



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Report
November 2024

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-24		Nov-23		Change	
High Rise	249		1,301		-80.9%	
Low Rise	510		387		31.8%	
Total	759		1,688		-55.0%	
Year to Date Sales	Jan.-Nov. 2024		Jan.-Nov. 2023		Y/Y Change	
High Rise	4,484		12,571		-64.3%	
Low Rise	4,948		5,616		-11.9%	
Total	9,432		18,187		-48.1%	
Year to Date Supply	Jan.-Nov. 2024		Jan.-Nov. 2023		Y/Y Change	
High Rise	6,378		20,215		-68.4%	
Low Rise	6,595		7,255		-9.1%	
Total	12,973		27,470		-52.8%	
Year to Date Completions	Jan.-Nov. 2024		Jan.-Nov. 2023		Y/Y Change	
High Rise	23,720		21,438		10.6%	
Remaining Inventory	Nov-24	Oct-24	Nov-23	M/M Change	Y/Y Change	
High Rise	17,168	17,341	16,913	-1.0%	1.5%	
Low Rise	4,803	4,765	3,311	0.8%	45.1%	
Total	21,971	22,106	20,224	-0.6%	8.6%	
Benchmark Price	Nov-24	Oct-24	Nov-23	M/M Change	Y/Y Change	
High Rise	\$1,017,664	\$1,006,256	\$1,040,295	1.1%	-2.2%	
Low Rise	\$1,557,486	\$1,549,416	\$1,594,036	0.5%	-2.3%	
Projects	New Openings	All Active	Under Const.	Pre-Const.		
High Rise Projects	1	335	265	107		
High Rise Units	114	86,904	78,518	28,487		
% Sold*	17%	80%	87%	50%		
Low Rise Projects	4	238				
Low Rise Units	218	28,809				
% Sold*	37%	83%				

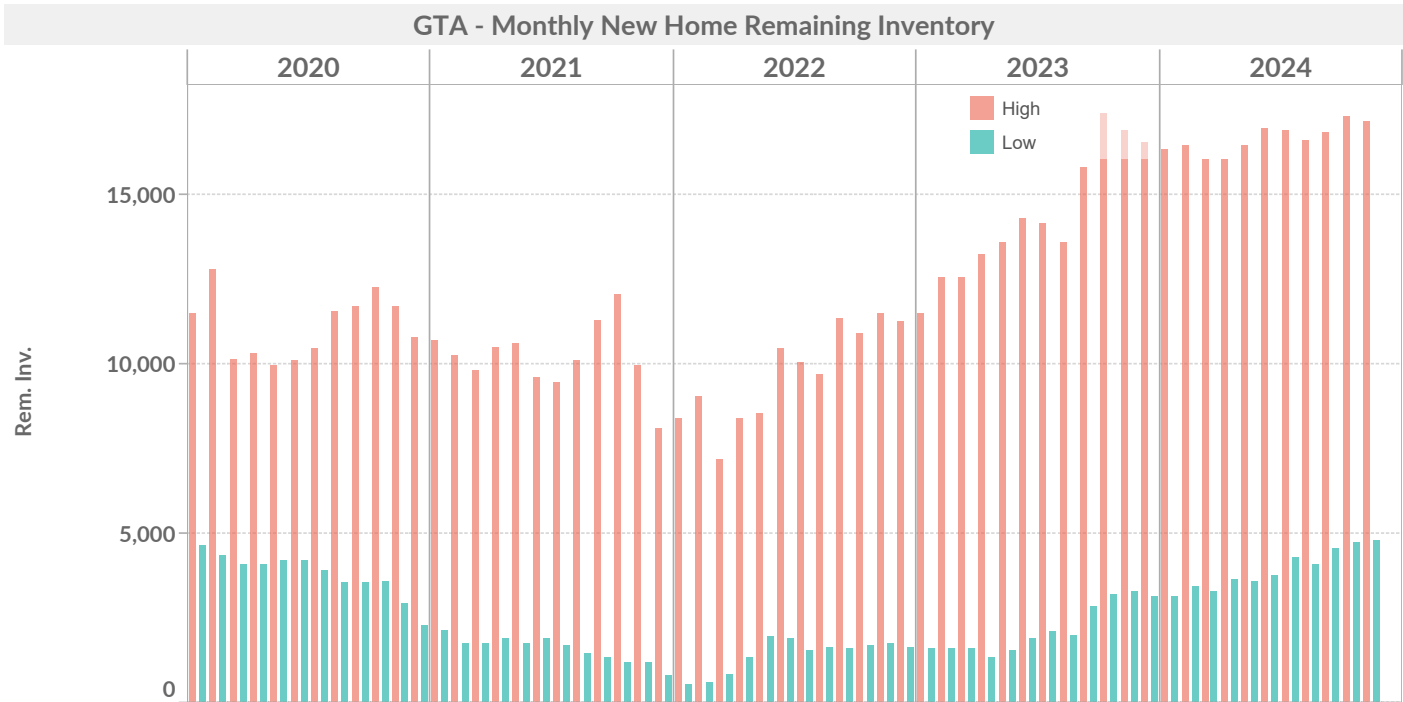
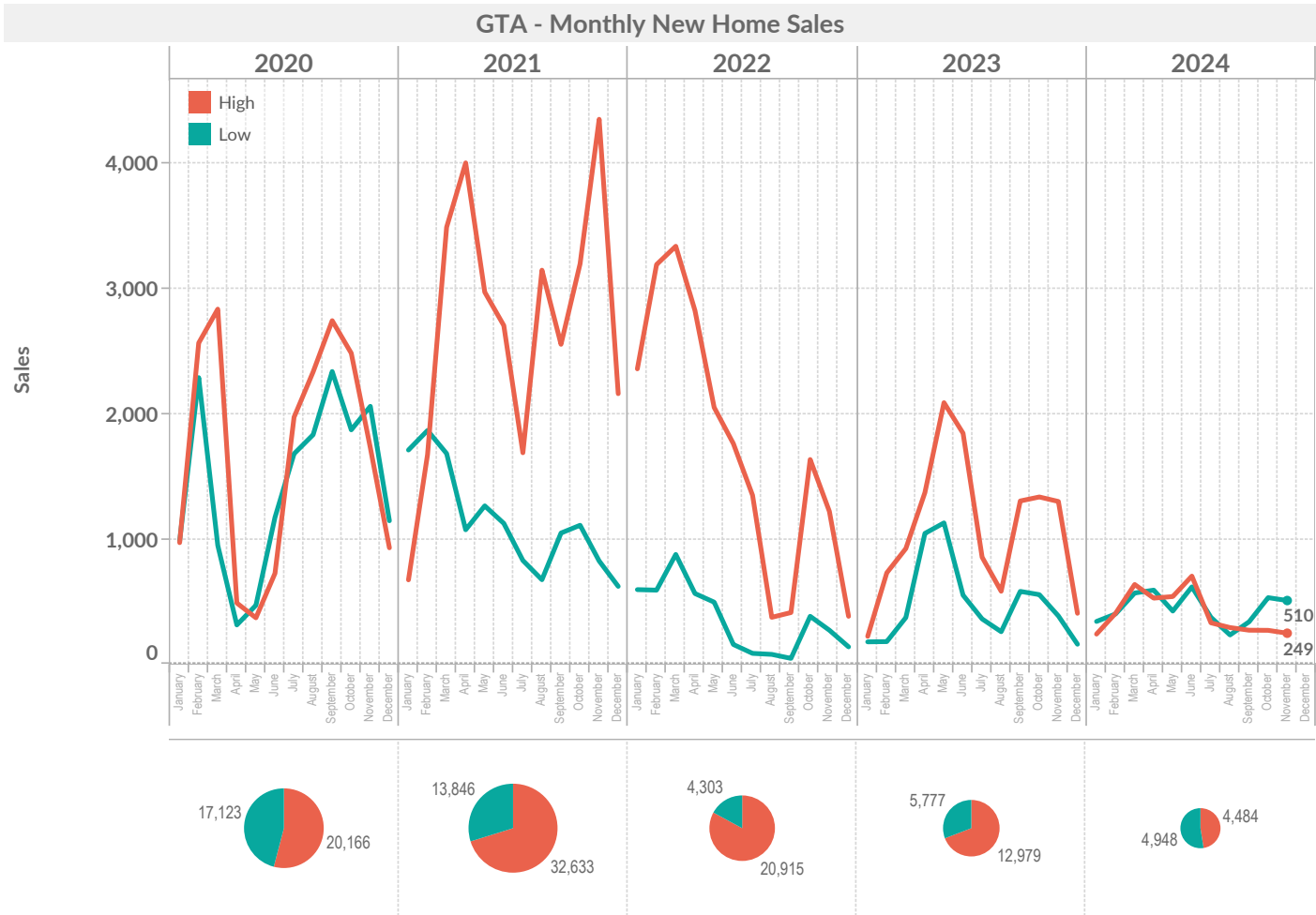
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

