



Greater Golden Horseshoe Major Markets High 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%			

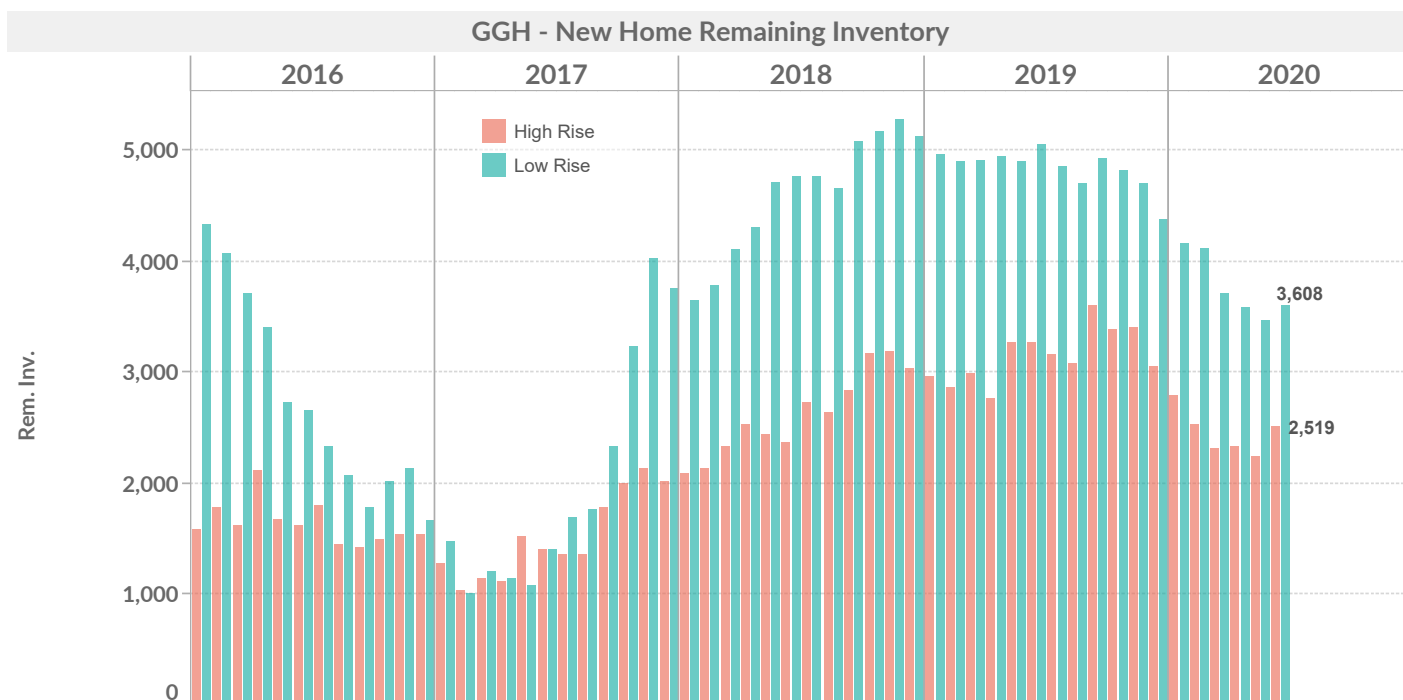
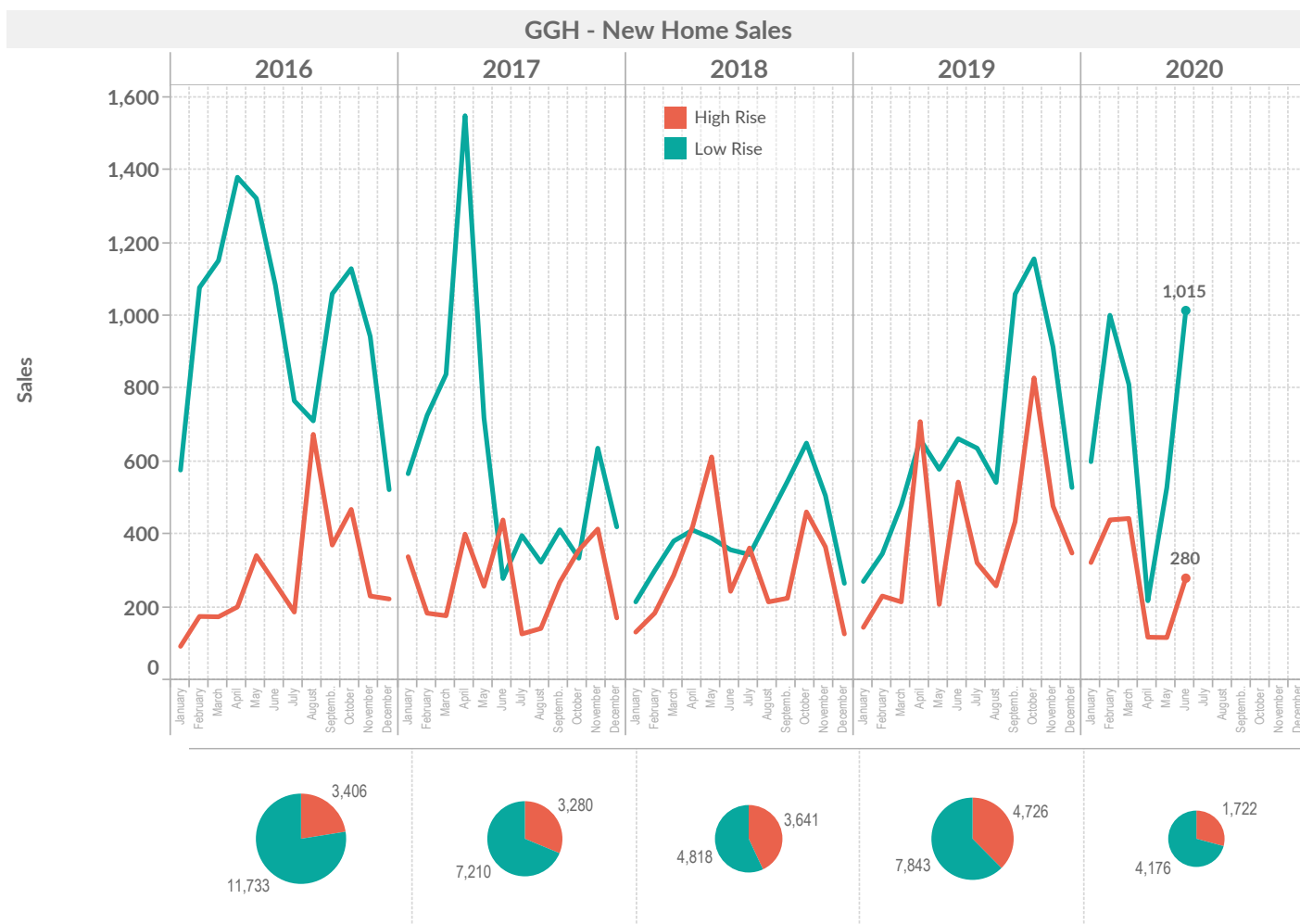
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

