



Greater Golden Horseshoe Low Rise Projects

New Homes Quarterly Market Report
Data as of June 2020

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q2 2020		Q2 2019		Change
Condominium Apartment	515		1,462		-64.8%
Single Family	1,762		1,903		-7.4%
Total	2,277		3,365		-32.3%
Year to Date Sales	Jan.-Jun. 2020		Jan.-Jun. 2019		Y/Y Change
Condominium Apartment	1,180		2,125		-44.5%
Single Family	4,176		3,002		39.1%
Total	5,356		5,127		4.5%
Year to Date Supply	Jan.-Jun. 2020		Jan.-Jun. 2019		Y/Y Change
Condominium Apartment	2,228		2,793		-20.2%
Single Family	3,399		2,925		16.2%
Total	5,627		5,718		-1.6%
Year to Date Completions	Jan.-Jun. 2020		Jan.-Jun. 2019		Y/Y Change
Condominium Apartment	945		1,704		-44.5%
Remaining Inventory	Jun-20	Mar-20	Jun-19	M/M Change	Y/Y Change
Condominium Apartment	2,519	2,313	3,260	8.9%	-22.7%
Single Family	3,608	3,703	5,046	-2.6%	-28.5%
Total	6,127	6,016	8,306	1.8%	-26.2%
Average Asking Price	Jun-20	Mar-20	Jun-19	M/M Change	Y/Y Change
Condominium Apartment	\$540,226	\$548,877	\$521,189	-1.6%	3.7%
Single Family	\$718,306	\$694,208	\$667,165	3.5%	7.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	6	113	240	201	
Condominium Apartment Units	628	13,087	7,806	5,812	
% Sold*	36%	75%	90%	59%	
Single Family Projects	17	224			
Single Family Units	767	18,852			
% Sold*	31%	81%			

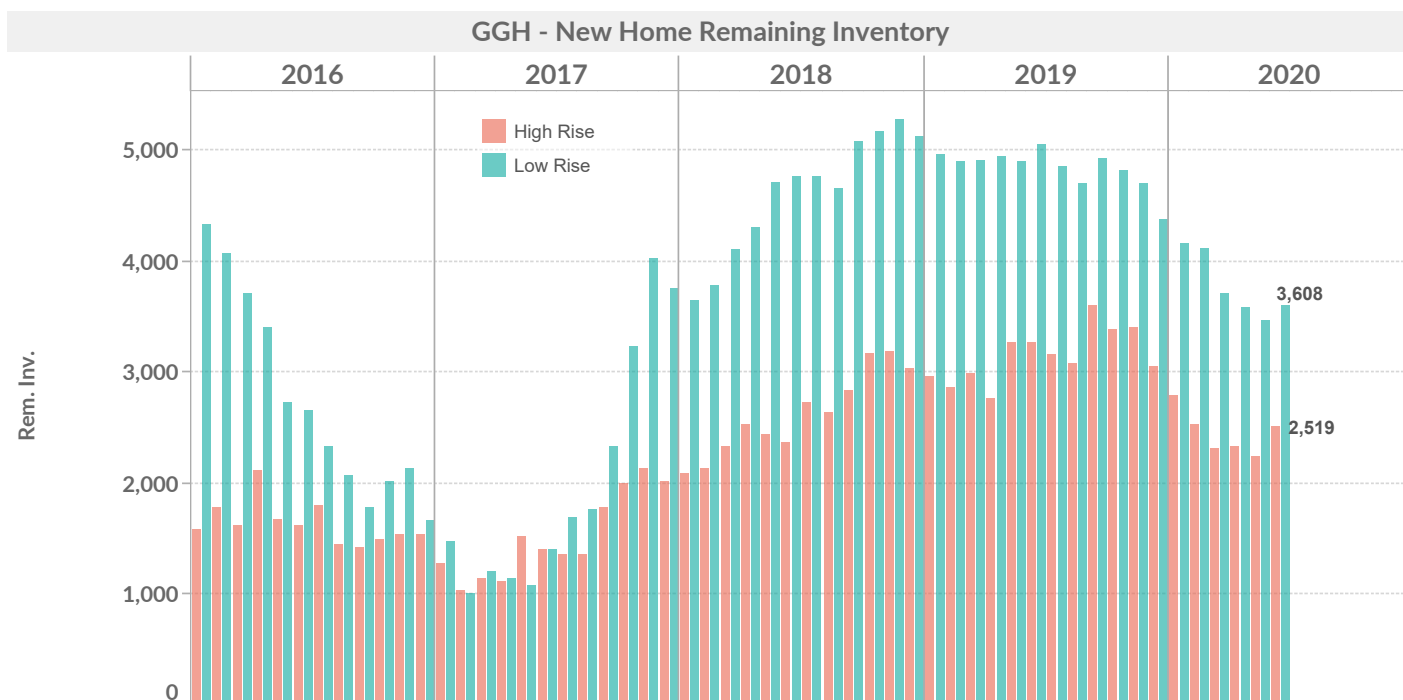
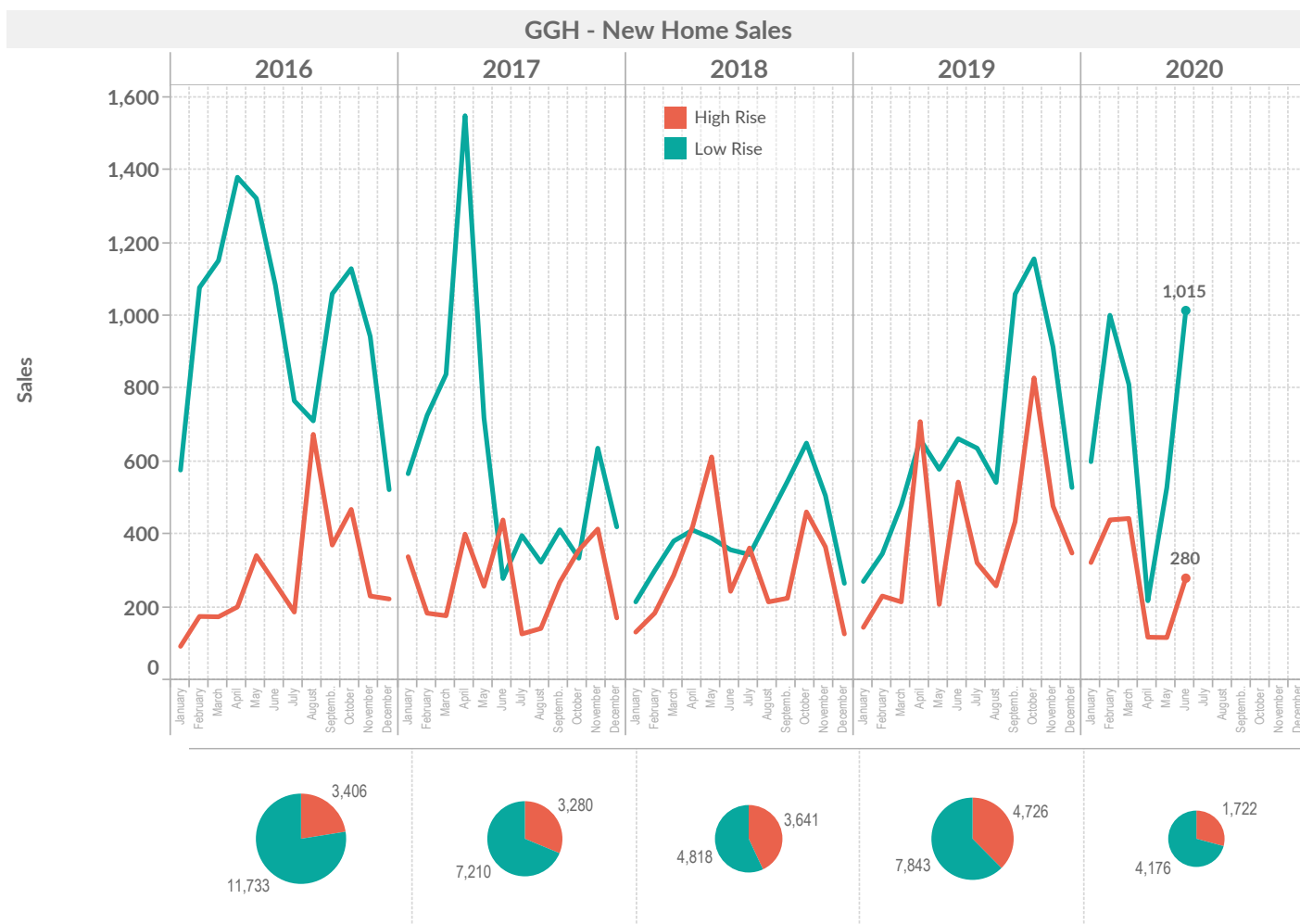
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