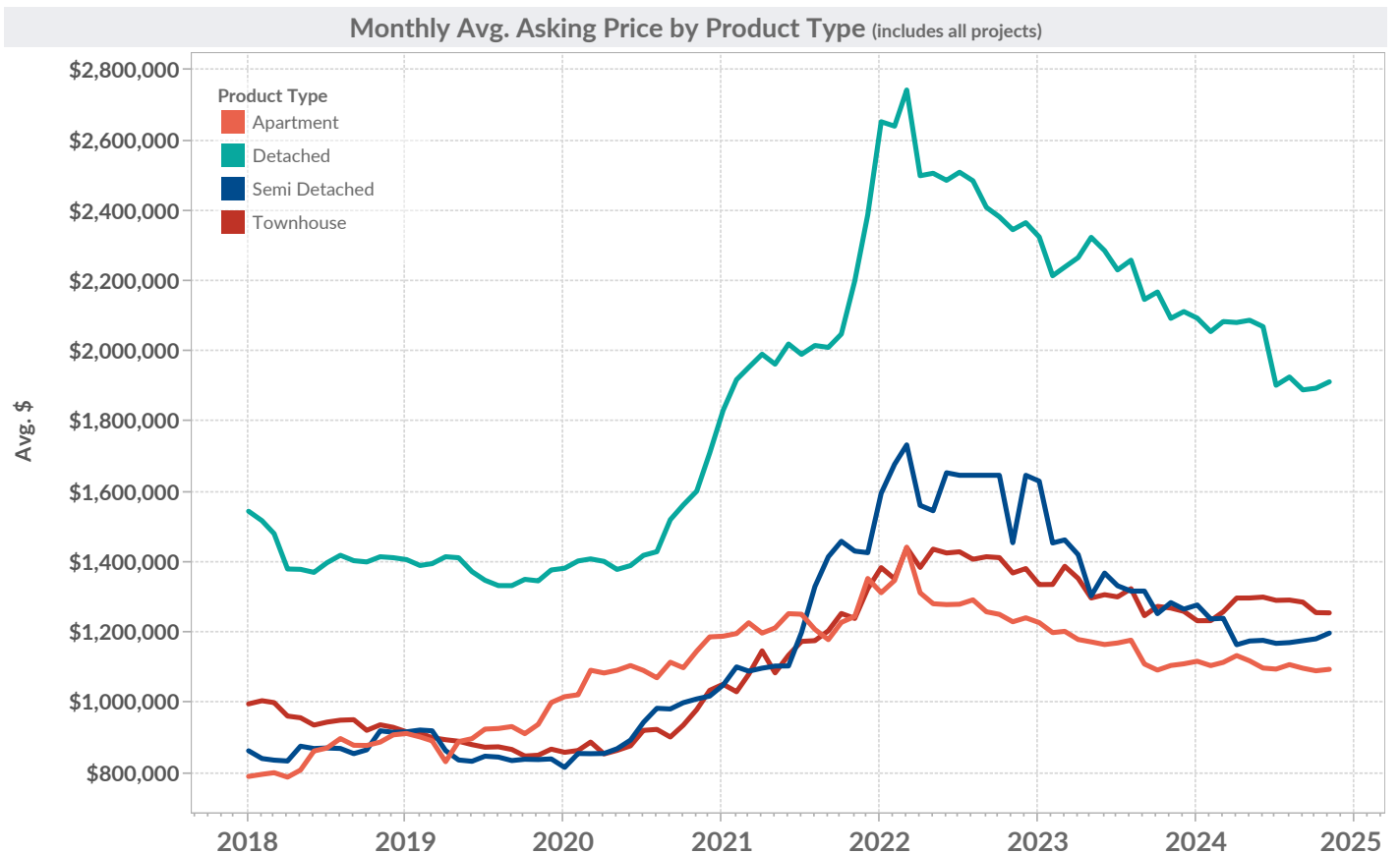
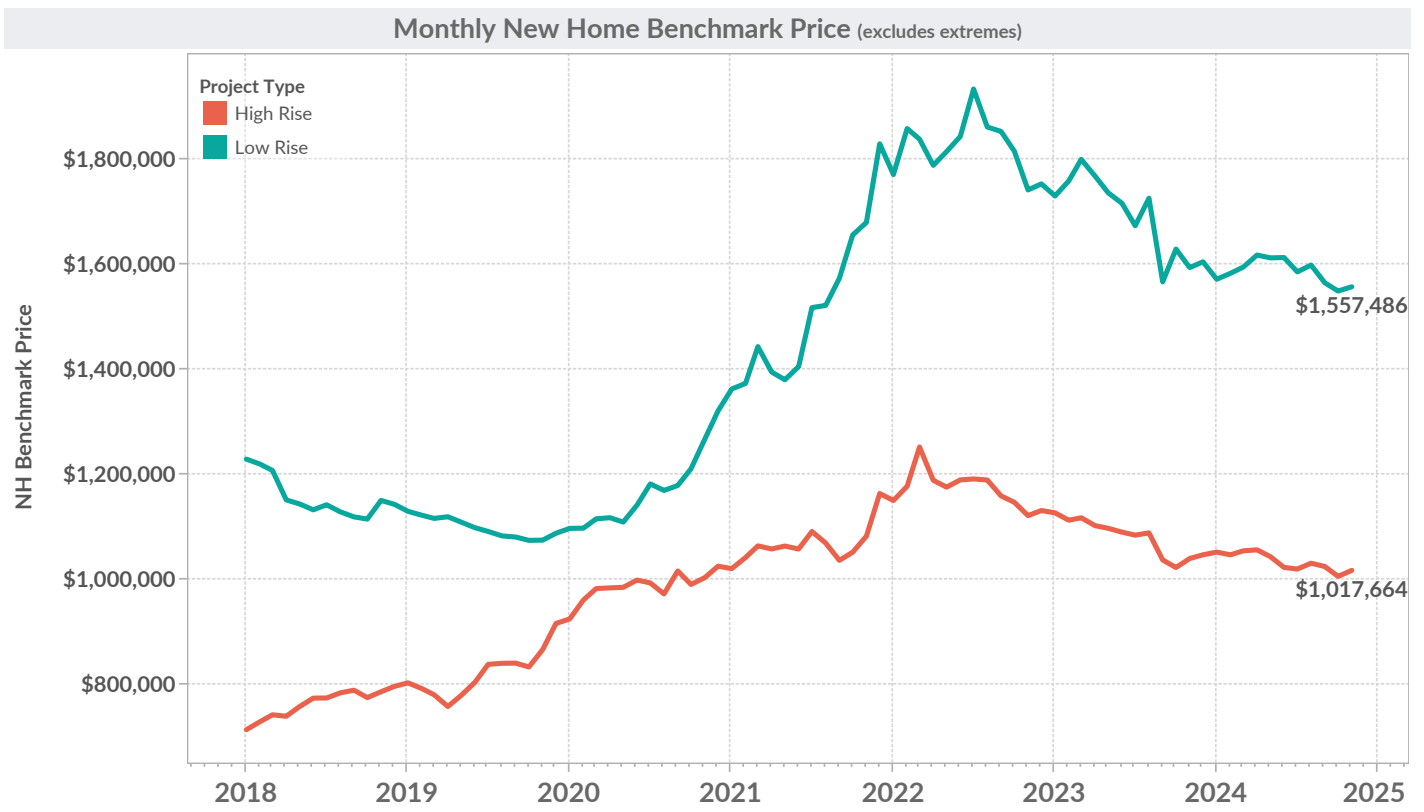
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

