



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Report
October 2024

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-24		Oct-23	Change	
High Rise	210		1,336	-84.3%	
Low Rise	555		557	-0.4%	
Total	765		1,893	-59.6%	
Year to Date Sales	Jan.-Oct. 2024		Jan.-Oct. 2023	Y/Y Change	
High Rise	4,123		11,312	-63.6%	
Low Rise	4,452		5,235	-15.0%	
Total	8,575		16,547	-48.2%	
Year to Date Supply	Jan.-Oct. 2024		Jan.-Oct. 2023	Y/Y Change	
High Rise	6,536		19,422	-66.3%	
Low Rise	5,917		6,781	-12.7%	
Total	12,453		26,203	-52.5%	
Year to Date Completions	Jan.-Oct. 2024		Jan.-Oct. 2023	Y/Y Change	
High Rise	21,668		19,115	13.4%	
Remaining Inventory	Oct-24	Sep-24	Oct-23	M/M Change	Y/Y Change
High Rise	17,682	17,015	17,489	3.9%	1.1%
Low Rise	4,617	4,485	3,218	2.9%	43.5%
Total	22,299	21,500	20,707	3.7%	7.7%
Benchmark Price	Oct-24	Sep-24	Oct-23	M/M Change	Y/Y Change
High Rise	\$1,006,256	\$1,025,111	\$1,023,102	-1.8%	-1.6%
Low Rise	\$1,549,416	\$1,565,116	\$1,629,245	-1.0%	-4.9%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	4	338	276	109	
High Rise Units	1,060	87,750	81,675	28,822	
% Sold*	0%	80%	87%	50%	
Low Rise Projects	8	235			
Low Rise Units	395	28,471			
% Sold*	32%	84%			

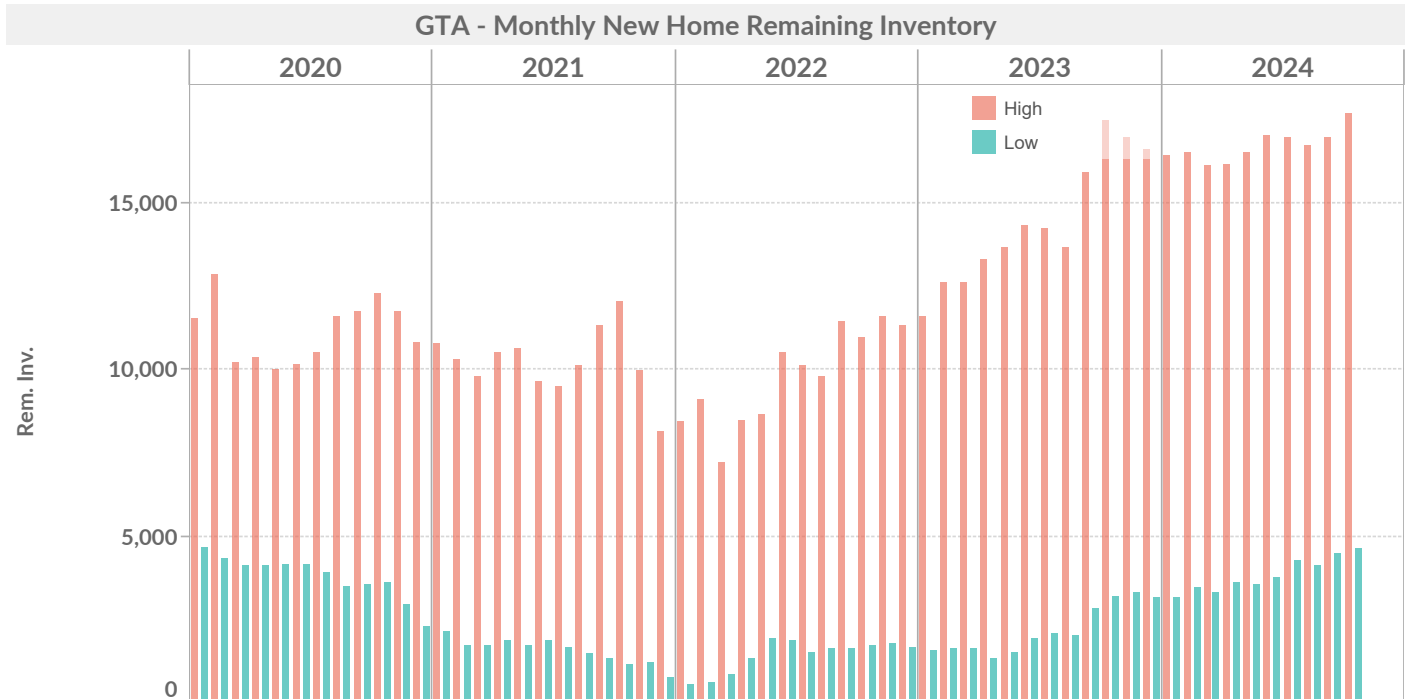
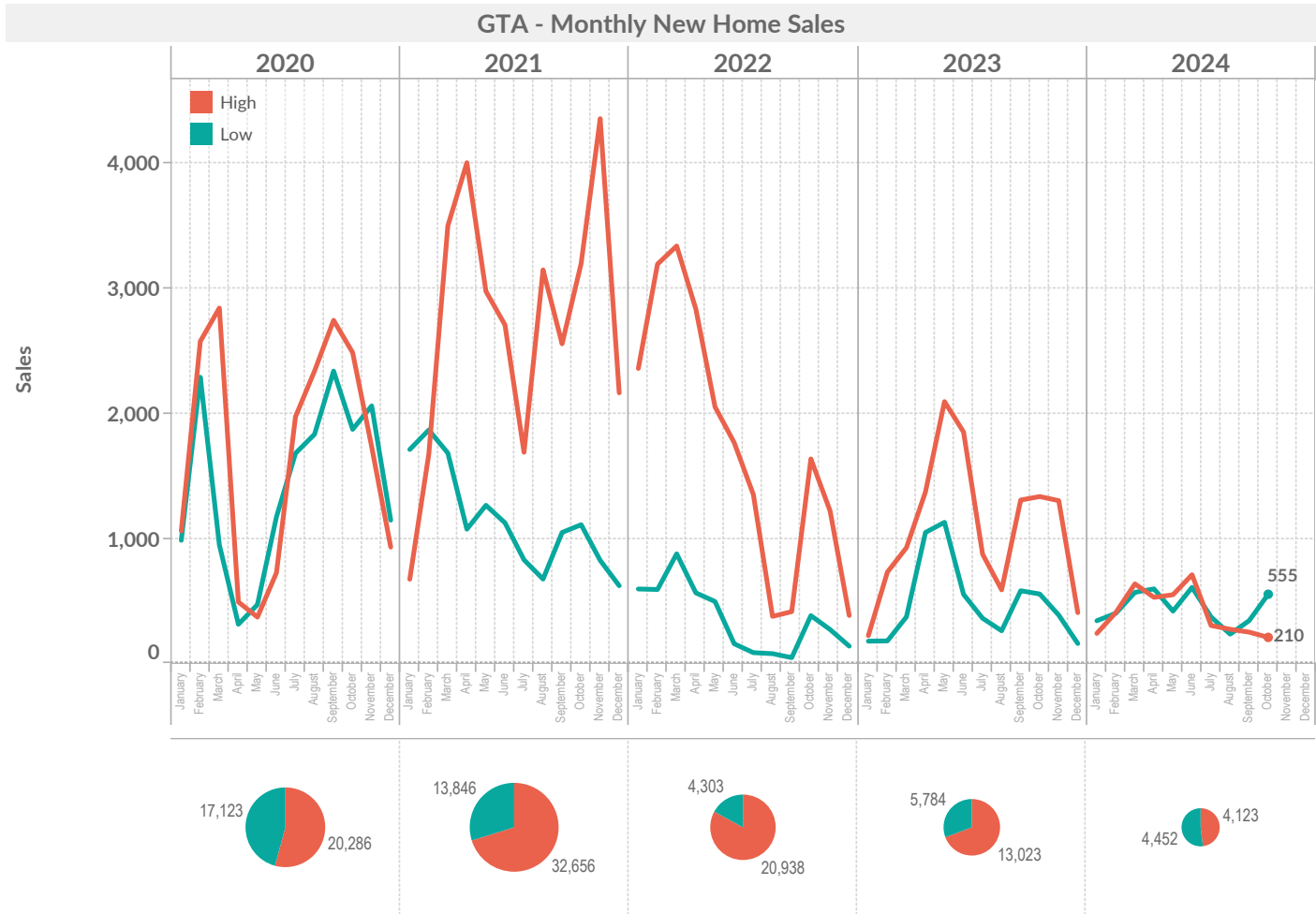
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