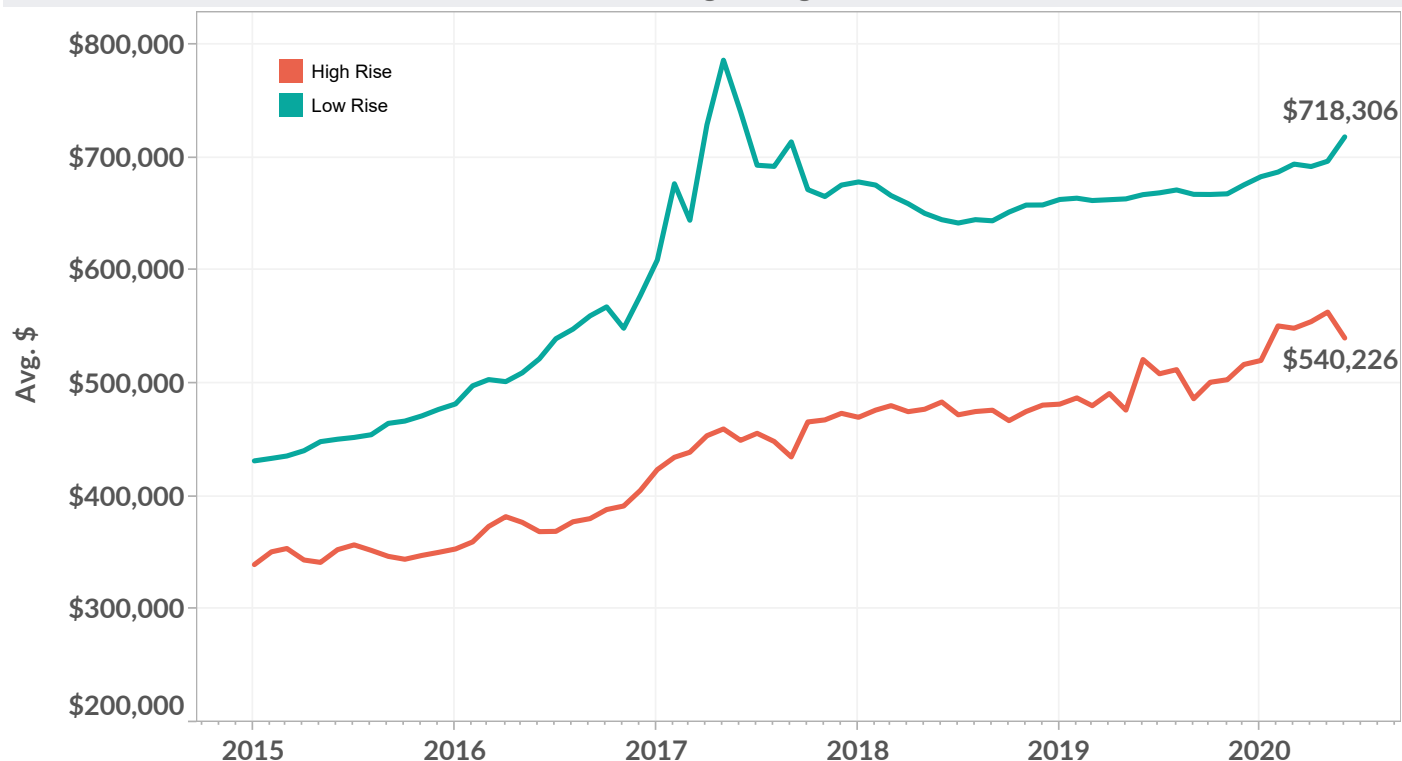
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