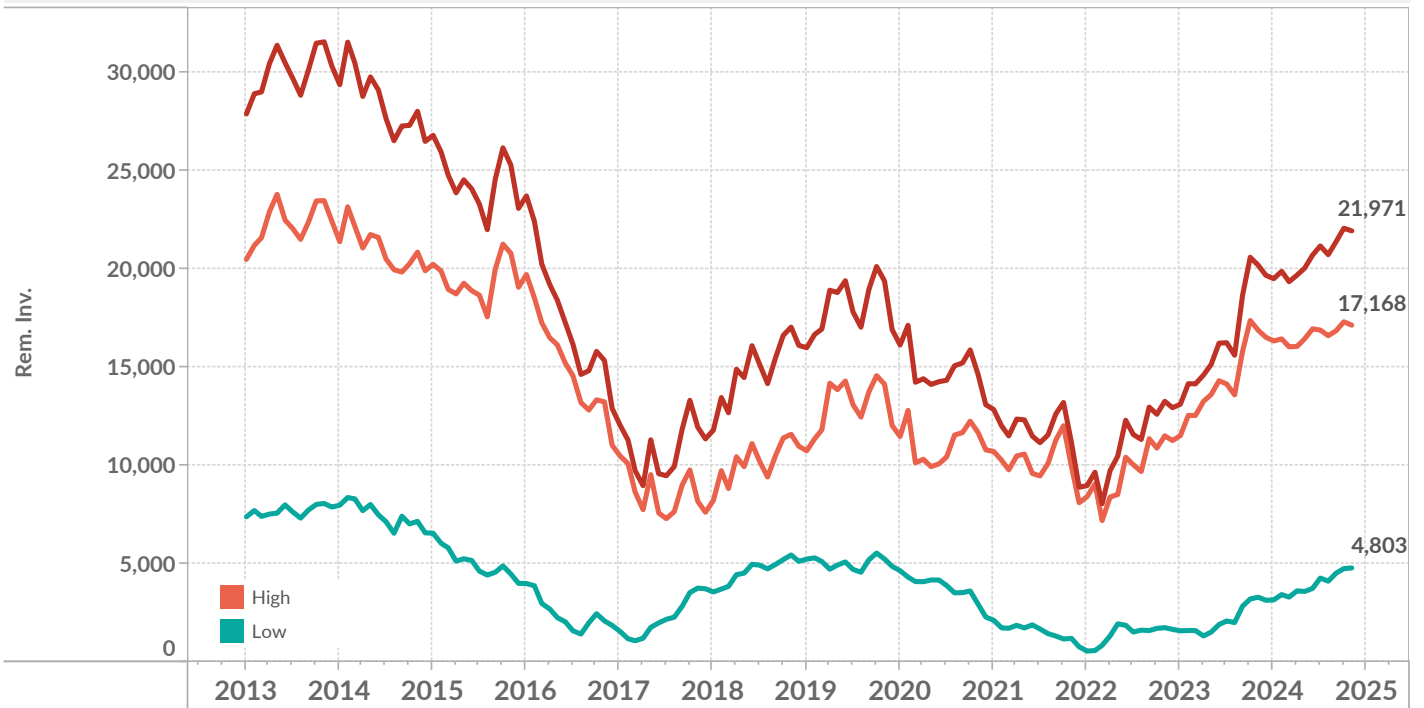


Pricing

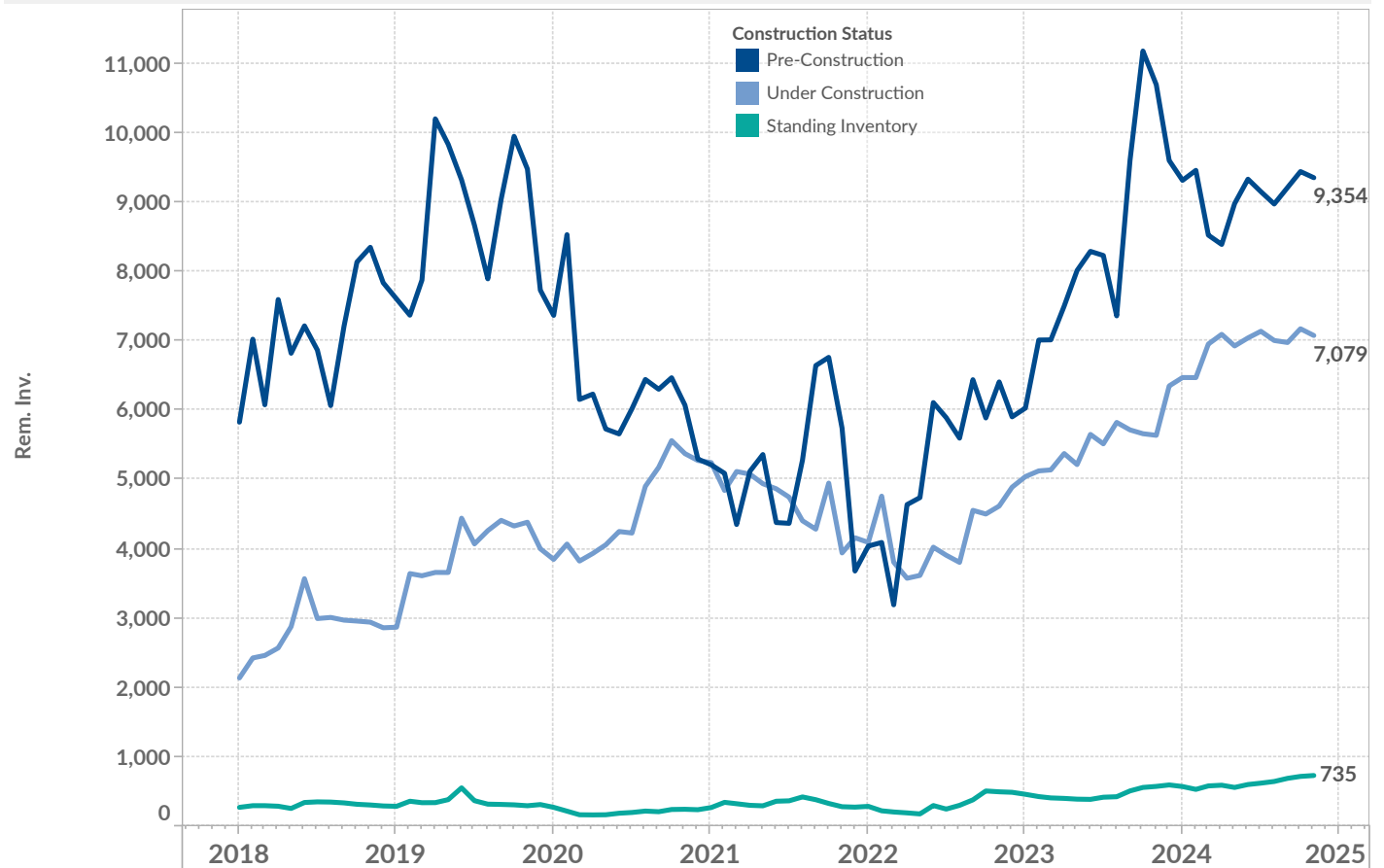


Remaining Inventory

