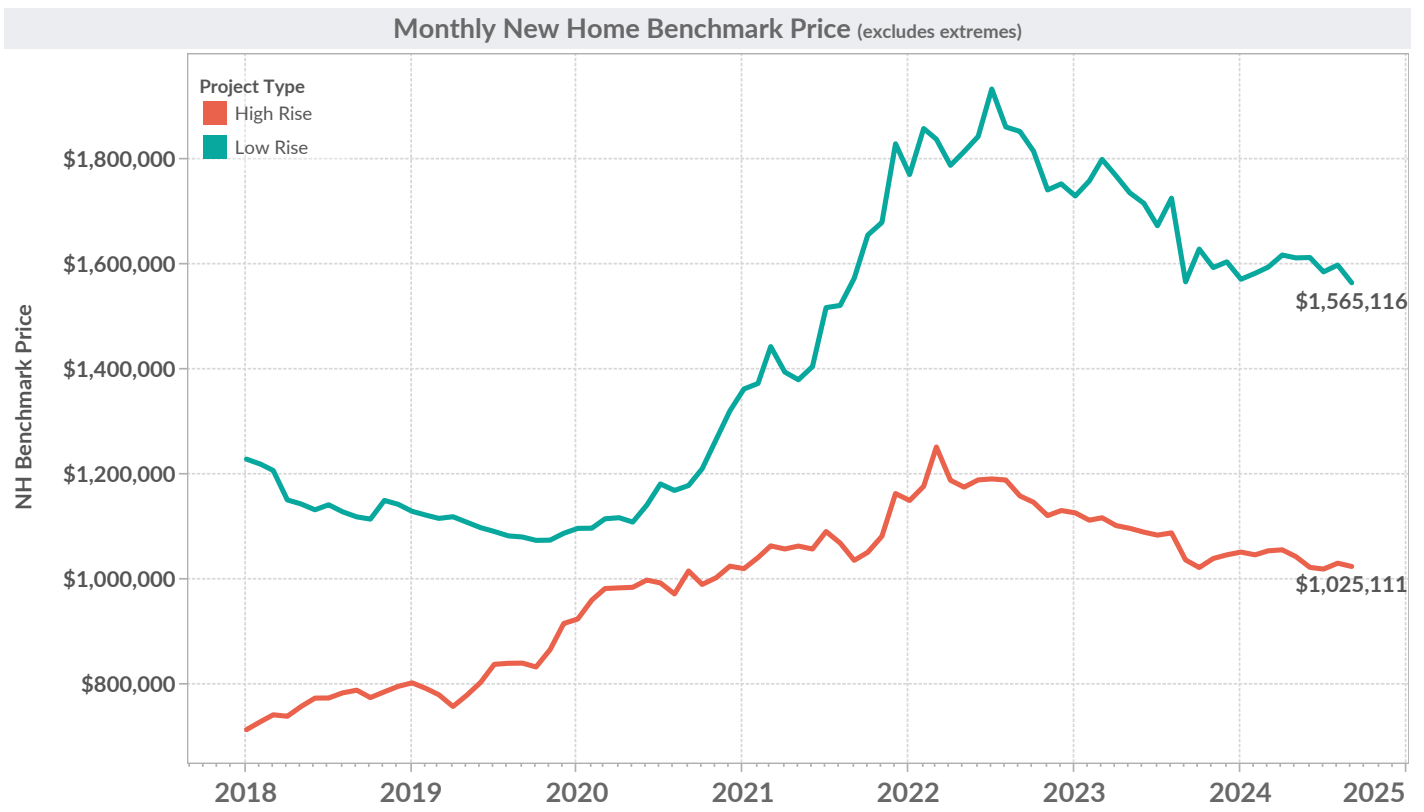
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