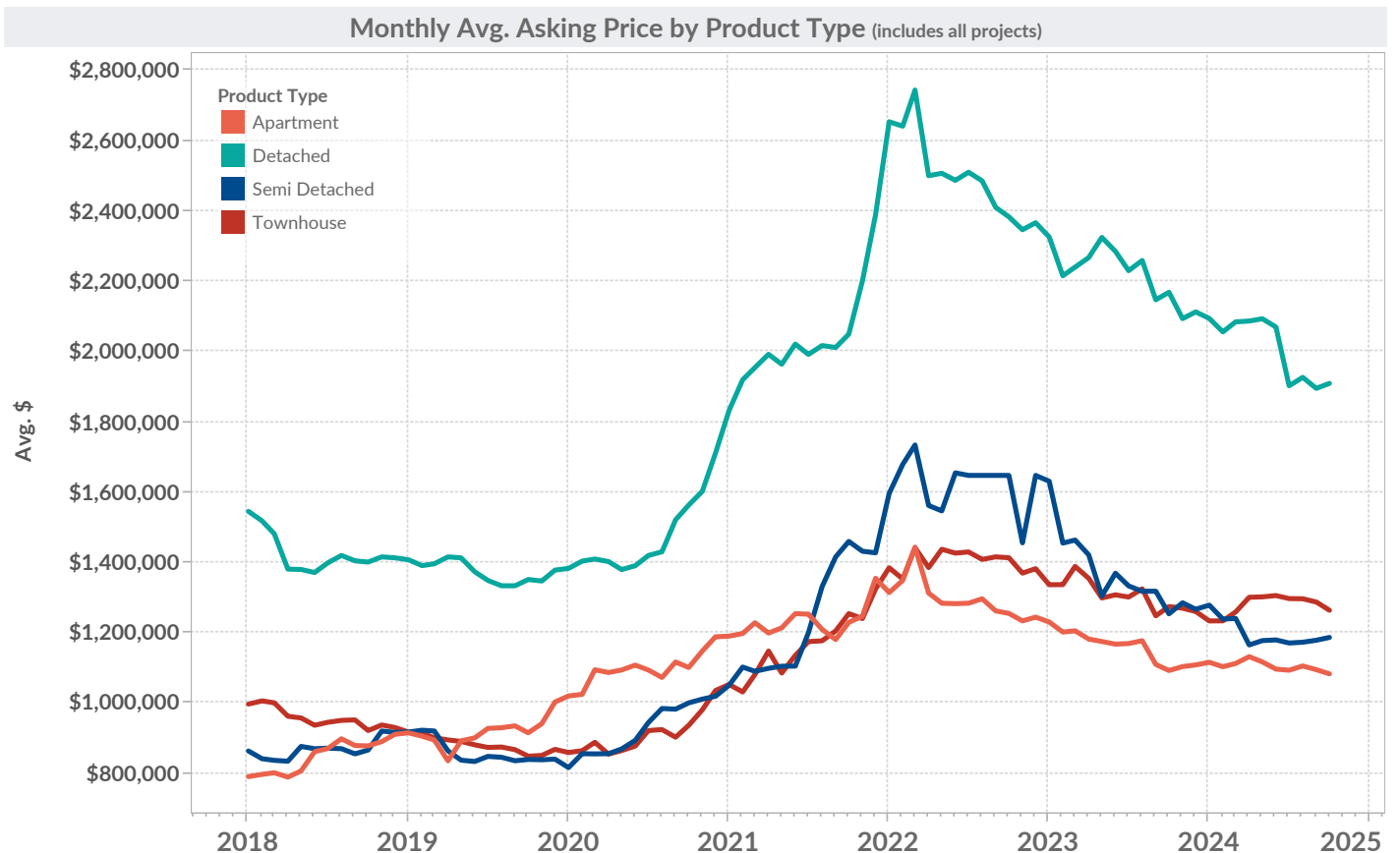
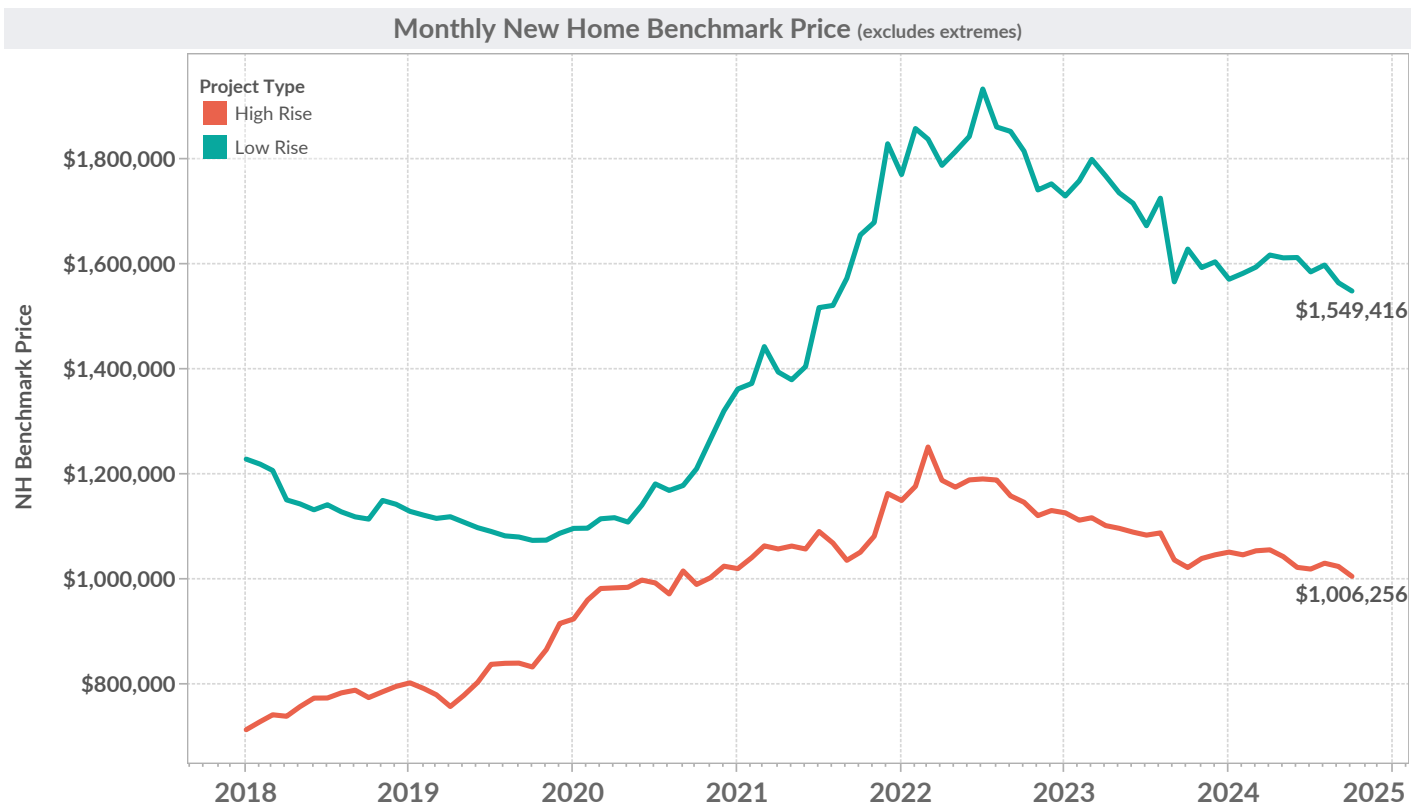
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