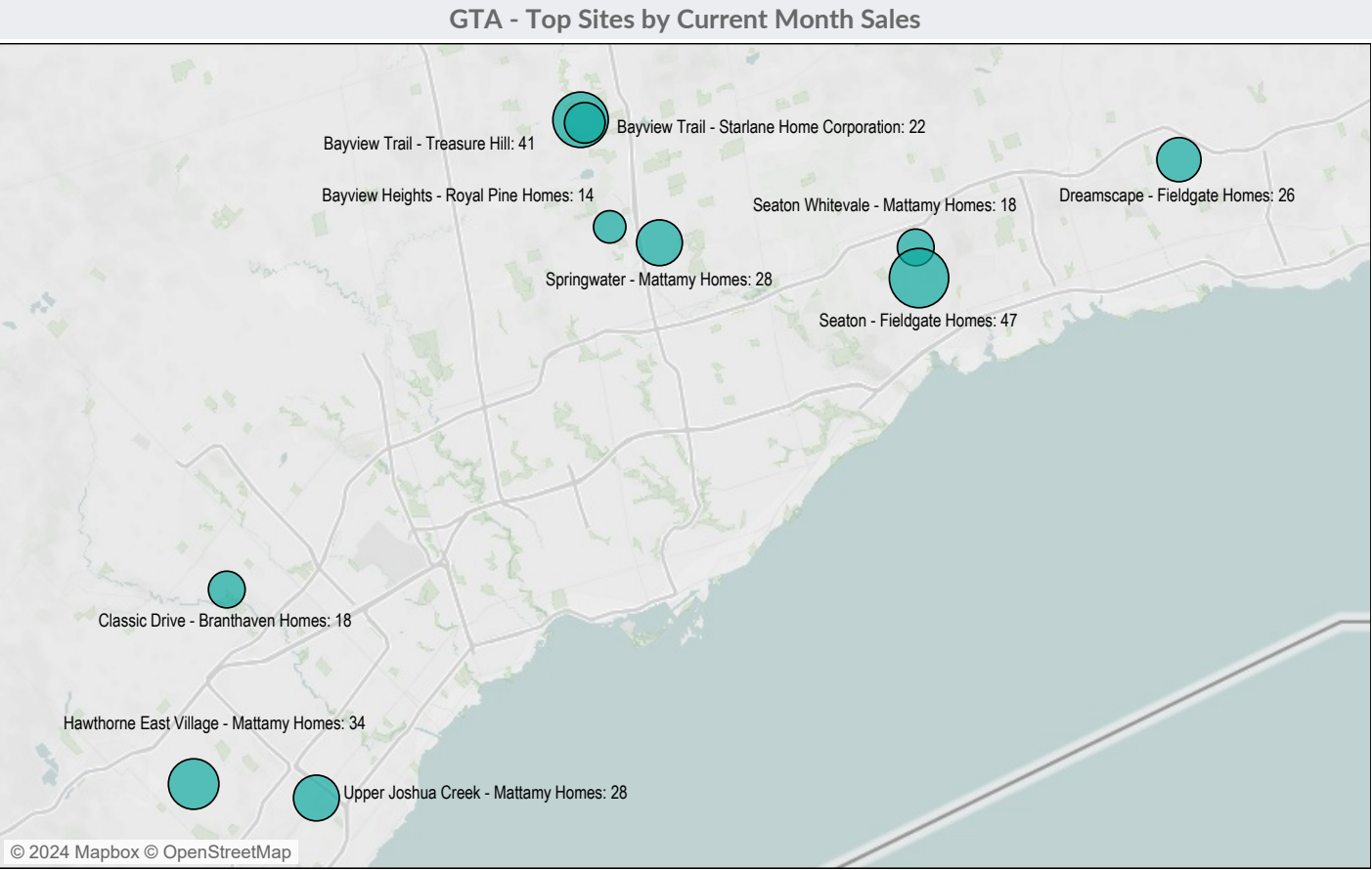
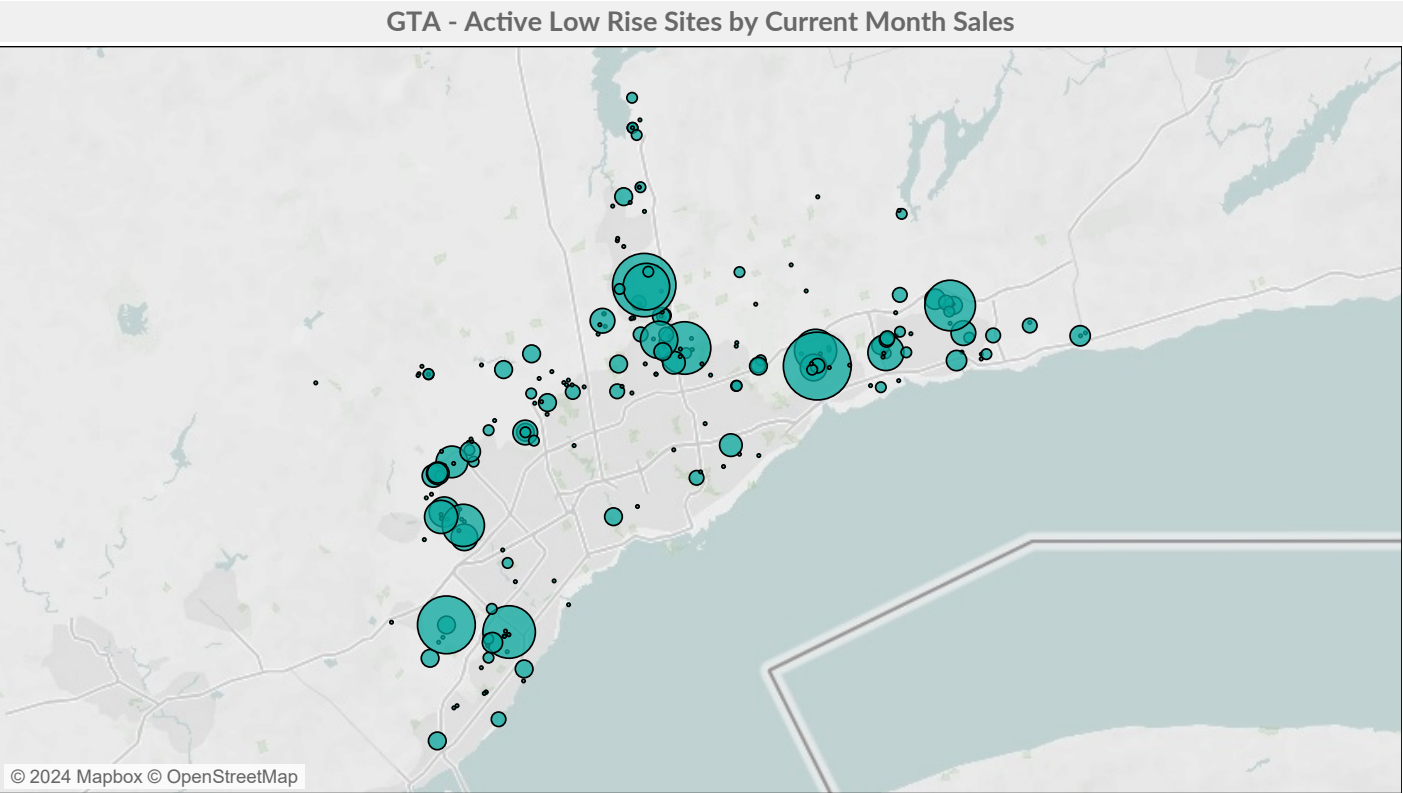
GTA - Monthly New Home Remaining Inventory