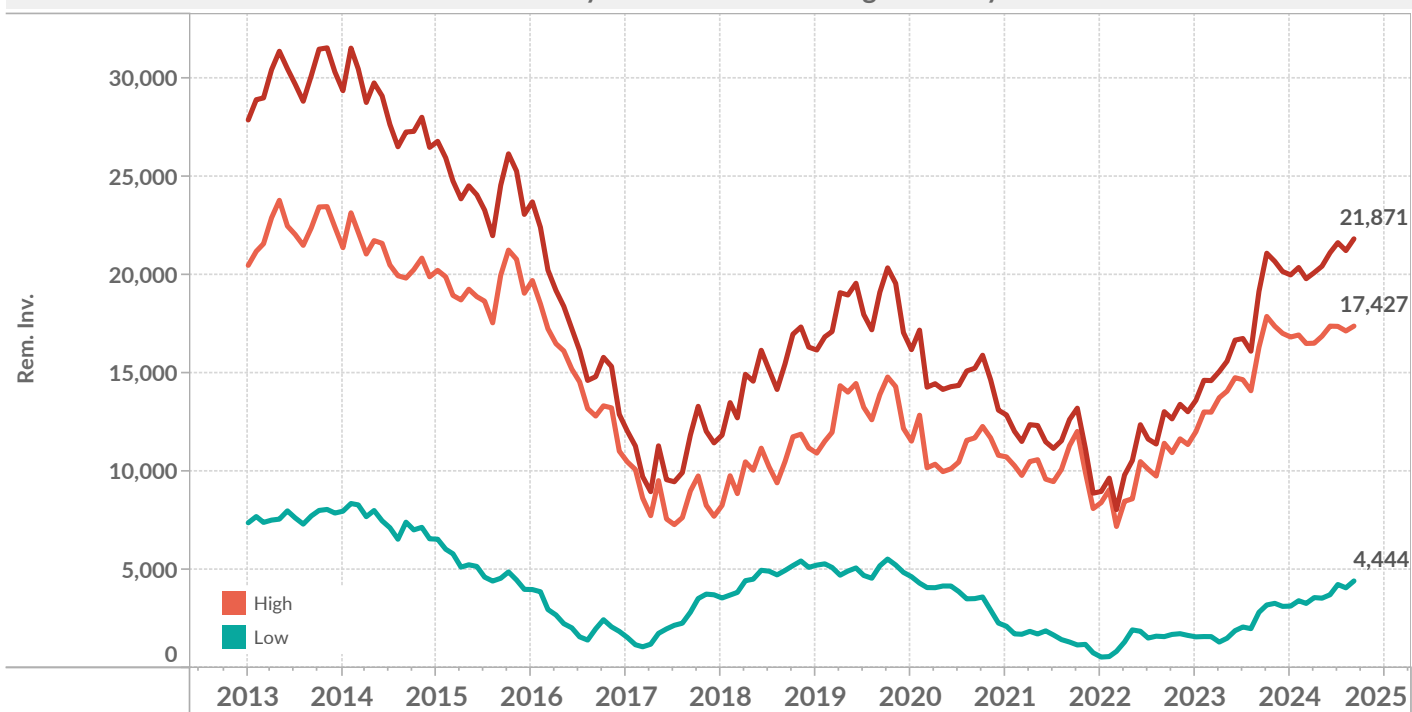


Pricing

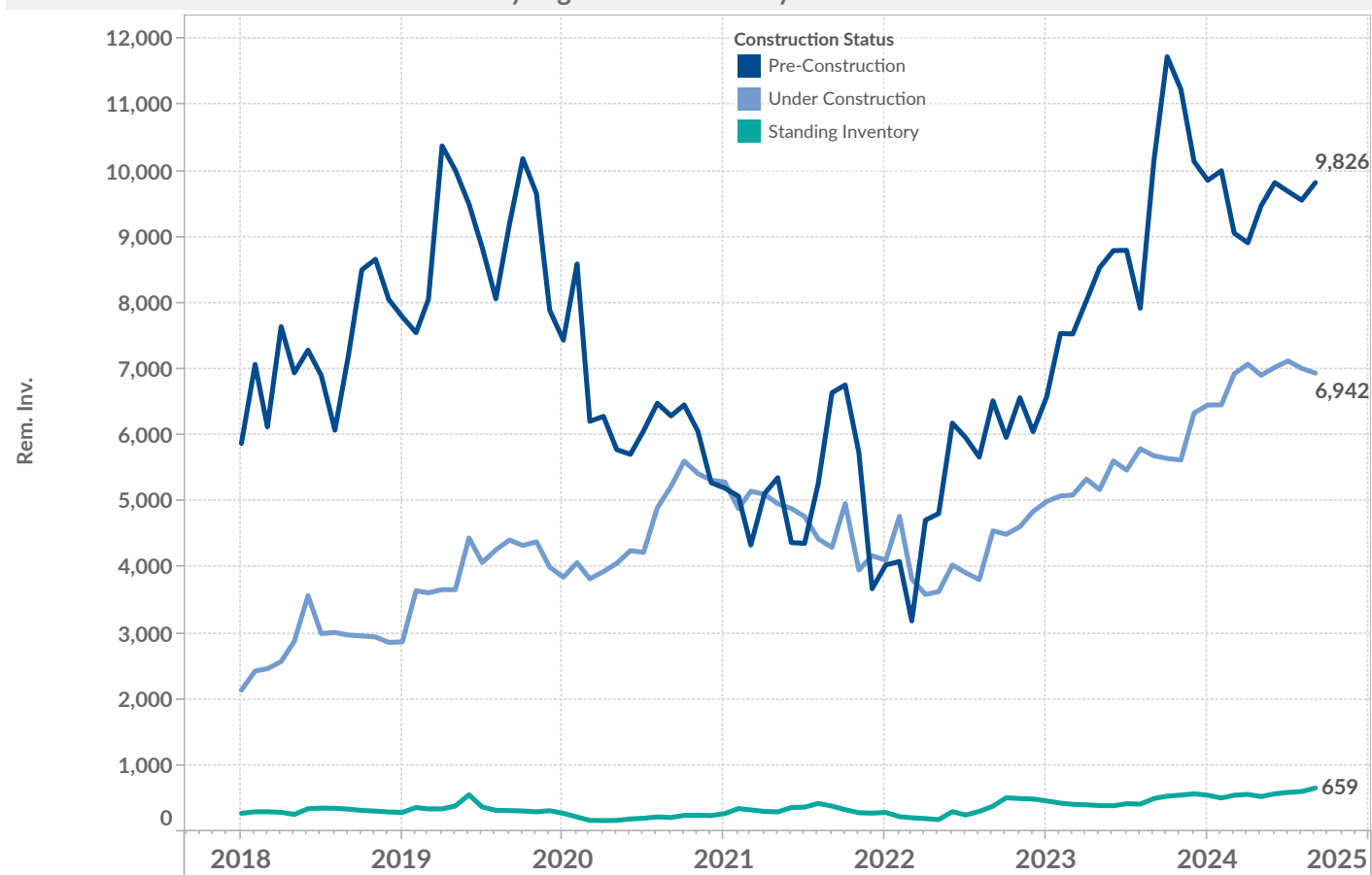


Remaining Inventory