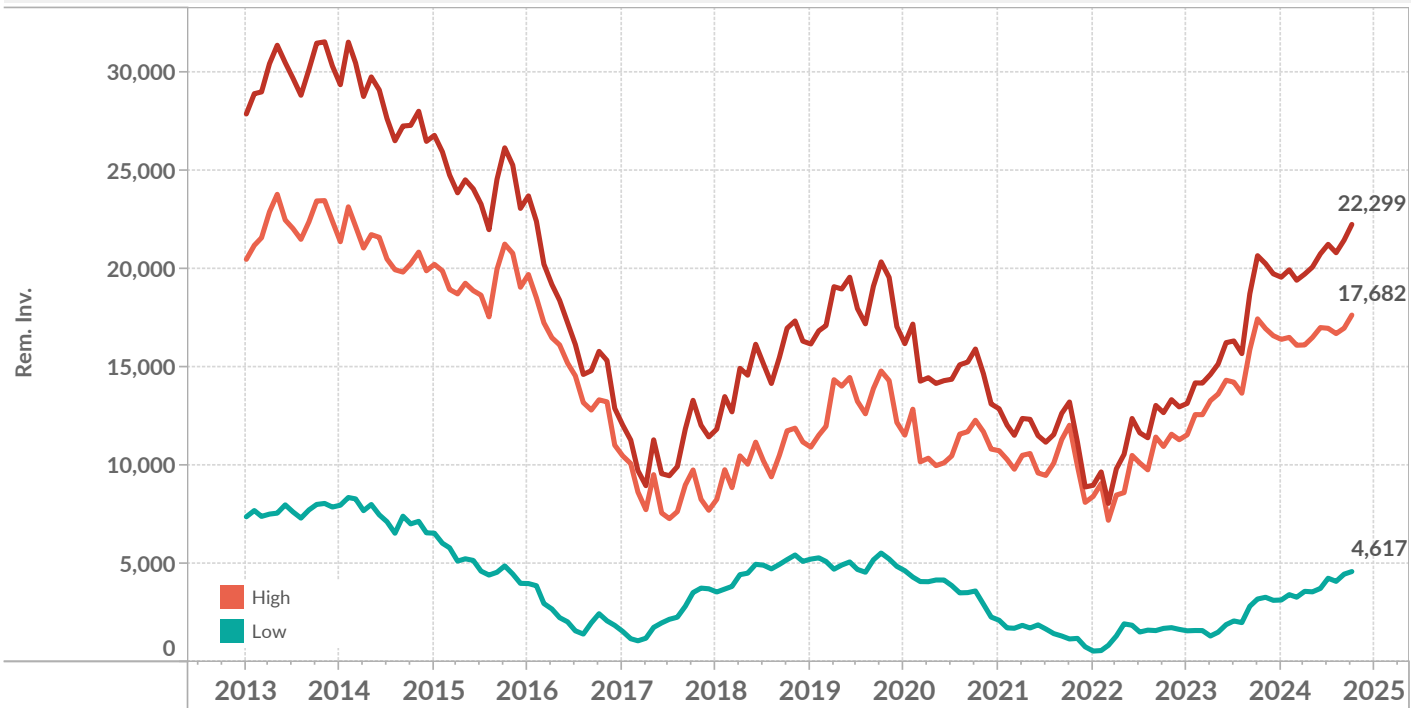


Pricing

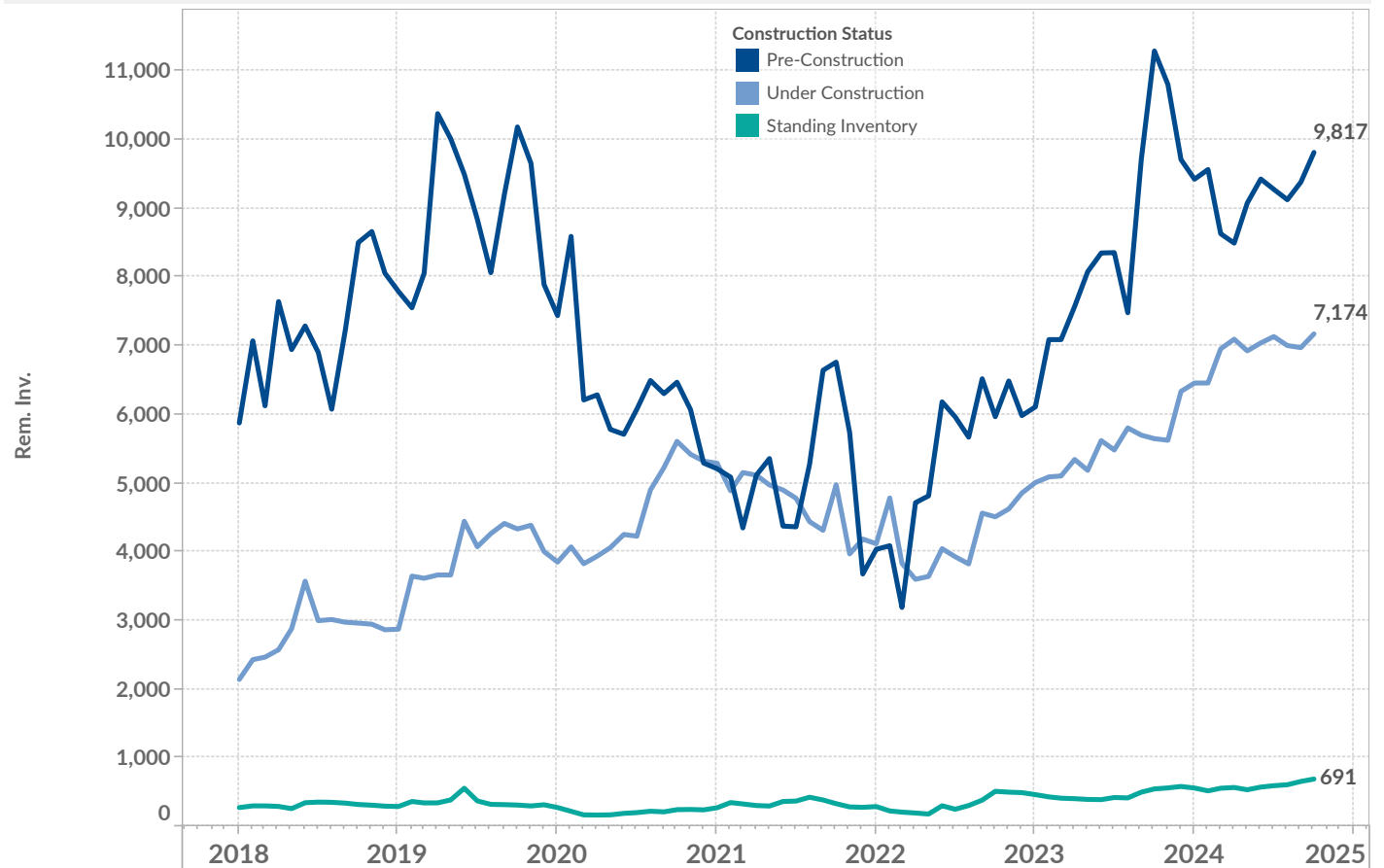