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



Current Sites

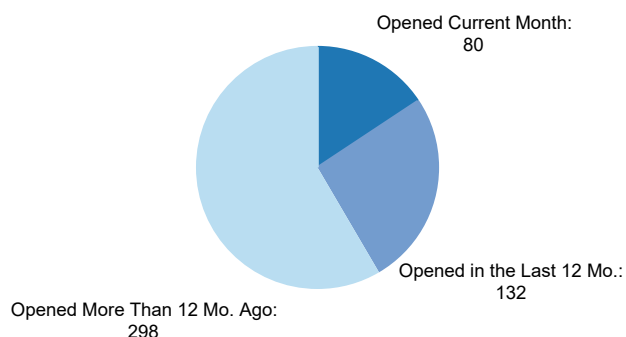


Monthly Sales Breakdown

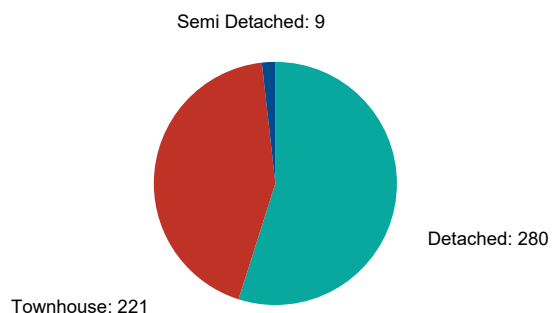


Current Month Low Rise Sales Breakdown

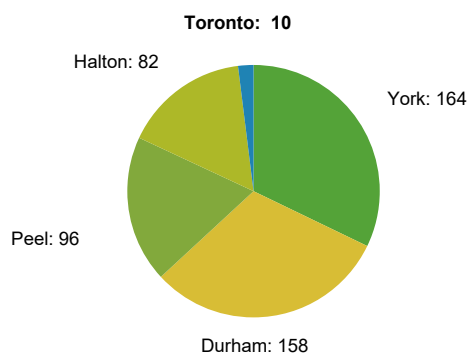
Sales by Opening Date



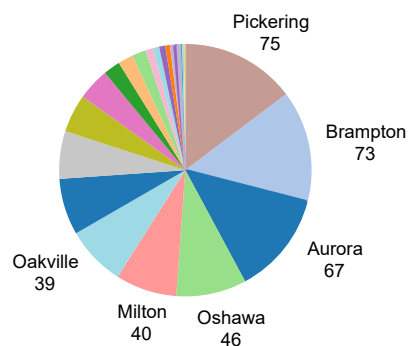
Sales by Product Type



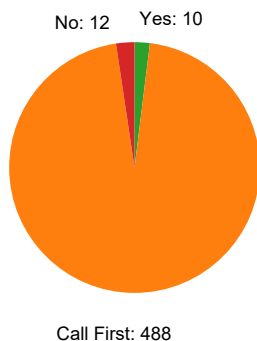
Sales by Region



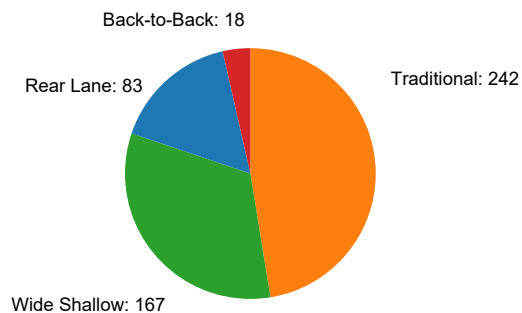
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