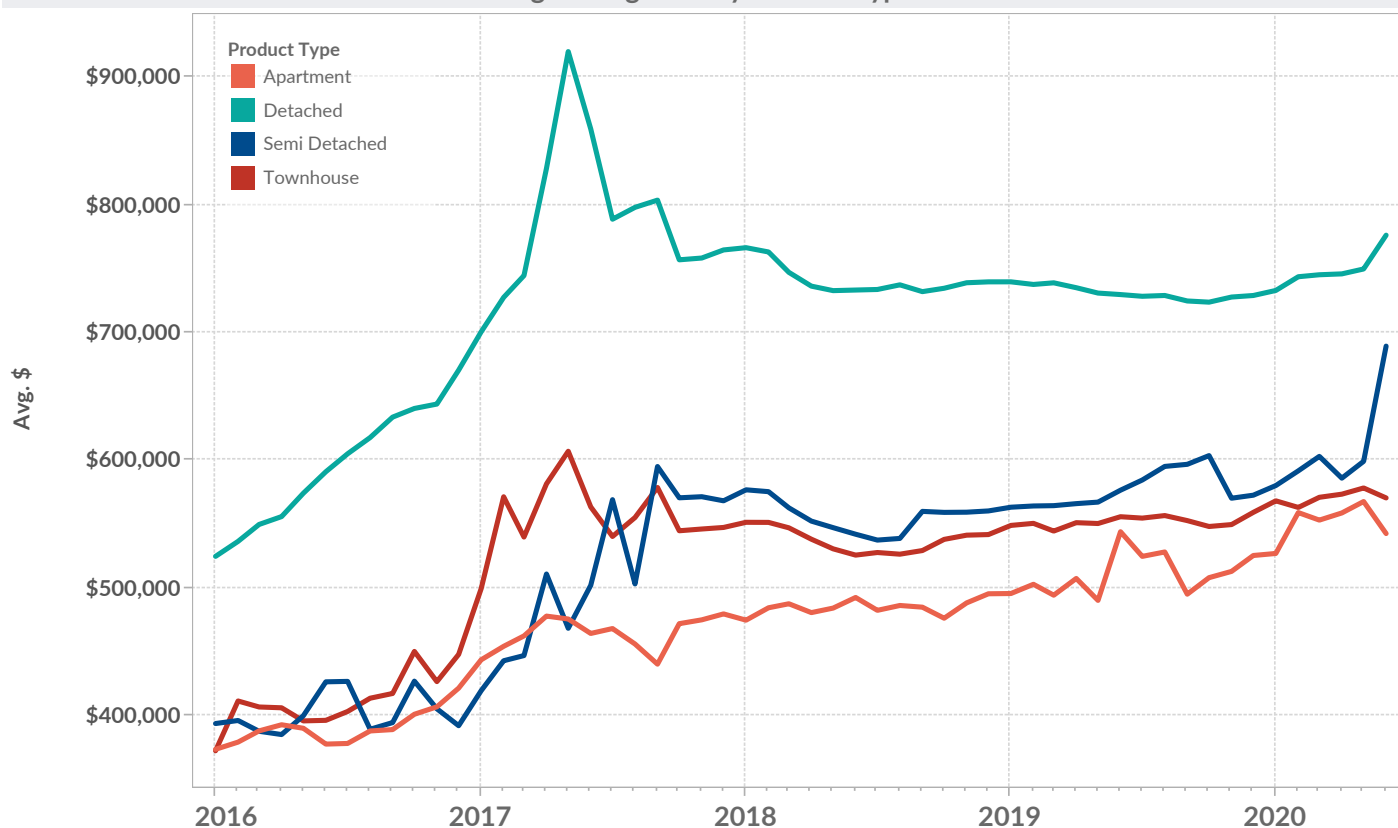


Pricing

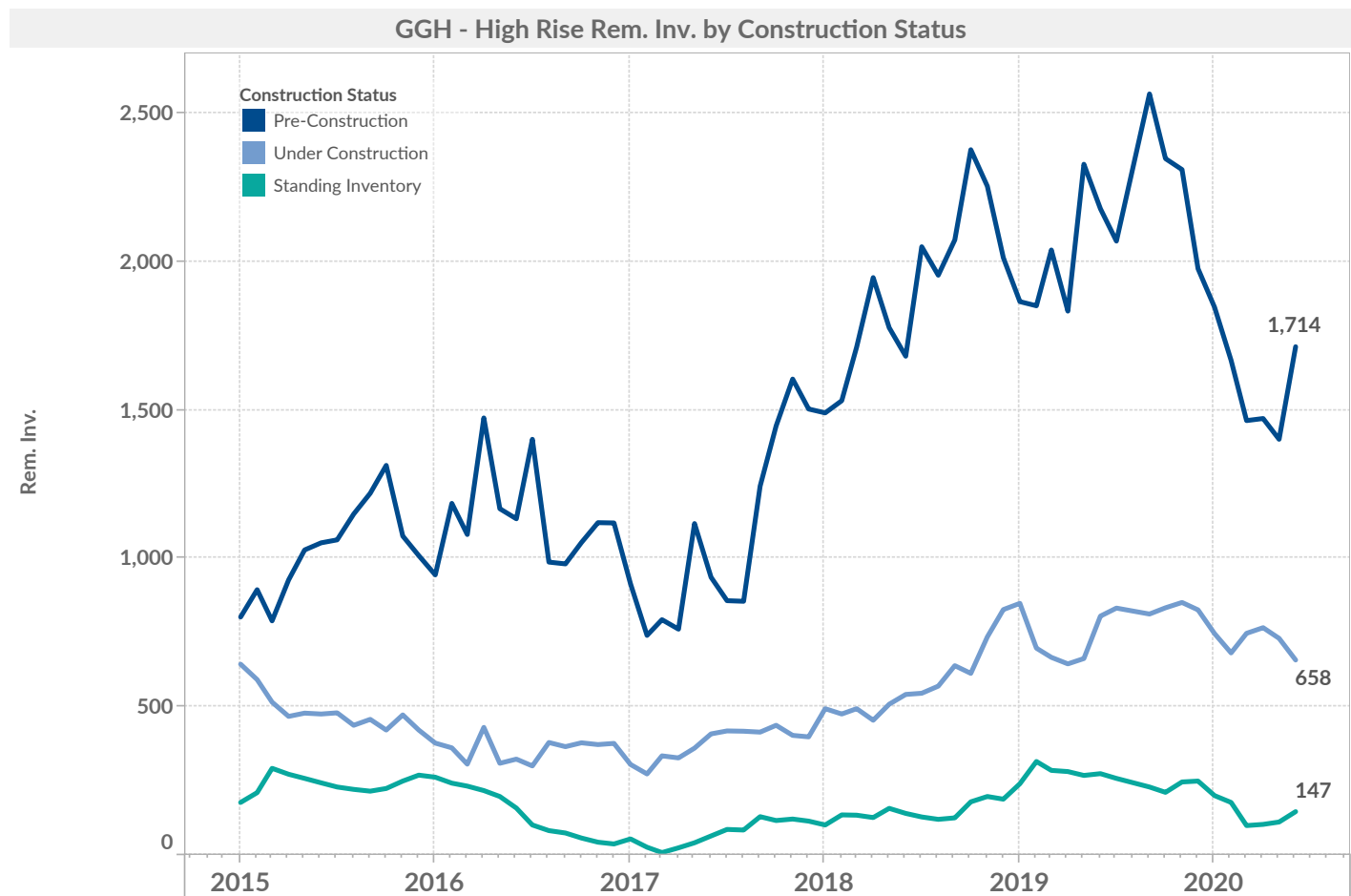