Remaining Inventory

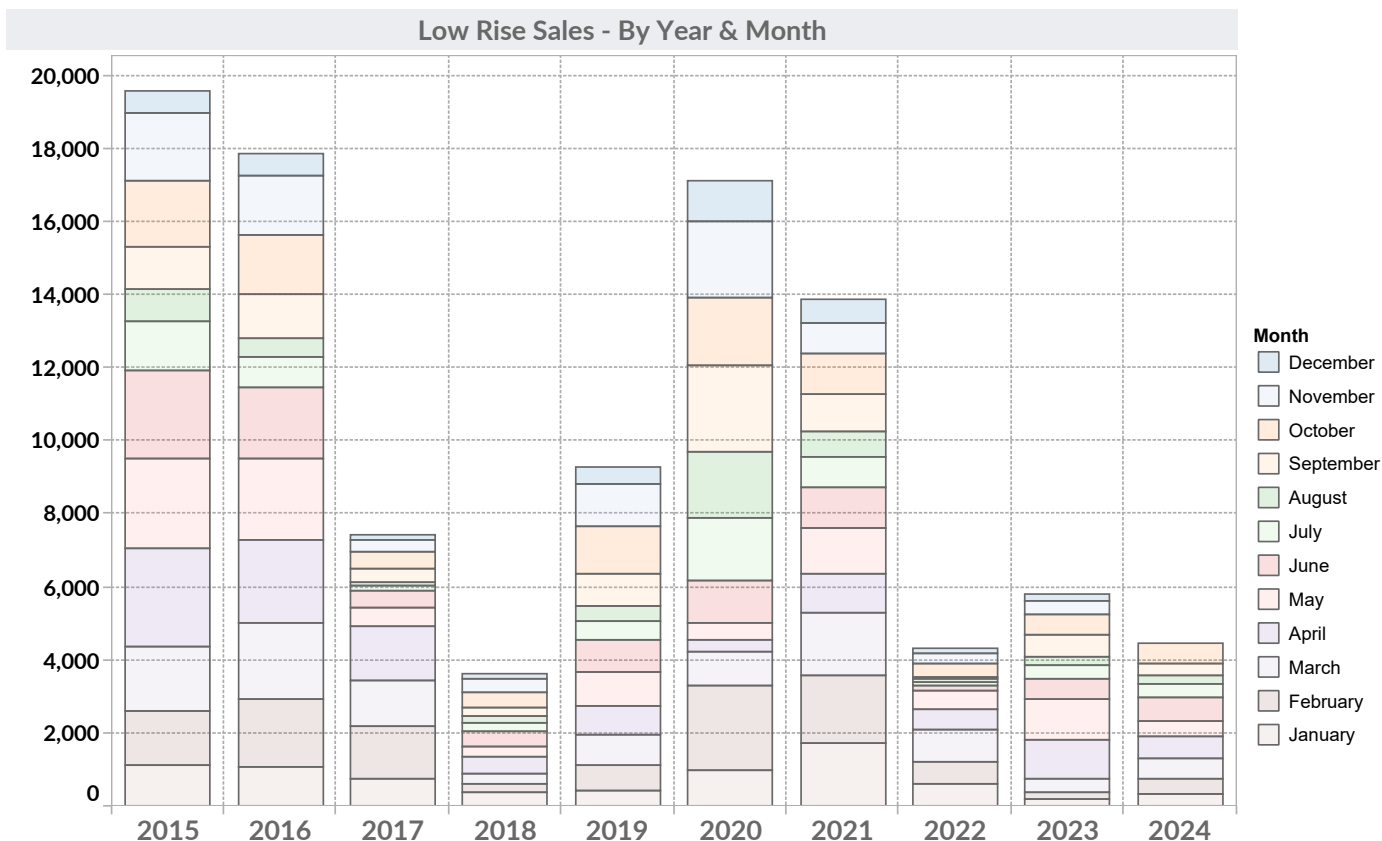
GTA - Monthly New Home Remaining Inventory