New Openings

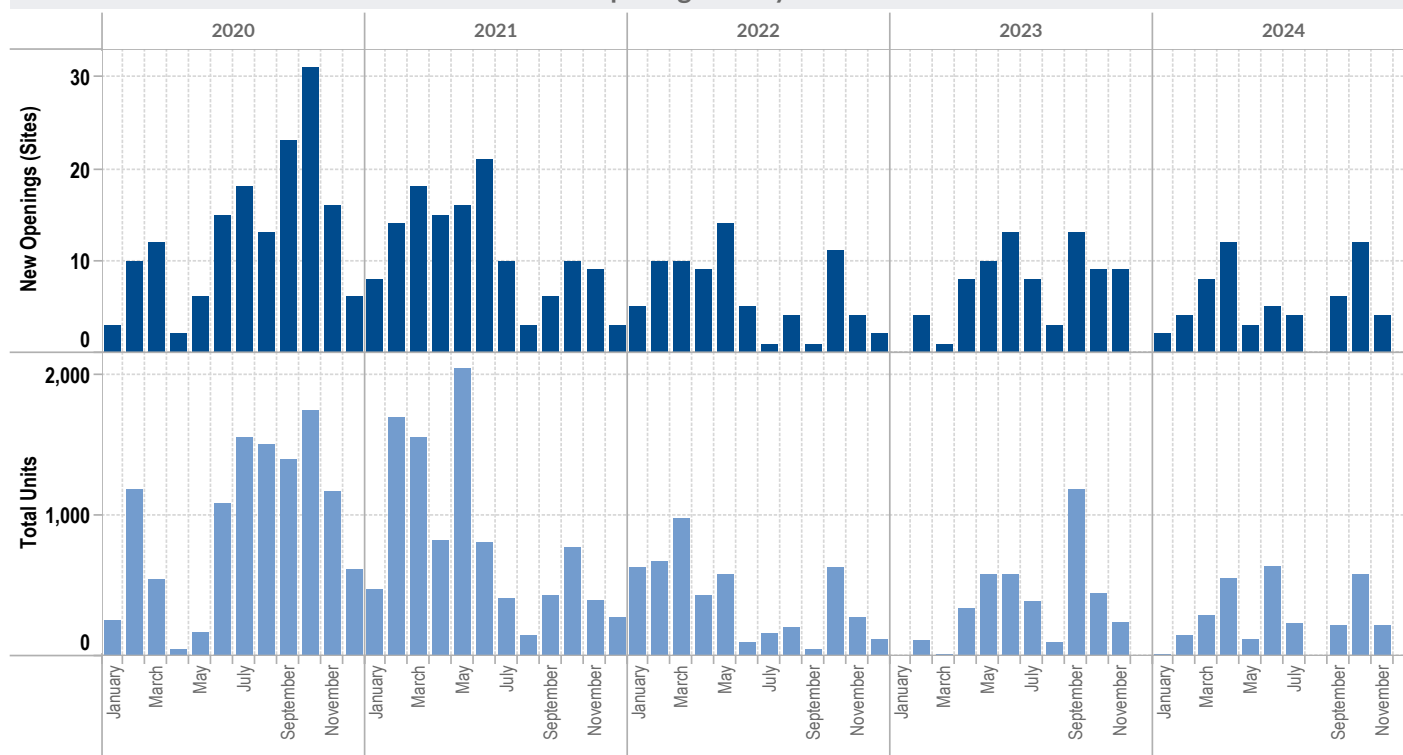


November 2024 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv.	Avg. \$/SF	No. of Units
Bayview Trail - Starlane Home Corporation	Freehold	Aurora	2024-11-09	22	50	\$600	72
Bayview Trail - Treasure Hill	Freehold	Aurora	2024-11-09	41	25	\$723	66
Mapleside Meadows - Uniq Communities	Freehold	Vaughan	2024-11-28	3	31	\$699	34
Bayview Heights - Royal Pine Homes	Freehold	Richmond Hill	2024-11-30	14	32	\$727	46
Grand Total				80	138	\$673	218

* 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	61	187	128		1,415	28.6%		28.6%	
Treasure Hill	2	8	13	10	15	251	143	47	13	22	59		583	11.8%		40.4%	
Great Gulf	51	46	31	46	32	25	17	21	16	17	13		315	6.4%		46.7%	
Fieldgate Homes	19	15	12	19	9	35	5	12	9	24	87		246	5.0%		51.7%	
Paradise Developments	0	0	47	40	38	9	4	0	9	11	15		173	3.5%		55.2%	
Aspen Ridge Homes	1	5	26	42	22	7	8	4	6	16	12		149	3.0%		58.2%	
Zancor Homes	0	3	0	0	0	68	10	16	22	22	7		148	3.0%		61.2%	
Starlane Home Corporation			28	3						63	24		118	2.4%		63.6%	
Minto Developments	4	0	31	32	23	4	2	7	3	2	2		110	2.2%		65.8%	
Opus Homes	2	0	0	44	26	6	5	5	2	0	3		93	1.9%		67.7%	
Arista Homes	9	7	31	20	4	9	0	1	5	4	2		92	1.9%		69.6%	
CountryWide Homes	4	11	7	7	7	8	12	6	6	11	7		86	1.7%		71.3%	
Deco Homes	2	19	8	37	8	2	0	0	1	3	6		86	1.7%		73.0%	
Caivan	0	3	1	0	0	4	3	0	47	14	11		83	1.7%		74.7%	
Tribute Communities	0	1	22	21	15	5	1	0	2	2	4		73	1.5%		76.2%	
Fernbrook Homes	0	2	12	1	3	2	4	2	3	29	9		67	1.4%		77.5%	
Coscorp Inc.				43	8	0	2	0	5	0	3		61	1.2%		78.8%	
Regal Crest Homes	10	1	0	2	2	1	14	7	10	6	8		61	1.2%		80.0%	
Sunny Communities	1	0	0	8	8	11	8	3	2	2	3		46	0.9%		80.9%	
Andrin Homes	2	0	6	1	0	1	2	3	16	11	2		44	0.9%		81.8%	
Heathwood Homes	17	7	8	0	2	0	2	2	1	0	2		41	0.8%		82.7%	
Menkes									26	9	4		39	0.8%		83.4%	
	343	403	570	593	426	619	376	235	340	533	510		4,948				

Top Builders - Last 12 Months



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

Builder	2023	2024											Total	Market Share		Cum. Mkt. Share	
	December	January	February	March	April	May	June	July	August	September	October	November		%		%	
Mattamy Homes	36	190	176	174	144	131	108	72	44	61	187	128	1,451		28.4%		28.4%
Treasure Hill	6	2	8	13	10	15	251	143	47	13	22	59	589		11.5%		39.9%
Great Gulf	30	51	46	31	46	32	25	17	21	16	17	13	345		6.8%		46.7%
Fieldgate Homes	8	19	15	12	19	9	35	5	12	9	24	87	254		5.0%		51.7%
Paradise Developments	0	0	0	47	40	38	9	4	0	9	11	15	173		3.4%		55.0%
Aspen Ridge Homes	3	1	5	26	42	22	7	8	4	6	16	12	152		3.0%		58.0%
Zancor Homes	0	0	3	0	0	0	68	10	16	22	22	7	148		2.9%		60.9%
Starlane Home Corporation				28	3						63	24	118		2.3%		63.2%
Minto Developments	4	4	0	31	32	23	4	2	7	3	2	2	114		2.2%		65.5%
Arista Homes	20	9	7	31	20	4	9	0	1	5	4	2	112		2.2%		67.6%
Opus Homes	0	2	0	0	44	26	6	5	5	2	0	3	93		1.8%		69.5%
CountryWide Homes	4	4	11	7	7	7	8	12	6	6	11	7	90		1.8%		71.2%
Caivan	4	0	3	1	0	0	4	3	0	47	14	11	87		1.7%		72.9%
Deco Homes	0	2	19	8	37	8	2	0	0	1	3	6	86		1.7%		74.6%
Tribute Communities	0	0	1	22	21	15	5	1	0	2	2	4	73		1.4%		76.0%
Fernbrook Homes	1	0	2	12	1	3	2	4	2	3	29	9	68		1.3%		77.4%
Regal Crest Homes	5	10	1	0	2	2	1	14	7	10	6	8	66		1.3%		78.7%
Coscorp Inc.					43	8	0	2	0	5	0	3	61		1.2%		79.9%
Sunny Communities	0	1	0	0	8	8	11	8	3	2	2	3	46		0.9%		80.8%
Andrin Homes	0	2	0	6	1	0	1	2	3	16	11	2	44		0.9%		81.6%
Heathwood Homes	2	17	7	8	0	2	0	2	2	1	0	2	43		0.8%		82.5%
Menkes										26	9	4	39		0.8%		83.2%
	161	343	403	570	593	426	619	376	235	340	533	510	5,109				