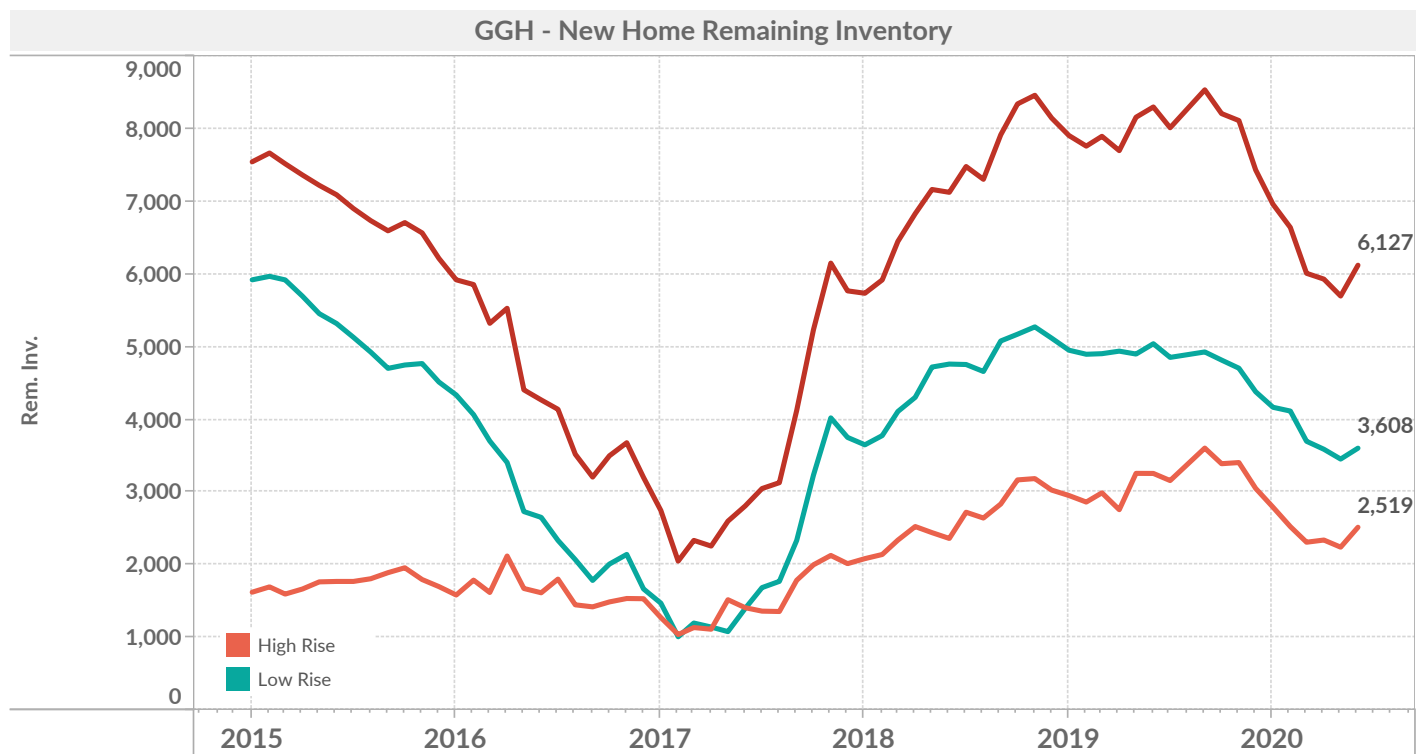
New Home Avg. Asking Price