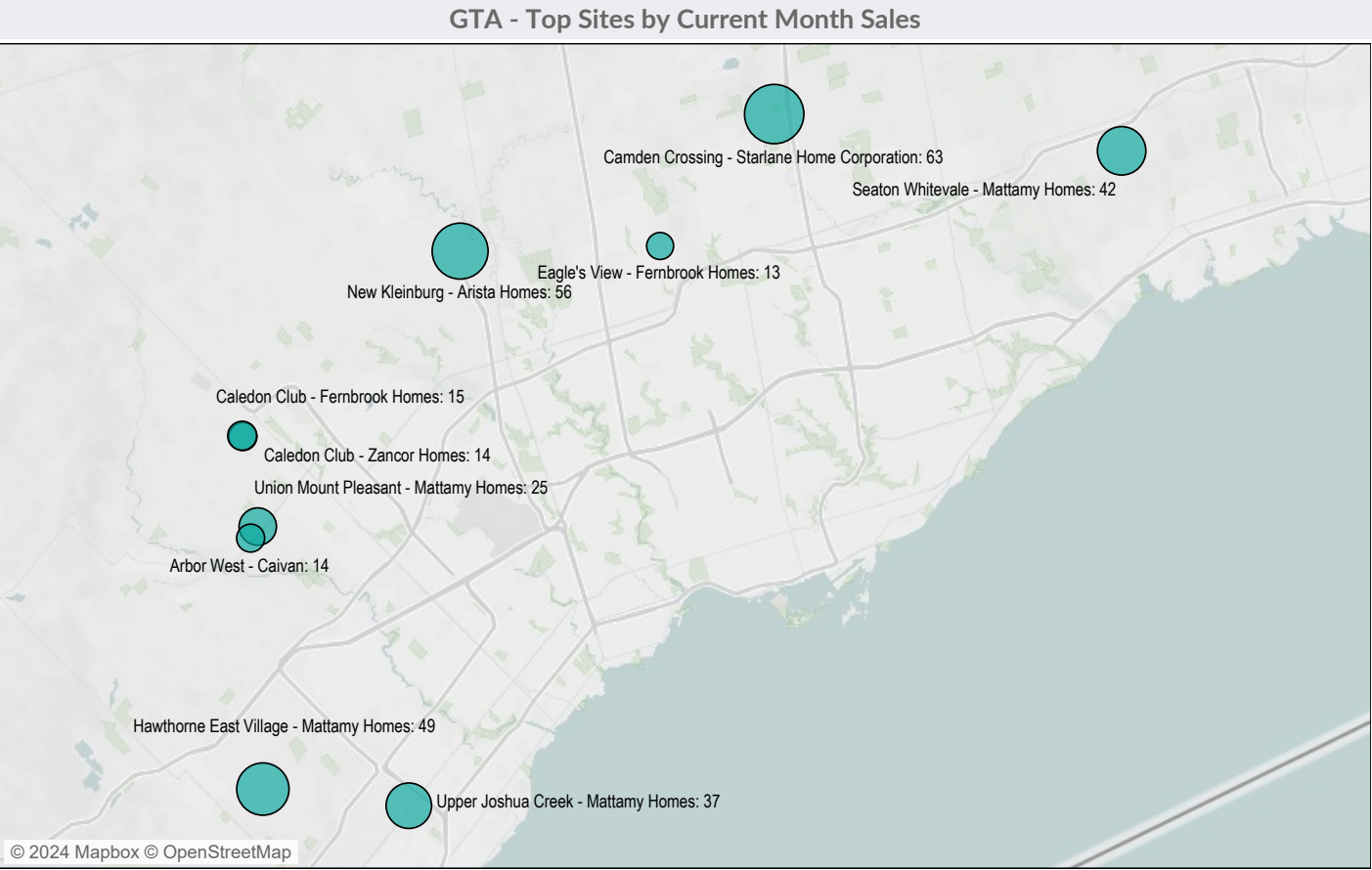
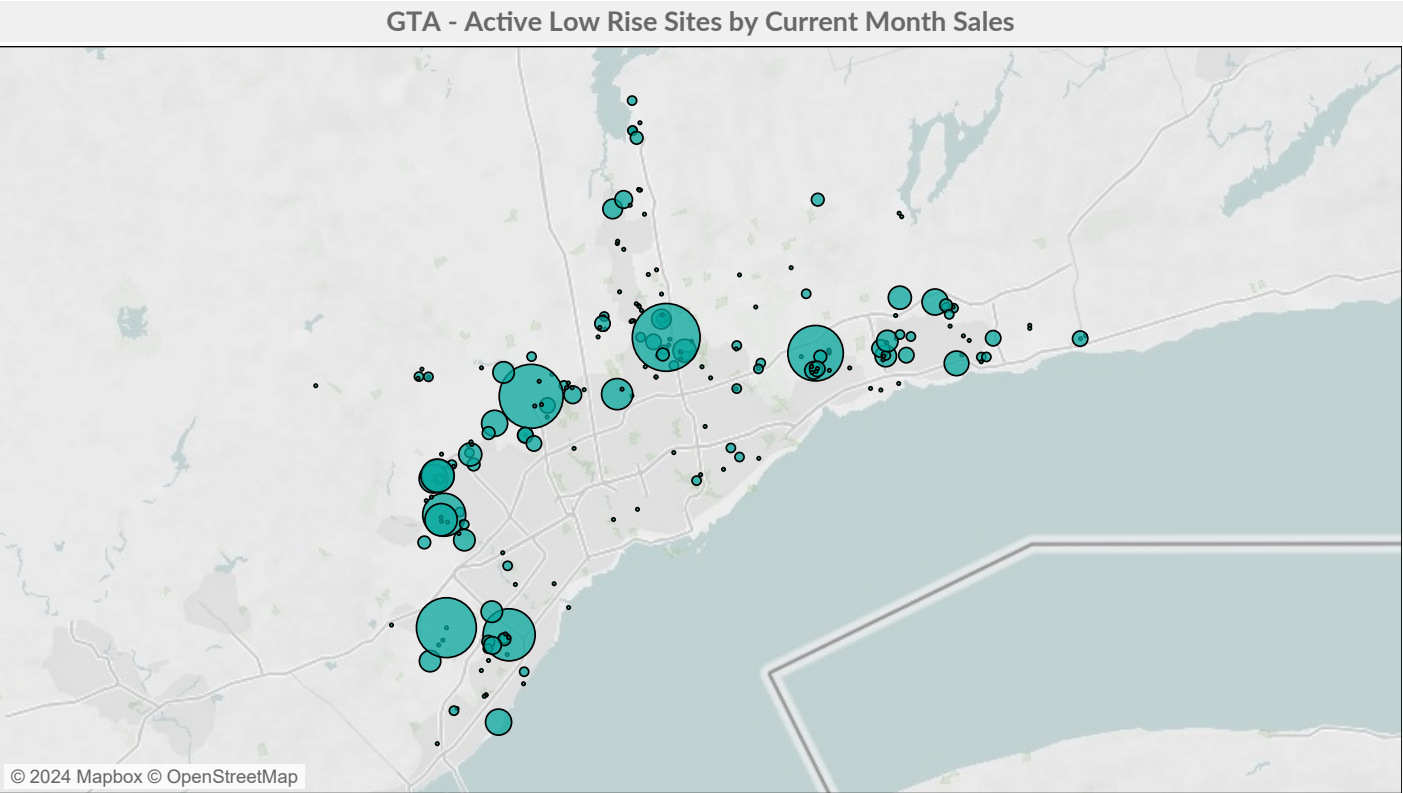
GTA - Monthly High Rise Rem. Inv. by Construction Status