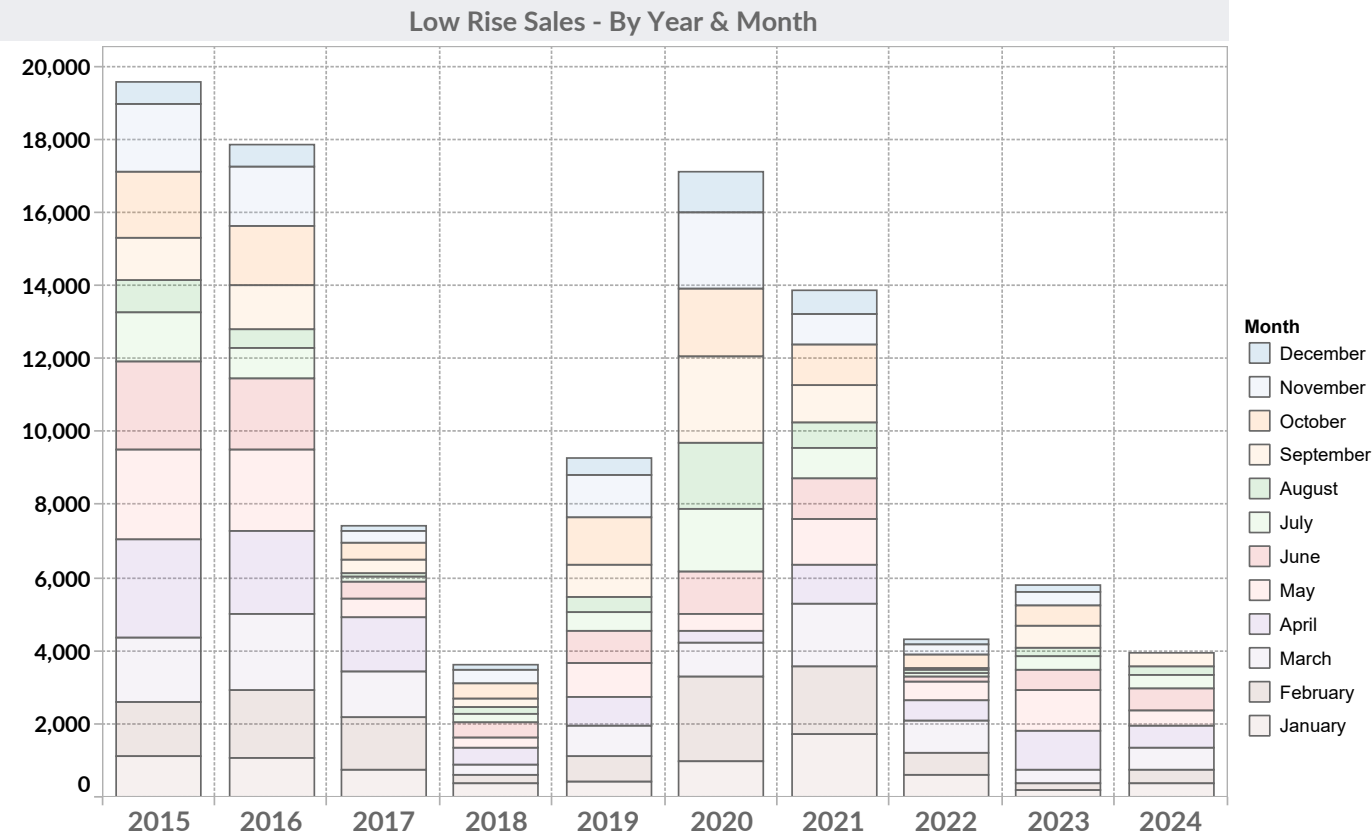
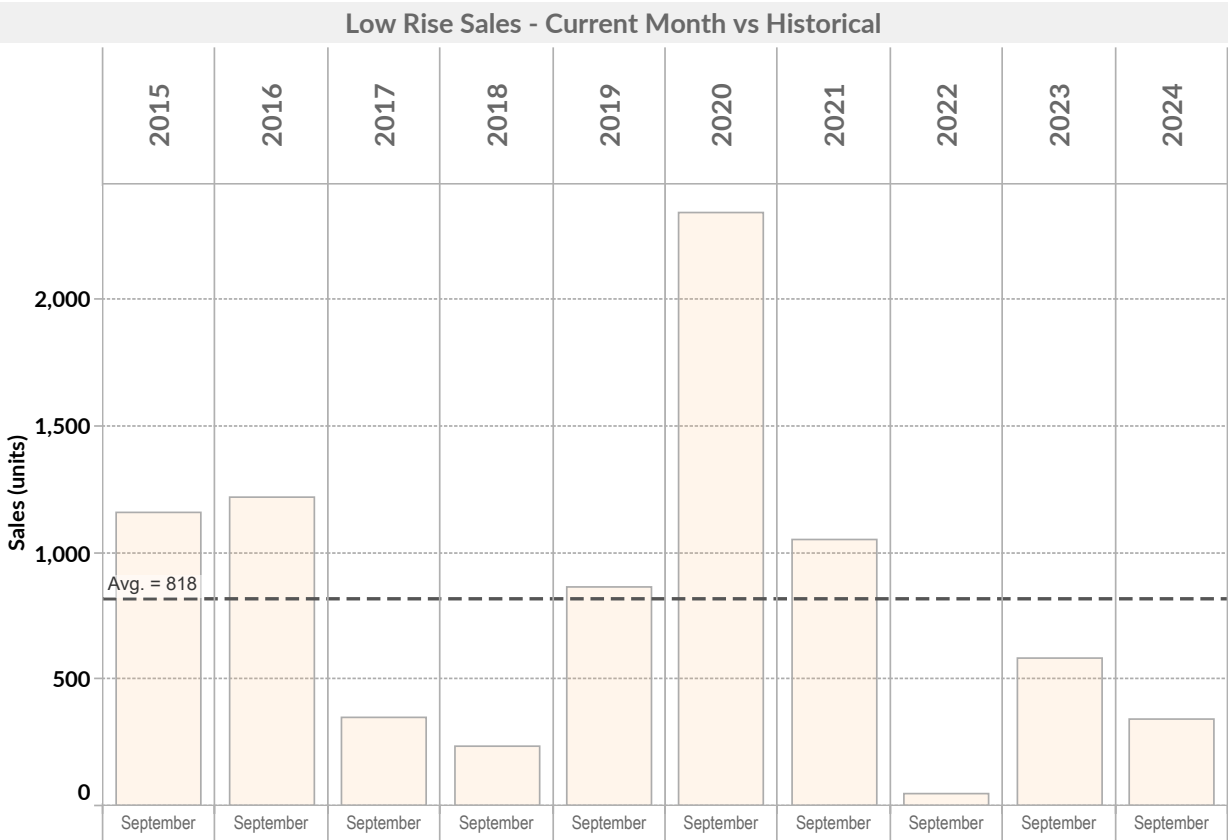
GTA - Monthly New Home Remaining Inventory