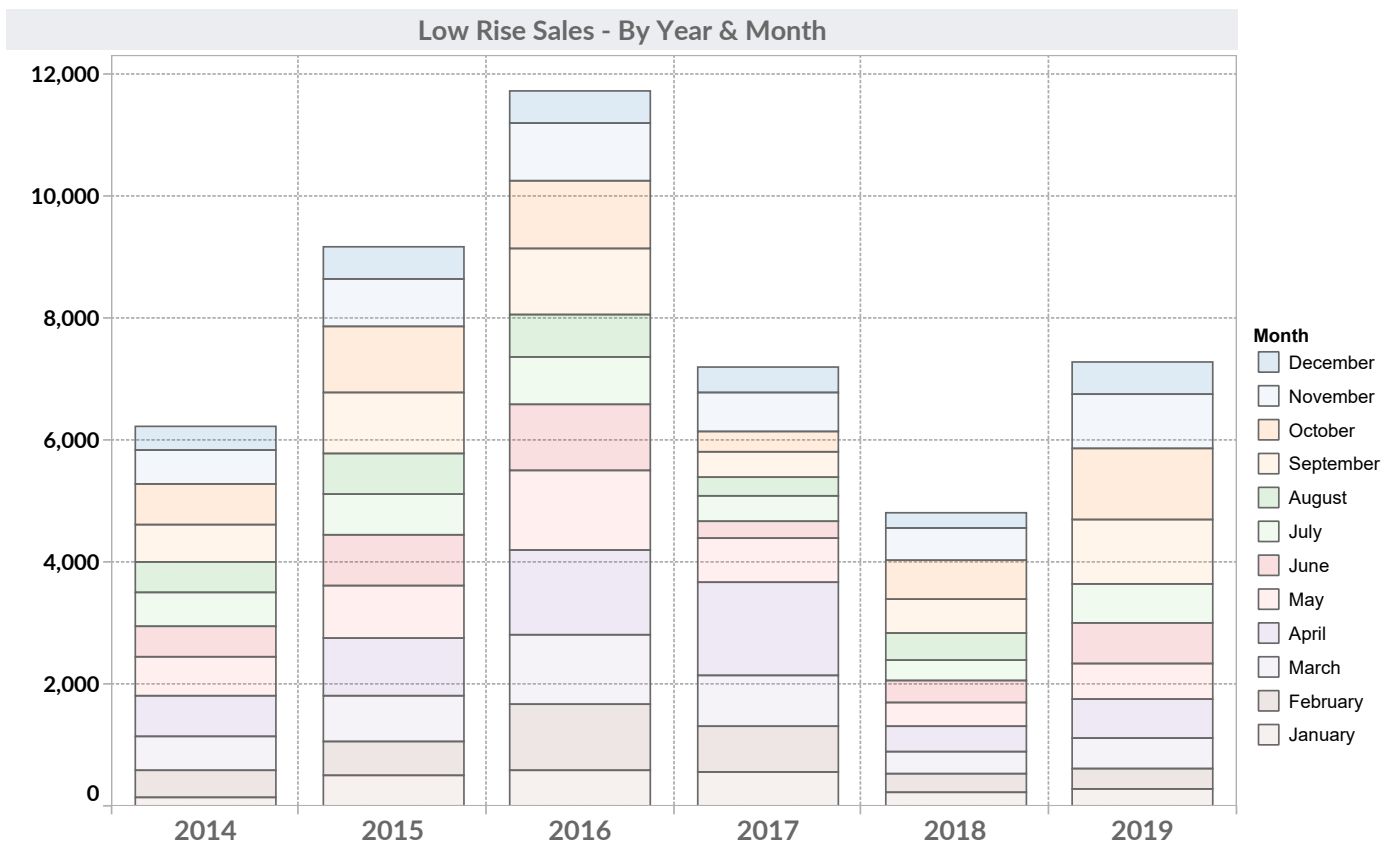
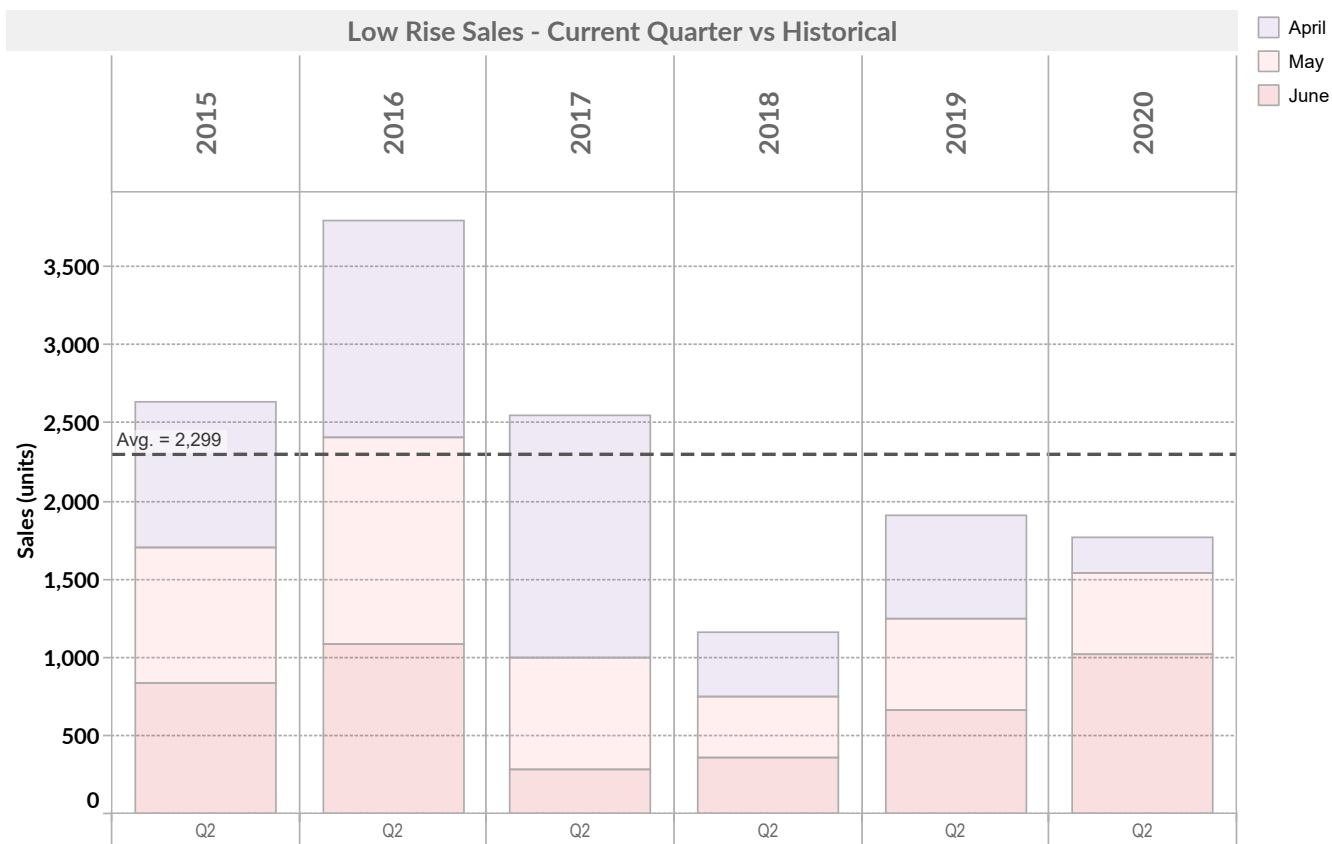
Avg. Asking Price by Product Type