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Current Sites

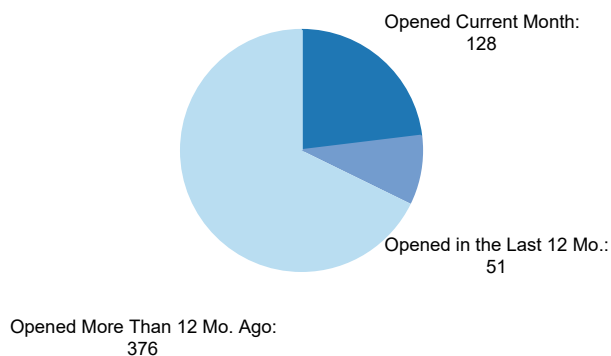


Monthly Sales Breakdown

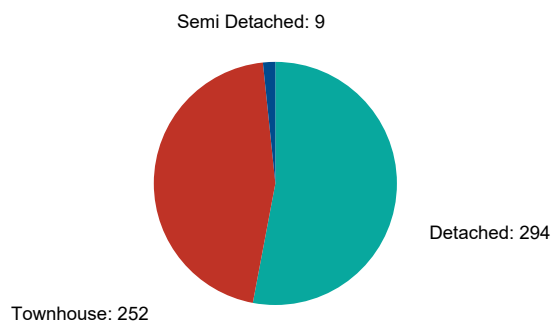


Current Month Low Rise Sales Breakdown

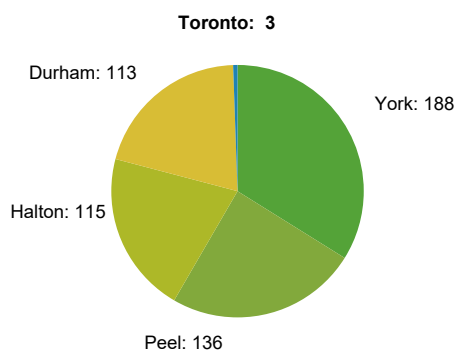
Sales by Opening Date



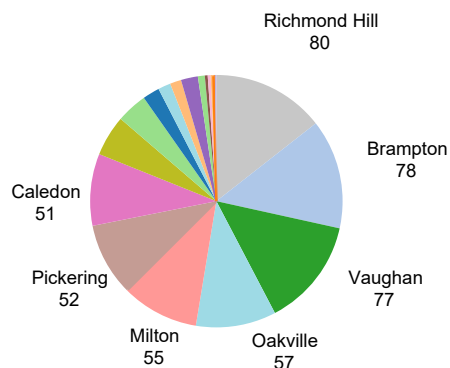
Sales by Product Type



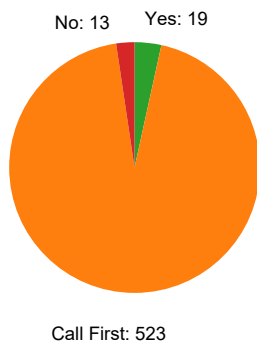
Sales by Region



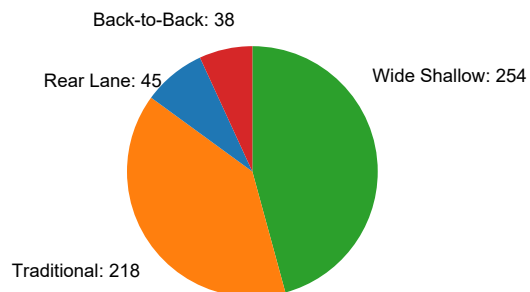
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