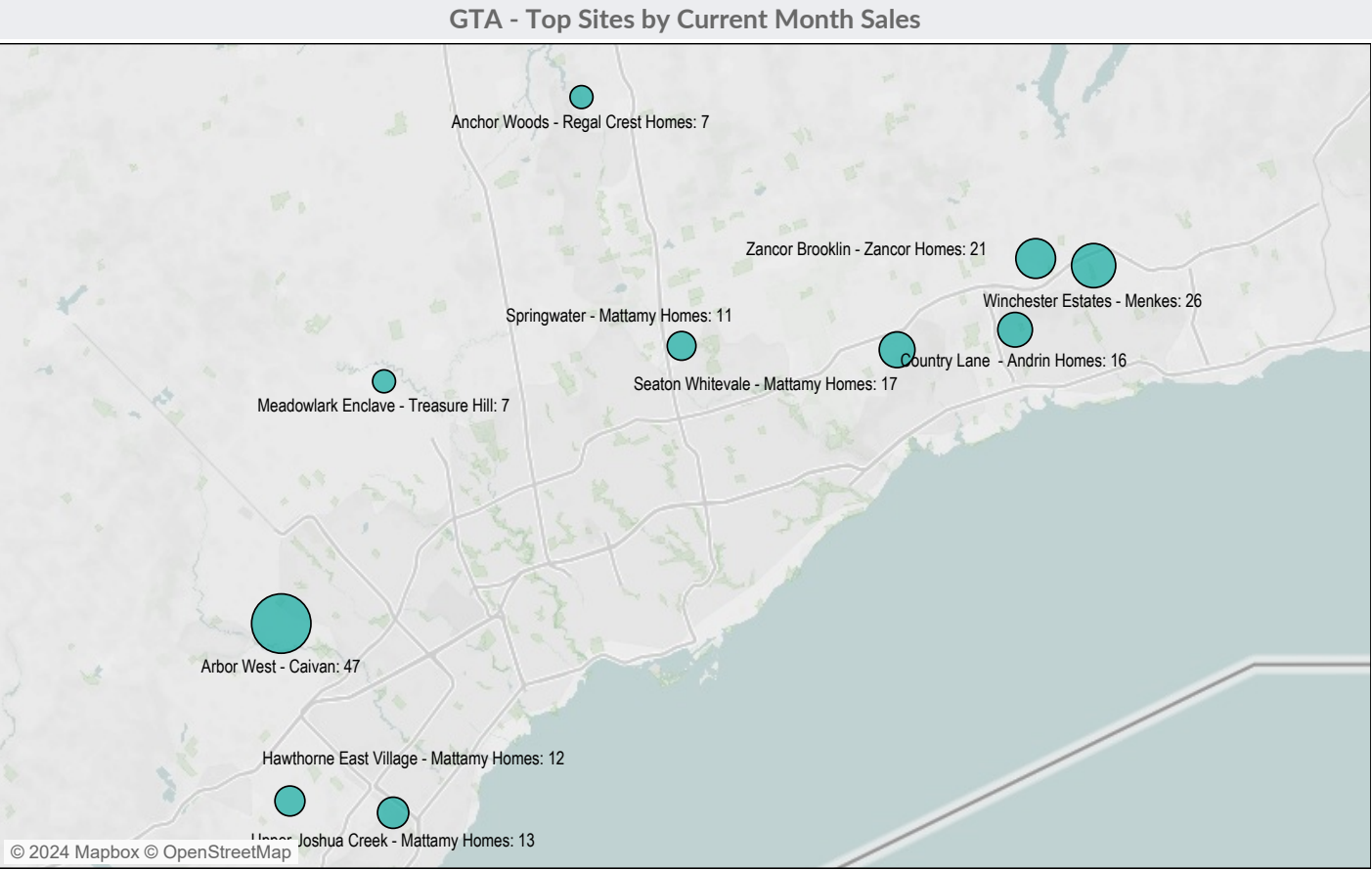
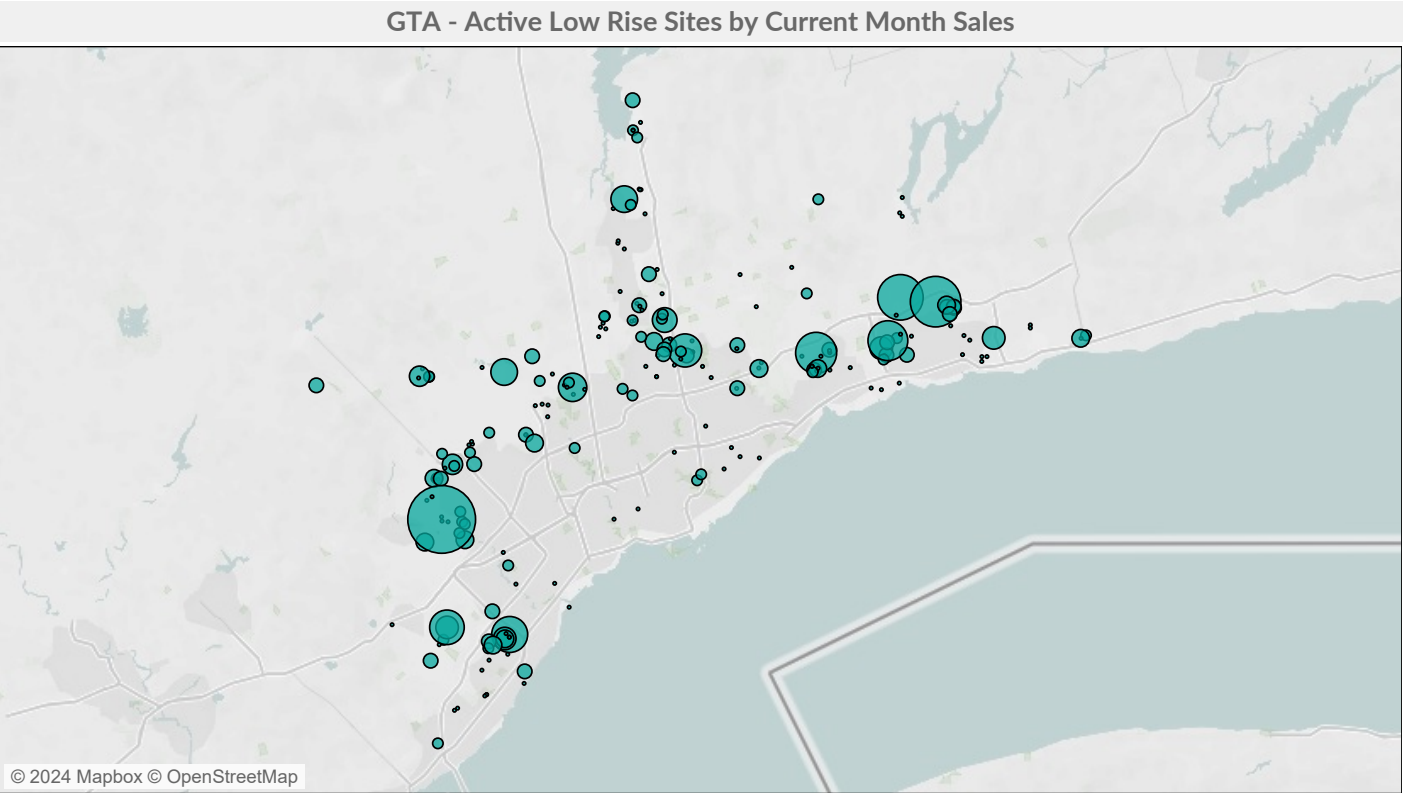
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