Remaining Inventory

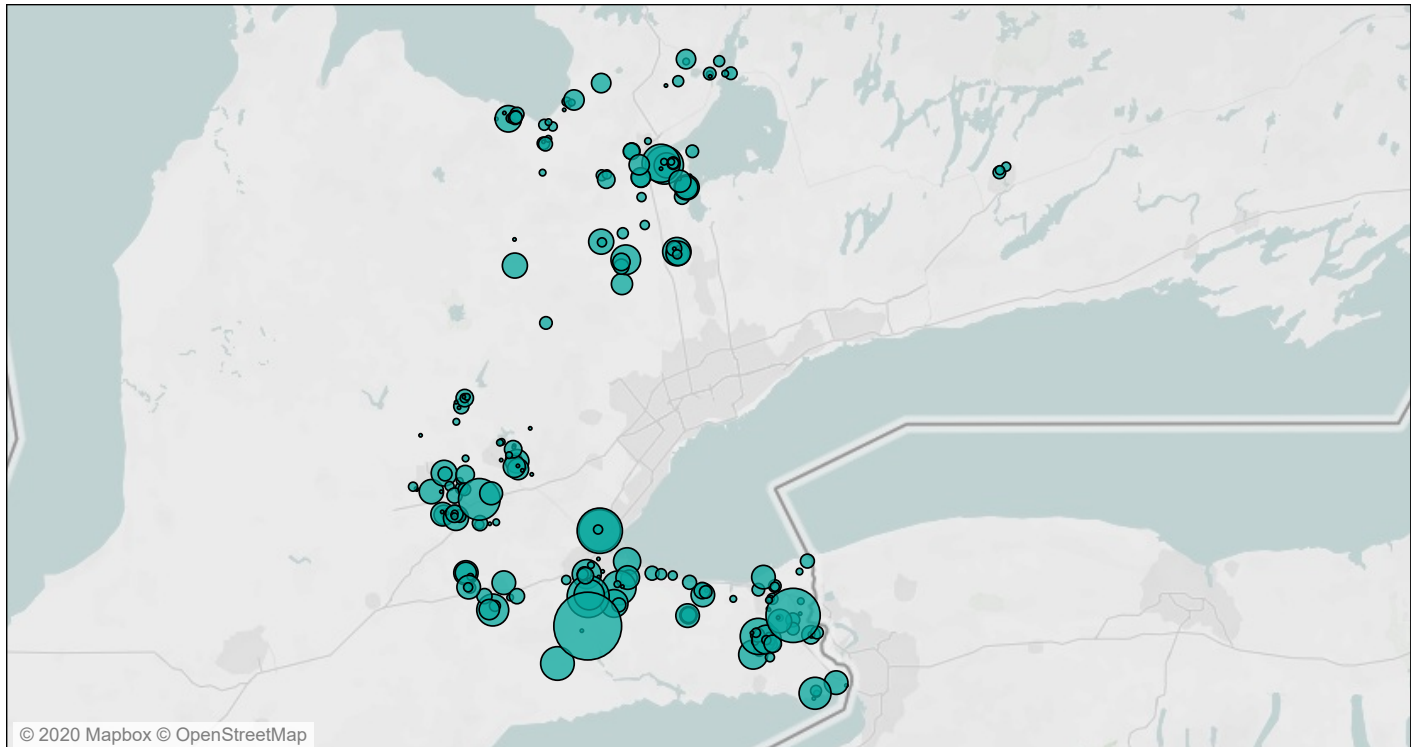


Historical Sales Comparison

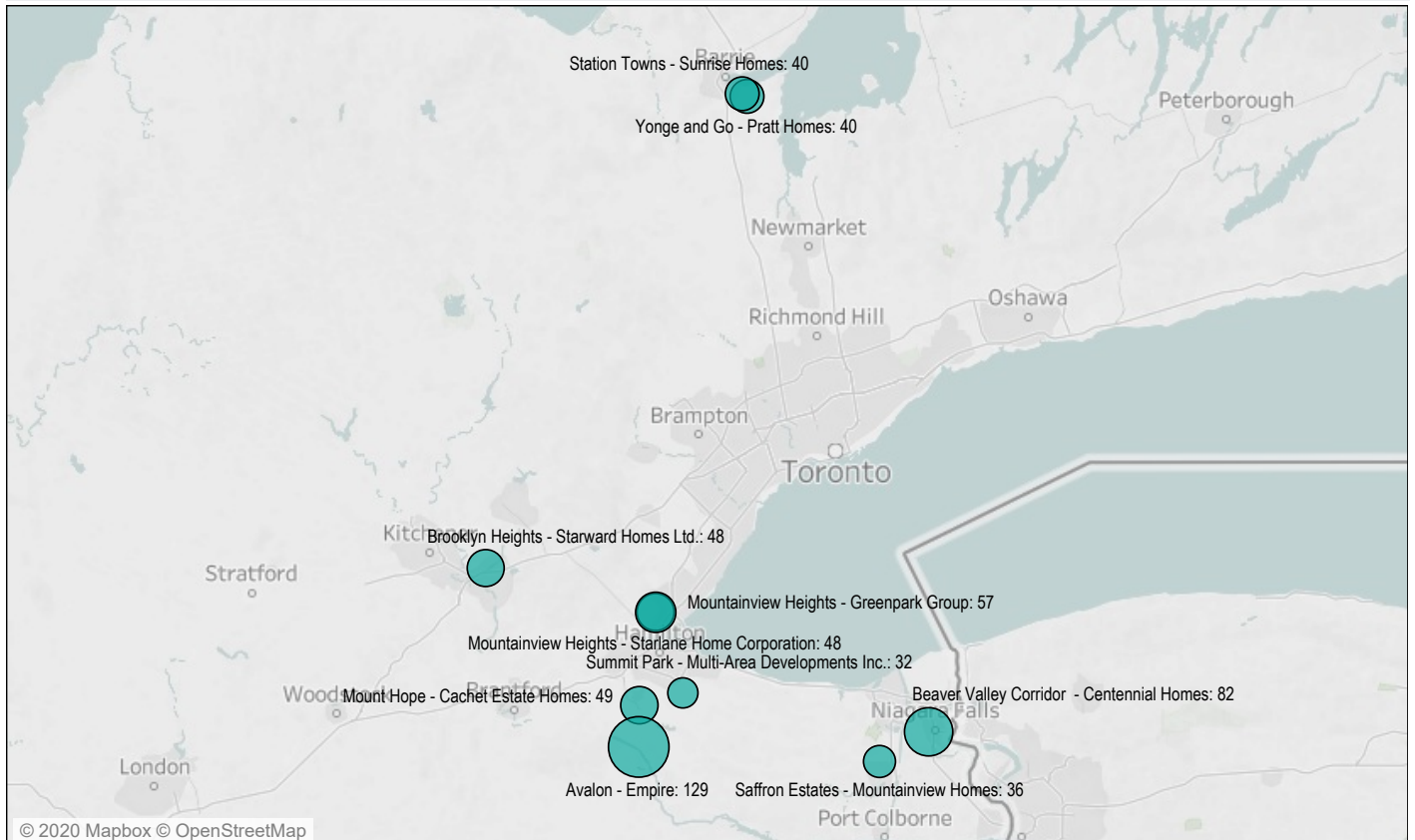


Current Sites

GGH - Active Low Rise Sites by Current Quarter Sales



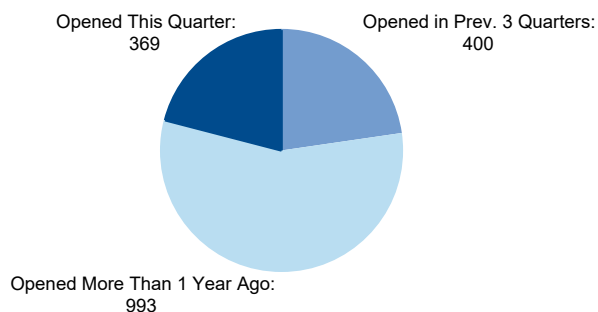
GGH - Top Sites by Current Quarter Sales



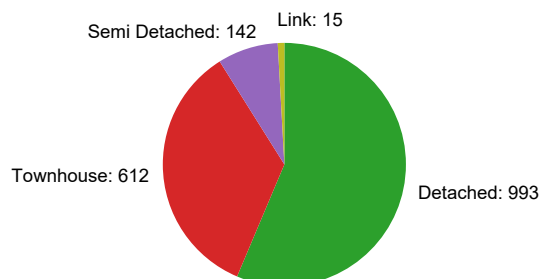
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