New Openings

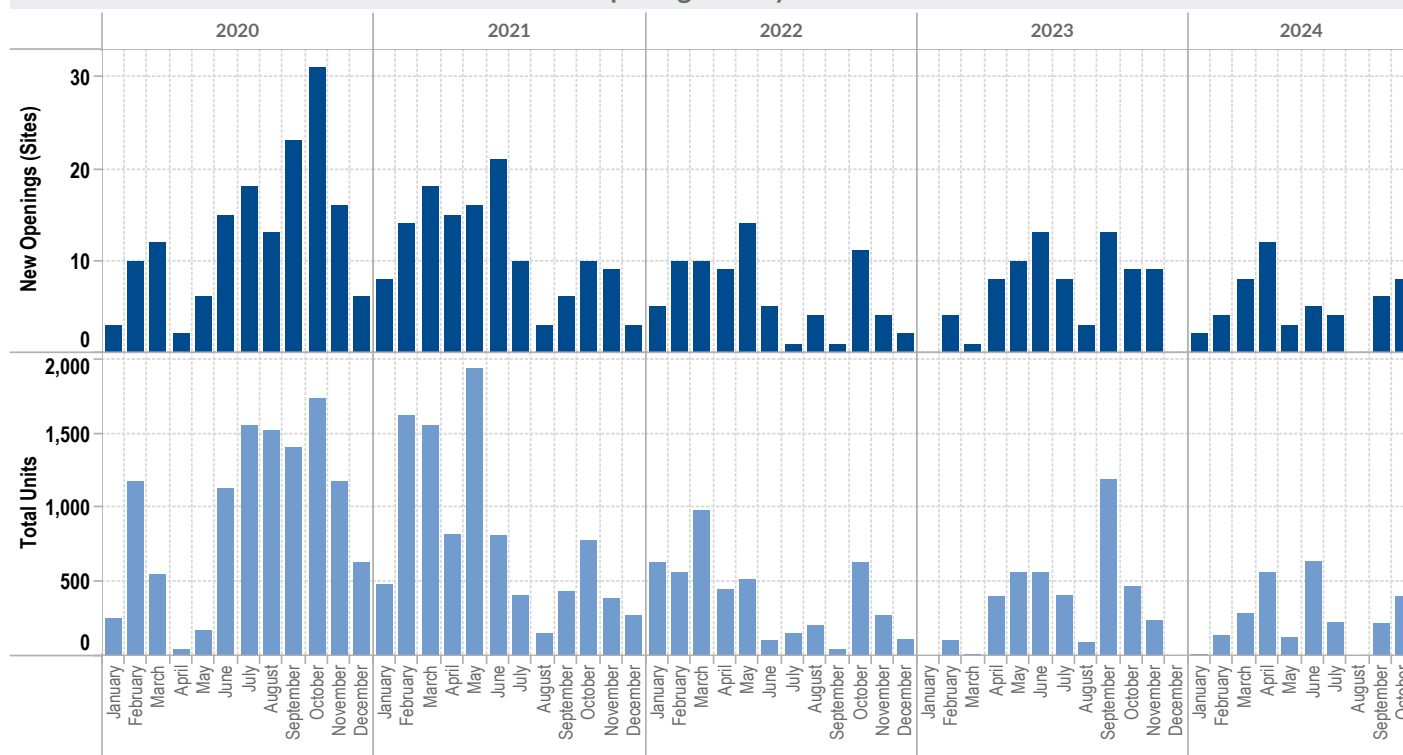


October 2024 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv.	Avg. \$/SF	No. of Units
Caledon Club - Fernbrook Homes	Freehold	Caledon	2024-10-03	4	1	\$450	5
Caledon Club - Zancor Homes	Freehold	Caledon	2024-10-03	2	2	\$450	4
Camden Crossing - Starlane Home Corporation	Freehold	Richmond Hill	2024-10-05	63	10	\$628	73
Estates of West River Valley - Royal Pine Homes	Freehold	Brampton	2024-10-05	4	2	\$559	6
Union Mount Pleasant - Mattamy Homes	Freehold Common Element	Brampton	2024-10-12	25	166	\$506	191
Park and Lake - Falconcrest Homes and Graywood Developments	Freehold	Oshawa	2024-10-21	8	23	\$502	31
South Lake - Menkes Developments	Freehold	Oakville	2024-10-21	9	17	\$756	26
Eagle's View - Fernbrook Homes	Freehold	Vaughan	2024-10-23	13	46	\$594	59
Grand Total				128	267	\$555	395

* 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	190	176	174	144	131	108	72	44	59	180			1,278	29.1%		29.1%	
Treasure Hill	2	8	13	10	15	251	143	47	13	16			518	11.8%		40.9%	
Great Gulf	51	46	31	46	32	25	17	21	16	17			302	6.9%		47.8%	
Paradise Developments	0	0	47	40	38	9	4	0	9	11			158	3.6%		51.4%	
Fieldgate Homes	19	15	12	19	10	35	5	12	9	5			141	3.2%		54.6%	
Zancor Homes	0	3	0	0	0	68	10	16	22	22			141	3.2%		57.8%	
Aspen Ridge Homes	1	5	26	42	22	7	8	4	6	16			137	3.1%		60.9%	
Minto Developments	4	0	31	32	23	4	2	7	3	2			108	2.5%		63.4%	
Starlane Home Corporation			28	3						63			94	2.1%		65.6%	
Opus Homes	2	0	0	44	26	6	5	5	2	0			90	2.1%		67.6%	
Arista Homes	1	0	0	23	1	1	1	0	2	59			88	2.0%		69.6%	
Deco Homes	2	19	8	37	8	2	0	0	1	3			80	1.8%		71.4%	
CountryWide Homes	4	11	7	7	7	8	12	6	6	11			79	1.8%		73.2%	
Caivan	0	3	1	0	0	4	3	0	47	14			72	1.6%		74.9%	
Tribute Communities	0	1	22	21	15	5	1	0	2	2			69	1.6%		76.4%	
Coscorp Inc.				43	8	0	2	0	5	0			58	1.3%		77.8%	
Fernbrook Homes	0	2	12	1	3	2	4	2	3	29			58	1.3%		79.1%	
Regal Crest Homes	10	1	0	2	2	1	14	7	10	6			53	1.2%		80.3%	
Andrin Homes	2	0	6	1	0	1	2	3	16	11			42	1.0%		81.2%	
Heathwood Homes	17	7	8	0	2	0	2	2	1	0			39	0.9%		82.1%	
Rosehaven Homes	0	0	32	4	0	0	0	0	0	1			37	0.8%		83.0%	
Menkes									26	9			35	0.8%		83.8%	
	343	403	570	598	420	610	373	236	344	555			4,452				