Current Sites

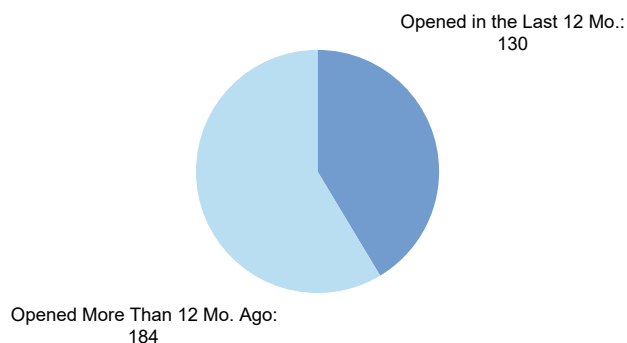


Monthly Sales Breakdown

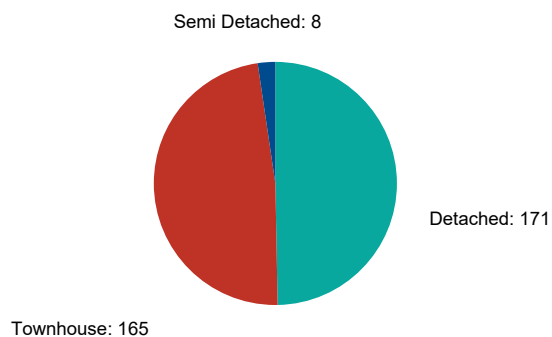


Current Month Low Rise Sales Breakdown

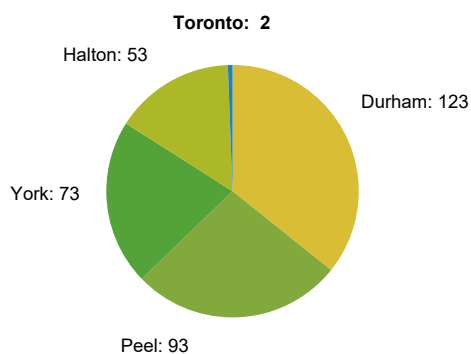
Sales by Opening Date



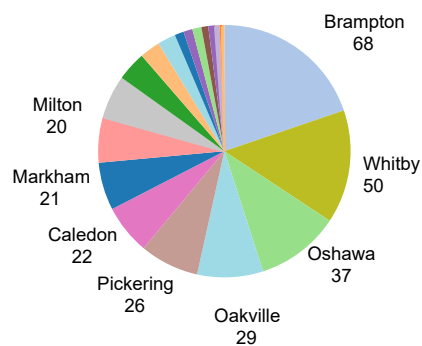
Sales by Product Type



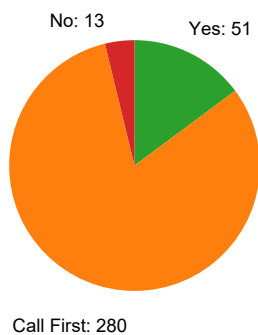
Sales by Region



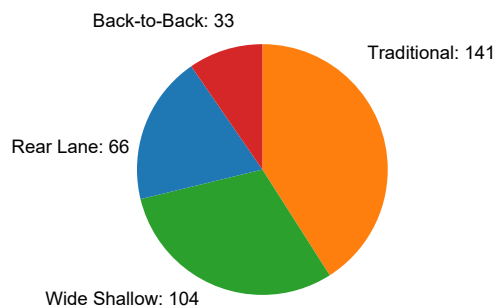
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