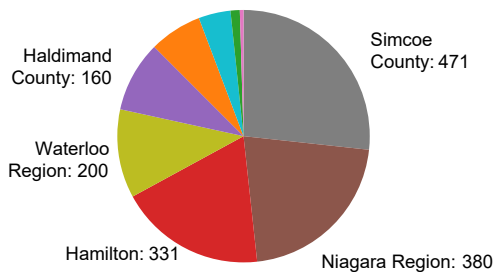
Sales by Opening Date



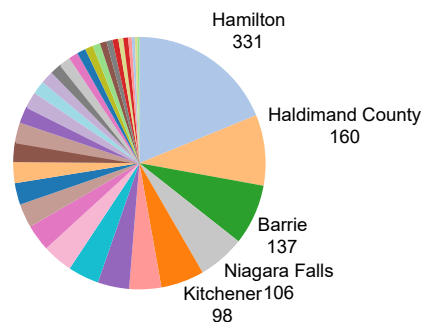
Sales by Product Type



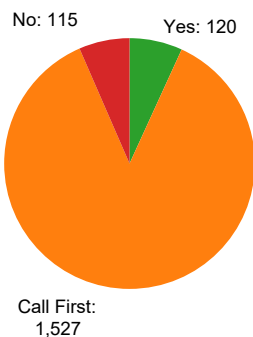
Sales by Region



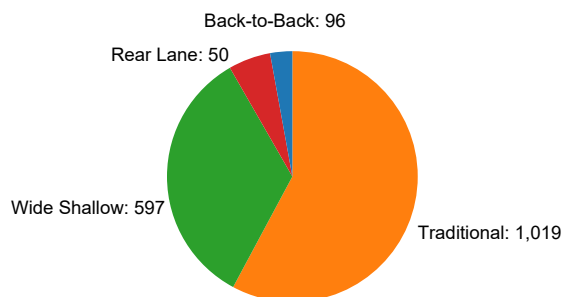
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



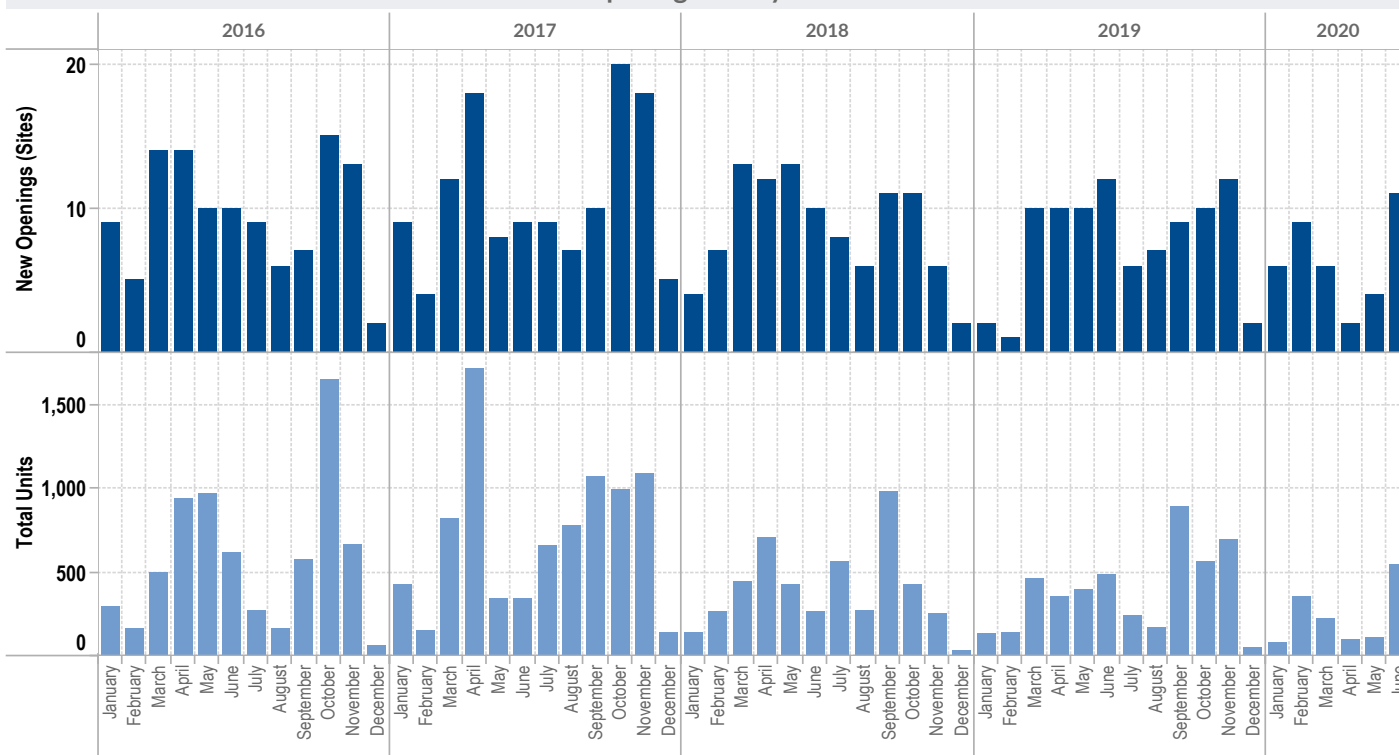
New Openings

Q2 2020 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Avalon - Empire	Freehold	Haldimand County	4/25/2020	54	10	4	\$278
Brook Village - Reid's Heritage Homes	Freehold Commo..	Cambridge	4/29/2020	50	10	36	\$355
Beaver Valley Corridor - Centennial Homes	Freehold	Niagara Falls	5/2/2020	86	1	4	\$330
Orchard - Rinaldi Homes	Freehold Commo..	St. Catharines	5/16/2020	28	4	13	\$351
Hopewell Crossing - Thomasfield Homes Limited	Freehold	Woolwich	5/18/2020	1	0	1	
Victory - Empire	Freehold	Hamilton	5/23/2020	1	0	1	
Calderwood - Empire	Freehold	Thorold	*	44	15	29	
Station Towns - Sunrise Homes	Freehold Commo..	Barrie	6/2/2020	58	40	18	\$431
Vista Ridge - Losani Homes	Freehold	Lincoln	6/5/2020	6	0	6	
Garner Town Estates - A. DeSantis Developments Ltd.	Freehold	Hamilton	6/8/2020	24	5	19	
River Estates - Mountainview Homes	Freehold	Pelham	6/10/2020	29	3	26	
Brooklyn Heights - Starward Homes Ltd.	Freehold Commo..	Cambridge	6/13/2020	50	48	2	\$338
Mountainview Heights - Greenpark Group	Freehold	Hamilton	6/18/2020	143	31	112	\$329
Mountainview Heights - Starlane Home Corporation	Freehold	Hamilton	6/18/2020	3	1	2	\$408
Beechwood Collection - Granite Homes *	Condominium	Guelph	6/25/2020	6	0	6	\$371
Homestead - Branthaven Homes	Freehold	Hamilton	6/27/2020	123	25	98	
Yonge and Go - Pratt Homes	Freehold	Barrie	6/27/2020	61	40	21	\$442
Grand Total				767	233	398	\$344