Top Builders - Last 12 Months



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

Builder	2023		2024										Total	Market Share		Cum. Mkt. Share	
	November	December	January	February	March	April	May	June	July	August	September	October		%		%	
Mattamy Homes	169	36	190	176	174	144	131	108	72	44	59	180	1,483	30.2%		30.2%	
Treasure Hill	31	6	2	8	13	10	15	251	143	47	13	16	555	11.3%		41.5%	
Great Gulf	56	30	51	46	31	46	32	25	17	21	16	17	388	7.9%		49.4%	
Paradise Developments	0	0	0	0	47	40	38	9	4	0	9	11	158	3.2%		52.6%	
Fieldgate Homes	3	8	19	15	12	19	10	35	5	12	9	5	152	3.1%		55.7%	
Aspen Ridge Homes	5	3	1	5	26	42	22	7	8	4	6	16	145	3.0%		58.6%	
Zancor Homes	4	0	0	3	0	0	0	68	10	16	22	22	145	3.0%		61.6%	
Minto Developments	1	4	4	0	31	32	23	4	2	7	3	2	113	2.3%		63.9%	
Starlane Home Corporation					28	3						63	94	1.9%		65.8%	
CountryWide Homes	10	4	4	11	7	7	7	8	12	6	6	11	93	1.9%		67.7%	
Opus Homes	0	0	2	0	0	44	26	6	5	5	2	0	90	1.8%		69.5%	
Arista Homes	0	0	1	0	0	23	1	1	1	0	2	59	88	1.8%		71.3%	
Deco Homes	0	0	2	19	8	37	8	2	0	0	1	3	80	1.6%		72.9%	
Caivan	1	4	0	3	1	0	0	4	3	0	47	14	77	1.6%		74.5%	
Tribute Communities	0	0	0	1	22	21	15	5	1	0	2	2	69	1.4%		75.9%	
Fernbrook Homes	1	1	0	2	12	1	3	2	4	2	3	29	60	1.2%		77.1%	
Regal Crest Homes	1	5	10	1	0	2	2	1	14	7	10	6	59	1.2%		78.3%	
Coscorp Inc.						43	8	0	2	0	5	0	58	1.2%		79.5%	
Andrin Homes	1	0	2	0	6	1	0	1	2	3	16	11	43	0.9%		80.4%	
Heathwood Homes	0	2	17	7	8	0	2	0	2	2	1	0	41	0.8%		81.2%	
National Homes	16	9	0	0	0	0	5	2	2	2	2	2	40	0.8%		82.0%	
Geranium	5	0	0	6	0	16	6	2	1	1	0	1	38	0.8%		82.8%	
	388	161	343	403	570	598	420	610	373	236	344	555	5,001				

Top Sites



GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2024 October
Camden Crossing - Starlane Home Corporation	Richmond Hill	Detached	42	63
			Total	63
New Kleinburg - Arista Homes	Vaughan	Townhouse	20	56
			Total	56
Hawthorne East Village - Mattamy Homes	Milton	Detached	30	18
			34	3
			36	9
			43	0
	Townhouse		23	19
			Total	49
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30	8
			36	6
			Townhouse	28
			Total	42
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34	4
			38	7
			45	3
	Townhouse		21	10
			23	13
			Total	37
Union Mount Pleasant - Mattamy Homes	Brampton	Townhouse	18	12
			21	13
			Total	25
Caledon Club - Fernbrook Homes	Caledon	Detached	30	5
			38	6
			45	4
			Total	15
Arbor West - Caivan	Brampton	Detached	31	0
			42	2
	Townhouse		18	5
			19	7
			Total	14
Caledon Club - Zancor Homes	Caledon	Detached	30	7
			38	5
			45	2
			Total	14
Eagle's View - Fernbrook Homes	Vaughan	Townhouse	20	13
			Total	13
Ellis Lane - Mattamy Homes	Caledon	Detached	30	1
			36	5
	Townhouse		20	5
			Total	11

Yr. Over Yr. Sales Comparison



Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	October 2023					October 2024				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	1		0	0	1	0		0	0	0
	Brock										
	Clarington	1			0	1	6		1	1	8
	Oshawa	0		0	20	20	16		0	6	22
	Pickering	40		1	2	43	18		4	30	52
	Scugog	1	1		0	2	0	0		0	0
	Uxbridge	0			0	0	0			2	2
	Whitby	11		0	11	22	16		4	9	29
	Total	54	1	1	33	89	56	0	9	48	113
Halton	Burlington	2		0	0	2	1		0	0	1
	Halton Hills						0			2	2
	Milton	61		8	22	91	36			19	55
	Oakville	13			61	74	25			32	57
	Total	76		8	83	167	62		0	53	115
Peel	Brampton	16		0	33	49	32		0	46	78
	Caledon	28			5	33	46		0	5	51
	Mississauga				9	9				7	7
	Total	44		0	47	91	78		0	58	136
Toronto	East York										
	Etobicoke										
	North York				0	0				1	1
	Old Toronto			0		0			0		0
	Scarborough	1			1	2	0			2	2
	York									0	0
	Total	1		0	1	2	0		0	3	3
York	Aurora	0			0	0	0			0	0
	East Gwillimbury	0		0	0	0	9		0	0	9
	Georgina	3				3	5				5
	King	1				1	5			0	5
	Markham	5			19	24	7		0	5	12
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	35	0	0	120	155	71	0	0	9	80
	Vaughan	17			8	25	1			76	77
	Whitchurch-Stouffville	0				0	0				0
	Total	61	0	0	147	208	98	0	0	90	188
Grand Total		236	1	9	311	557	294	0	9	252	555

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	19	0		6	1	26	
	Brock						0				0	0	
	Clarington	62		16	31	109	79	0		10	63	152	
	Oshawa	54		2	88	144	114	0		5	133	252	
	Pickering	237		21	228	486	56	0	0	13	20	89	
	Scugog	11	4		0	15	10	6		0	0	16	
	Uxbridge	0			9	9	20	0		0	17	37	
	Whitby	270		32	121	423	127	0		37	128	292	
	Total	646	4	77	479	1,206	425	6	0	71	362	864	
Halton	Burlington	5		9	7	21	23	0		4	15	42	
	Halton Hills	8			11	19	11	0		0	13	24	
	Milton	488		62	223	773	401	0		0	58	459	
	Oakville	163		16	423	602	93			0	294	387	
	Total	664		87	664	1,415	528	0		4	380	912	
Peel	Brampton	318		15	189	522	218	0		9	407	634	
	Caledon	186		8	163	357	313	0		4	60	377	
	Mississauga				68	68	0	0		0	75	75	
	Total	504		23	420	947	531	0		13	542	1,086	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York				49	49	0	0		0	24	24	
	Old Toronto			0		0	0	0		12	0	12	
	Scarborough	4			32	36	8	0		0	25	33	
	York				9	9	0			0	18	18	
	Total	4		0	90	94	8	0		12	67	87	
York	Aurora	20			14	34	43	0	0	0	30	73	
	East Gwillimbury	35		1	6	42	43			5	8	56	
	Georgina	35				35	96	0		0	0	96	
	King	20			7	27	77	0		0	53	130	
	Markham	140		0	209	349	226	0		0	330	556	
	Newmarket		2	1	0	3	0	0		2	20	22	
	Richmond Hill	123	3	0	491	617	191	2		6	164	363	
	Vaughan	51			177	228	106	0		0	234	340	
	Whitchurch-Stouffville	4				4	32			0	0	32	
	Total	428	5	2	904	1,339	814	2	0	13	839	1,668	
Grand Total		2,246	9	189	2,557	5,001	2,306	8	0	113	2,190	4,617	



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