New Openings

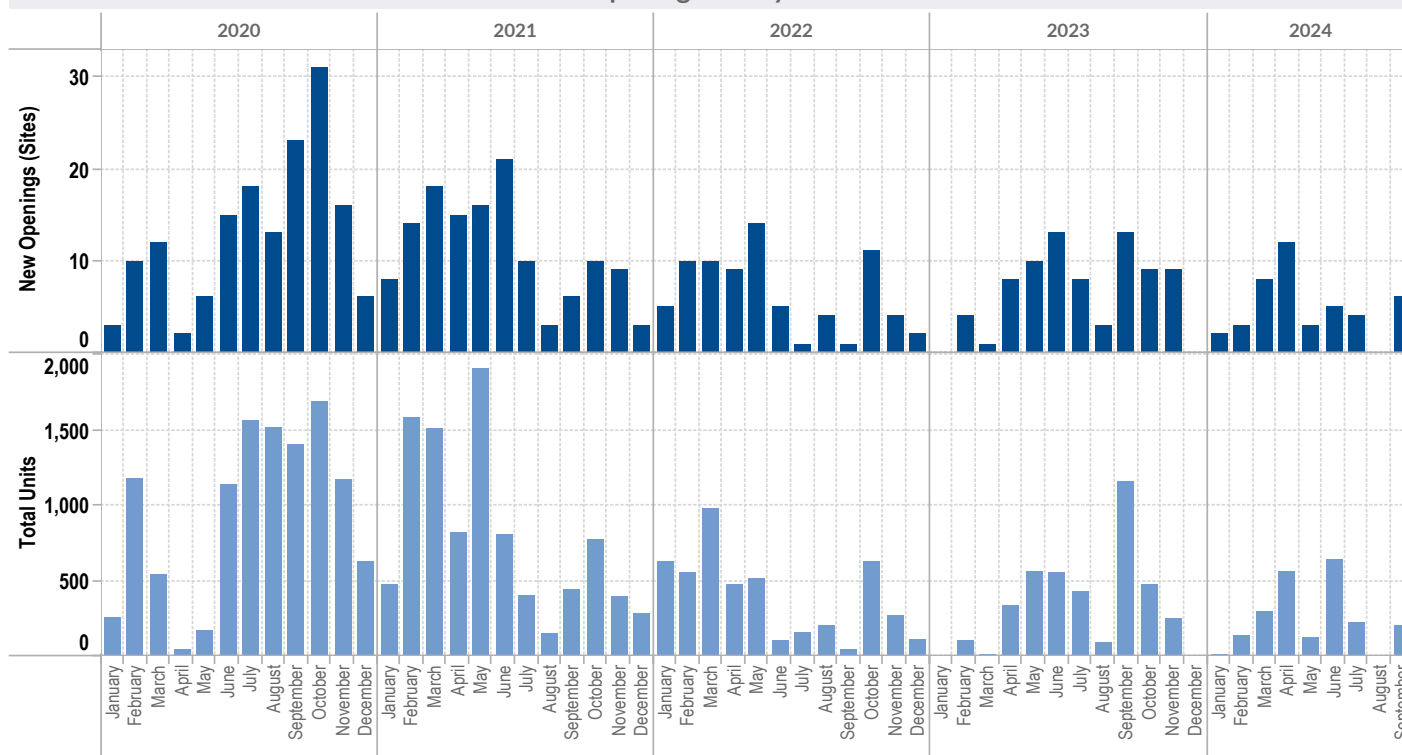


September 2024 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv.	Avg. \$/SF	No. of Units
Zancor Brooklin - Zancor Homes	Freehold	Whitby	2024-09-05	0	0		0
Victory Green - Fulton Group	Freehold	Markham	2024-09-06	2	6	\$668	8
Palmetto - Greenpark Group	Freehold	Oshawa	2024-09-07	2	0		2
Winchester Estates - Menkes	Freehold	Oshawa	2024-09-17	26	98	\$508	124
South Cornell - Lindvest	Freehold	Markham	2024-09-21	0	20	\$584	20
Canterbury Lanes - Camcos Living	Freehold Common Element	King	2024-09-28	0	48	\$749	48
Grand Total				30	172	\$592	202

* 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	44	58				1,109	29.3%		29.3%	
Treasure Hill	2	8	13	3	12	217	129	53	14				451	11.9%		41.2%	
Great Gulf	51	46	31	46	32	25	17	21	15				284	7.5%		48.7%	
Paradise Developments	0	0	47	40	38	9	4	0	9				147	3.9%		52.6%	
Fieldgate Homes	19	15	12	19	10	35	5	12	9				136	3.6%		56.2%	
Aspen Ridge Homes	1	4	25	42	22	7	8	4	6				119	3.1%		59.3%	
Zancor Homes	0	3	0	0	0	68	10	16	22				119	3.1%		62.5%	
Minto Developments	4	0	31	32	23	4	2	7	3				106	2.8%		65.3%	
Opus Homes	2	0	0	44	26	6	5	5	2				90	2.4%		67.7%	
Deco Homes	2	19	8	37	8	3	0	0	0				77	2.0%		69.7%	
CountryWide Homes	4	11	7	7	7	8	12	6	6				68	1.8%		71.5%	
Tribute Communities	0	1	22	21	15	5	1	0	2				67	1.8%		73.3%	
Caivan	0	3	1	0	0	4	3	0	47				58	1.5%		74.8%	
Coscorp Inc.				43	8	0	2	0	5				58	1.5%		76.3%	
Regal Crest Homes	10	1	0	2	2	1	14	7	10				47	1.2%		77.6%	
Heathwood Homes	17	7	8	0	2	0	2	3	2				41	1.1%		78.7%	
Rosehaven Homes	0	0	32	4	0	0	2	0	0				38	1.0%		79.7%	
Andrin Homes	2	0	6	1	0	1	2	3	16				31	0.8%		80.5%	
Starlane Home Corporation			28	3									31	0.8%		81.3%	
Geranium	1	0	6	16	5	0	0	1	1				30	0.8%		82.1%	
Sundial Homes	0	26	2	0	0	1	0	1	0				30	0.8%		82.9%	