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

GGH - Top Low Rise Builders by YTD Sales

Builder	2019												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Empire	46	32	69	69	37	33	68	27	45	77	52	18	573		7.3%		7.3%
LIV Communities	9	47	76	43	62	62	40	7	57	74	32	16	525		6.7%		14.0%
Losani Homes	20	19	22	18	22	32	21	9	82	86	57	47	435		5.5%		19.5%
Activa	11	14	16	66	43	44	46	33	60	42	44	14	433		5.5%		25.1%
Pace Developments Inc.	12	6	7	18	30	12	32	32	85	38	9	5	286		3.6%		28.7%
Crystal Homes and Fernbrook Homes	9	6	7	5	4	7	33	51	92	30	10	7	261		3.3%		32.0%
Cachet Estate Homes	3	5	40	19	23	33	11	3	6	10	86	2	241		3.1%		35.1%
Fernbrook Homes	0	7	9	5	1	10	7	5	9	100	40	25	218		2.8%		37.9%
First View Homes	2	2	6	12	12	13	22	28	26	20	29	21	193		2.5%		40.4%
Marz Homes and Starward						70	15	0	12	34	27	27	185		2.4%		42.7%
	271	347	481	661	579	663	637	543	1,060	1,157	915	529	7,843				

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

Builder	2018					2019							Total	Market Share %		Cum. Mkt. Share %	
	August	September	October	November	December	January	February	March	April	May	June	July					
Empire	62	97	223	150	63	46	32	69	69	37	33	68	949		15.7%		15.7%
LIV Communities	13	0	5	31	20	9	47	76	43	62	62	40	408		6.7%		22.4%
Activa	17	11	20	32	13	11	14	16	66	43	44	46	333		5.5%		27.9%
Mountainview Homes	12	52	71	44	22	19	29	16	13	10	14	7	309		5.1%		33.0%
Losani Homes	22	33	52	10	6	20	19	22	18	22	32	21	277		4.6%		37.6%
Cachet Estate Homes	3	30	12	12	0	3	5	40	19	23	33	11	191		3.2%		40.7%
New Horizon Development Group	136	13	3	3	1	3	2	0	2	5	1	2	171		2.8%		43.6%
Pace Developments Inc.	3	34	11	2	2	12	6	7	18	30	12	32	169		2.8%		46.4%
Fusion Homes	6	7	19	19	24	11	10	4	19	11	18	5	153		2.5%		48.9%
Freure Homes	13	6	16	21	15	10	9	8	20	15	9	6	148		2.4%		51.3%
	445	546	651	507	266	271	347	481	661	579	663	637	6,054				

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2020 Q2
Avalon - Empire	Haldimand County	Detached	33'	66
			38'	13
			42'	0
			50'	0
		Semi Detached	26'	50
		Total		129
Beaver Valley Corridor - Centennial Homes	Niagara Falls	Detached	45'	82
		Total		82
Mountainview Heights - Greenpark Group	Hamilton	Detached	41'	26
			44'	31
		Total		57
Mount Hope - Cachet Estate Homes	Hamilton	Detached	30'	18
			36'	5
			40'	4
		Townhouse	21'	22
			Total	49
Brooklyn Heights - Starward Homes Ltd.	Cambridge	Townhouse	16'	35
			20'	13
		Total		48
Mountainview Heights - Starlane Home Corporation	Hamilton	Detached	44'	1
			47'	10
			50'	1
		Semi Detached	25'	18
			28'	18
			Total	48
Station Towns - Sunrise Homes	Barrie	Townhouse	19'	40
		Total		40
Yonge and Go - Pratt Homes	Barrie	Townhouse	16'	12
			19'	28
		Total		40
Saffron Estates - Mountainview Homes	Pelham	Detached	40'	1
			43'	6
			45'	4
		Townhouse	20'	16
			23'	9
			25'	0
		Total		36
Summit Park - Multi-Area Developments Inc.	Hamilton	Townhouse	15'	10
			18'	8
			20'	14
		Total		32
Livingston - Empire	Haldimand County	Detached	36'	21
			44'	10
		Total		31

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2020 Q2				2019 Q2				
		Detached	Link	Semi Detached	Townhouse	Detached	Link	Quadraplex	Semi Detached	Townhouse
County of Brant	Brant	33		0	16	160			22	83
	Brantford	50		0	20	17			1	19
	Total	83		0	36	177			23	102
Dufferin County	Grand Valley					16			1	
	Melancthon	0				0				
	Orangeville				4					17
	Shelburne	6		9	2	6			2	3
	Total	6		9	6	22			3	20
Haldimand County	Haldimand County	110		50		44				8
	Total	110		50		44				8
Hamilton	Hamilton	185		41	105	76		1	23	165
	Total	185		41	105	76		1	23	165
Niagara Region	Fort Erie	32			15	6				1
	Grimsby				7	0			0	13
	Lincoln	15		1	11	14			0	14
	Niagara Falls	94		1	11	14	3		0	35
	Niagara-on-the-Lake	0		5	1	4			1	1
	Pelham	14		0	30	3			1	3
	St. Catharines	0			30	4				15
	Thorold	28		0	17	31			4	17
	Welland	10			29	11	2			27
	West Lincoln	5			24	1				8
	Total	198		7	175	88	5		6	134
Peterborough County	Peterborough	6			2	7			1	1
	Total	6			2	7			1	1
Simcoe County	Adjala-Tosorontio									
	Barrie	39			98	11				71
	Clearview	7		0	4	22			1	11
	Collingwood	19	2	1	13	15	0		1	21
	Essa	4	5		6	16	2			11
	Innisfil	54	8		7	24	0			4
	New Tecumseth	49		0	23	20			0	37
	Orillia	5			8	6			1	15
	Oro-Medonte	14				9				2
	Springwater	24				11				
	Wasaga Beach	12			9	3				5
	West Gwillimbury	44		7	9	48				48
	Total	271	15	8	177	185	2		3	225
Waterloo Region	Cambridge	6			65	13				106
	Kitchener	62		16	20	132			1	94
	North Dumfries					9			2	
	Waterloo	0		1	19	43			0	
	Woolwich	11			0	36			7	18
	Total	79		17	104	233			10	218
Wellington County	Centre Wellington	13		0	5	42			0	8
	Guelph	42		10	2	28			7	28
	Guelph/Eramosa	0				7				1
	Puslinch	0				0				
	Total	55		10	7	77			7	37
Grand Total		993	15	142	612	909	7	1	76	910

Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.