Top Sites



GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2024 November
Seaton - Fieldgate Homes	Pickering	Detached	30	0
			36	0
		Semi Detached	25	0
		Townhouse	21	47
		Total		47
Bayview Trail - Treasure Hill	Aurora	Detached	36	29
			40	10
			60	2
		Total		41
Hawthorne East Village - Mattamy Homes	Milton	Detached	30	21
			34	0
			36	13
			43	0
		Townhouse	23	0
		Total		34
Springwater - Mattamy Homes	Markham	Detached	20	13
			30	4
			38	0
		Townhouse	20	0
			22	2
			23	9
		Total		28
Upper Joshua Creek - Mattamy Homes	Oakville	Detached	34	4
			38	12
		Townhouse	23	12
		Total		28
Dreamscape - Fieldgate Homes	Oshawa	Townhouse	20	26
		Total		26
Bayview Trail - Starlane Home Corporation	Aurora	Detached	36	9
			40	5
			45	8
		Total		22
Classic Drive - Branthaven Homes	Brampton	Detached	38	3
			42	11
			50	4
		Total		18
Seaton Whitevale - Mattamy Homes	Pickering	Detached	30	4
			36	7
		Townhouse	23	7
		Total		18
Bayview Heights - Royal Pine Homes	Richmond Hill	Townhouse	20	14
		Total		14

Yr. Over Yr. Sales Comparison



Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	November 2023					November 2024				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	2		0	0	2	0		1	0	1
	Brock										
	Clarington	1			0	1	7		0	3	10
	Oshawa	0		1	4	5	10		0	36	46
	Pickering	17		0	13	30	12		2	61	75
	Scugog	0	0		0	0	1	0		0	1
	Uxbridge	0			0	0	0			0	0
	Whitby	2		0	9	11	13		5	7	25
	Total	22	0	1	26	49	43	0	8	107	158
Halton	Burlington	0		8	0	8	0		1	2	3
	Halton Hills						0			0	0
	Milton	92		22	5	119	39			1	40
	Oakville	5			67	72	23			16	39
	Total	97		30	72	199	62		1	19	82
Peel	Brampton	2		7	6	15	42		0	31	73
	Caledon	14		4	8	26	19		0	2	21
	Mississauga				8	8				2	2
	Total	16		11	22	49	61		0	35	96
Toronto	East York										
	Etobicoke										
	North York				0	0				2	2
	Old Toronto			0		0			0		0
	Scarborough	0			0	0	0			5	5
	York									3	3
	Total	0		0	0	0	0		0	10	10
York	Aurora	1			0	1	67			0	67
	East Gwillimbury	1		0	0	1	3		0	1	4
	Georgina	1				1	4				4
	King	1			0	1	9			0	9
	Markham	10		0	20	30	18		0	19	37
	Newmarket		0	0	0	0		0	0	0	0
	Richmond Hill	7	0	0	2	9	9	0	0	22	31
	Vaughan	10			37	47	3			8	11
	Whitchurch-Stouffville	0				0	1				1
	Total	31	0	0	59	90	114	0	0	50	164
Grand Total		166	0	42	179	387	280	0	9	221	510

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	10		7	2	19	19	0		5	2	26	
	Brock						0				0	0	
	Clarington	68		16	34	118	72	0		10	60	142	
	Oshawa	67		1	138	206	145	0		5	130	280	
	Pickering	232		23	276	531	48	0	0	3	41	92	
	Scugog	12	4		0	16	9	6		0	0	15	
	Uxbridge	0			9	9	20	0		0	17	37	
	Whitby	281		36	119	436	135	0		33	133	301	
	Total	670	4	83	578	1,335	448	6	0	56	383	893	
Halton	Burlington	5		2	9	16	23	0		3	13	39	
	Halton Hills	8			11	19	11	0		0	13	24	
	Milton	435		40	219	694	468	0		0	57	525	
	Oakville	181		16	369	566	70			0	281	351	
	Total	629		58	608	1,295	572	0		3	364	939	
Peel	Brampton	363		6	207	576	187	0		11	340	538	
	Caledon	185		4	157	346	307	0		4	58	369	
	Mississauga				61	61	0	0		0	74	74	
	Total	548		10	425	983	494	0		15	472	981	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York				51	51	0	0		0	22	22	
	Old Toronto			0		0	0	0		12	0	12	
	Scarborough	4			37	41	8	0		0	20	28	
	York				17	17	0			0	10	10	
	Total	4		0	105	109	8	0		12	52	72	
York	Aurora	84			14	98	126	0	0	0	30	156	
	East Gwillimbury	37		1	7	45	40			5	7	52	
	Georgina	38				38	92	0		0	0	92	
	King	30			7	37	94	0		0	53	147	
	Markham	149		0	216	365	225	0		0	520	745	
	Newmarket		2	1	0	3	0	0		2	20	22	
	Richmond Hill	125	3	0	530	658	182	2		6	169	359	
	Vaughan	44			92	136	137	0		0	179	316	
	Whitchurch-Stouffville	7				7	29			0	0	29	
	Total	514	5	2	866	1,387	925	2	0	13	978	1,918	
Grand Total		2,365	9	153	2,582	5,109	2,447	8	0	99	2,249	4,803	



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