Arista Homes	1	0	0	23	1	1	1	0	2				29	0.8%		83.6%	
	350	399	578	598	418	610	374	246	344				3,917				

Top Builders - Last 12 Months



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

	2023			2024										Total	Market Share		Cum. Mkt. Share	
Builder	October	November	December	January	February	March	April	May	June	July	August	September	%		%	%	%	
Mattamy Homes	135	169	36	196	179	177	144	131	108	72	44	58	1,449	29.8%		29.8%		
Treasure Hill	124	31	6	2	8	13	3	12	217	129	53	14	612	12.6%		42.4%		
Great Gulf	42	56	30	51	46	31	46	32	25	17	21	15	412	8.5%		50.9%		
Fieldgate Homes	5	3	8	19	15	12	19	10	35	5	12	9	152	3.1%		54.0%		
Paradise Developments	1	0	0	0	0	47	40	38	9	4	0	9	148	3.0%		57.0%		
Aspen Ridge Homes	12	5	3	1	4	25	42	22	7	8	4	6	139	2.9%		59.9%		
Zancor Homes	4	4	0	0	3	0	0	0	68	10	16	22	127	2.6%		62.5%		
Minto Developments	8	1	4	4	0	31	32	23	4	2	7	3	119	2.4%		65.0%		
CountryWide Homes	29	10	4	4	11	7	7	7	8	12	6	6	111	2.3%		67.2%		
Deco Homes	15	0	0	2	19	8	37	8	3	0	0	0	92	1.9%		69.1%		
Opus Homes	0	0	0	2	0	0	44	26	6	5	5	2	90	1.9%		71.0%		
Geranium	37	5	0	1	0	6	16	5	0	0	1	1	72	1.5%		72.5%		
Caivan	7	1	4	0	3	1	0	0	4	3	0	47	70	1.4%		73.9%		
Tribute Communities	0	0	0	0	1	22	21	15	5	1	0	2	67	1.4%		75.3%		
Coscorp Inc.							43	8	0	2	0	5	58	1.2%		76.5%		
Rosehaven Homes	18	1	0	0	0	32	4	0	0	2	0	0	57	1.2%		77.7%		
Regal Crest Homes	2	1	5	10	1	0	2	2	1	14	7	10	55	1.1%		78.8%		
Heathwood Homes	6	0	2	17	7	8	0	2	0	2	3	2	49	1.0%		79.8%		
National Homes	9	16	9	0	0	0	0	5	2	2	2	2	47	1.0%		80.8%		
Greenpark Group	32	5	0	0	0	0	1	0	2	1	1	2	44	0.9%		81.7%		
Madison Group	11	2	0	1	0	4	1	0	1	12	10	0	42	0.9%		82.5%		
Andrin Homes	6	1	0	2	0	6	1	0	1	2	3	16	38	0.8%		83.3%		
	557	388	161	350	399	578	598	418	610	374	246	344	5,023					

Top Sites



GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2024 September
Arbor West - Caivan	Brampton	Detached	31	0
			42	1
		Townhouse	18	22
			19	24
		Total		47
Winchester Estates - Menkes	Oshawa	Detached	30	16
		Townhouse	20	10
		Total		26
Zancor Brooklin - Zancor Homes	Whitby	Detached	32	14
			38	1
			42	6
		Townhouse	20	0
		Total		21
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30	3
			36	1
		Townhouse	23	13
		Total		17
Country Lane - Andrin Homes	Whitby	Detached	26	0
			36	10
			45	6
		Townhouse	20	0
		Total		16
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34	0
			38	2
			45	3
		Townhouse	21	2
			23	6
		Total		13
Hawthorne East Village - Mattamy Homes	Milton	Detached	30	3
			34	0
			36	9
			43	0
		Townhouse	23	0
				12
Springwater - Mattamy Homes	Markham	Detached	30	0
			38	3
		Townhouse	20	7
			22	1
		Total		11
Anchor Woods - Regal Crest Homes	East Gwillimbury	Detached	38	2
			45	3
		Semi Detached	27	1
		Townhouse	25	1
		Total		7

Yr. Over Yr. Sales Comparison



Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	September 2023					September 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	5			0	5	6		0	3	9
	Oshawa	13		0	28	41	20		0	17	37
	Pickering	24		0	11	35	7		0	19	26
	Scugog	2	1		1	4	0	0		0	0
	Uxbridge	0			0	0	0			1	1
	Whitby	21		0	3	24	41		5	4	50
	Total	65	1	0	43	109	74	0	5	44	123
Halton	Burlington			0	0	0	0		0	1	1
	Halton Hills						2			1	3
	Milton	45			57	102	16			4	20
	Oakville	0			75	75	7			22	29
	Total	45		0	132	177	25		0	28	53
Peel	Brampton	72		0	87	159	16		0	52	68
	Caledon	0			3	3	16		2	4	22
	Mississauga				6	6				3	3
	Total	72		0	96	168	32		2	59	93
Toronto	East York										
	Etobicoke										
	North York				0	0				2	2
	Old Toronto			0		0			0		0
	Scarborough	0			1	1	0			0	0
	York									0	0
	Total	0		0	1	1	0		0	2	2
York	Aurora	1			0	1	2			2	4
	East Gwillimbury	0		0	0	0	6		1	1	8
	Georgina	6				6	4				4
	King	3				3	4			0	4
	Markham	16			22	38	6		0	15	21
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	54	0	0	5	59	8	0	0	11	19
	Vaughan	2			19	21	10			3	13
	Whitchurch-Stouffville	0				0	0				0
	Total	82	0	0	46	128	40	0	1	32	73
Grand Total		264	1	0	318	583	171	0	8	165	344

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	57		15	30	102	85	0		11	64	160	
	Oshawa	39		2	102	143	97	0		5	139	241	
	Pickering	259		18	200	477	58	0	0	17	20	95	
	Scugog	10	5		0	15	10	6		0	0	16	
	Uxbridge	0			7	7	20	0		0	19	39	
	Whitby	267		28	123	418	140	0		41	120	301	
	Total	645	5	69	464	1,183	429	6	0	80	363	878	
Halton	Burlington	6		9	6	21	24	0		4	16	44	
	Halton Hills	8			9	17	11	0		0	15	26	
	Milton	512		70	226	808	442	0		0	50	492	
	Oakville	151		16	452	619	92			0	319	411	
	Total	677		95	693	1,465	569	0		4	400	973	
Peel	Brampton	303		15	176	494	214	0		9	238	461	
	Caledon	190		8	163	361	293	0		4	65	362	
	Mississauga				70	70	0	0		0	82	82	
	Total	493		23	409	925	507	0		13	385	905	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York				48	48	0	0		0	25	25	
	Old Toronto			0		0	0	0		12	0	12	
	Scarborough	5			31	36	8	0		0	27	35	
	York				9	9	0			0	18	18	
	Total	5		0	88	93	8	0		12	70	90	
York	Aurora	20			14	34	35	0	0	0	30	65	
	East Gwillimbury	27		1	3	31	52			5	7	64	
	Georgina	34				34	96	0		0	0	96	
	King	16			7	23	82	0		0	53	135	
	Markham	138		0	222	360	231	0		0	336	567	
	Newmarket		2	1	0	3	0	0		0	12	12	
	Richmond Hill	87	3	0	602	692	164	2		6	155	327	
	Vaughan	67			109	176	107	0		0	193	300	
	Whitchurch-Stouffville	4				4	32			0	0	32	
	Total	393	5	2	957	1,357	799	2	0	11	786	1,598	
Grand Total		2,213	10	189	2,611	5,023	2,312	8	0	120	2,004	4,444	



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