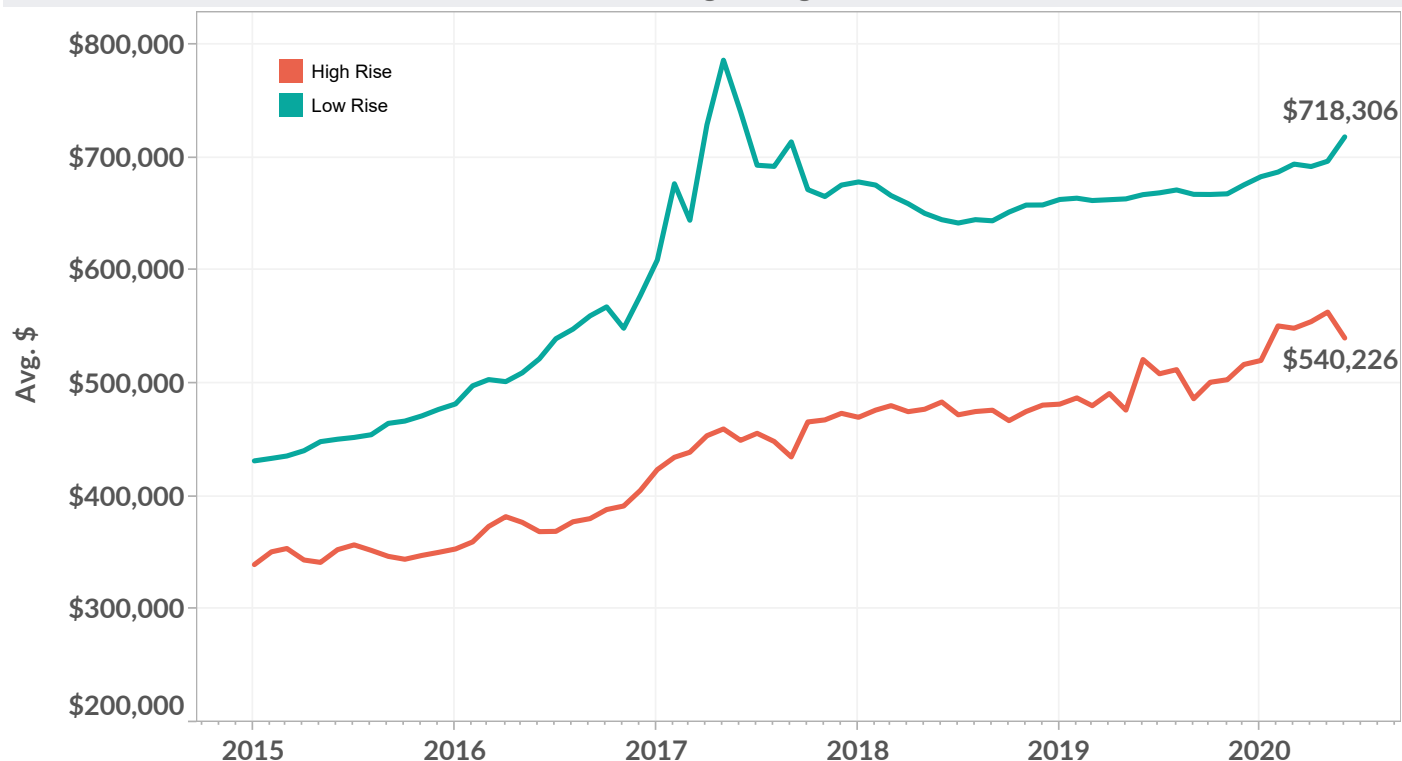
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

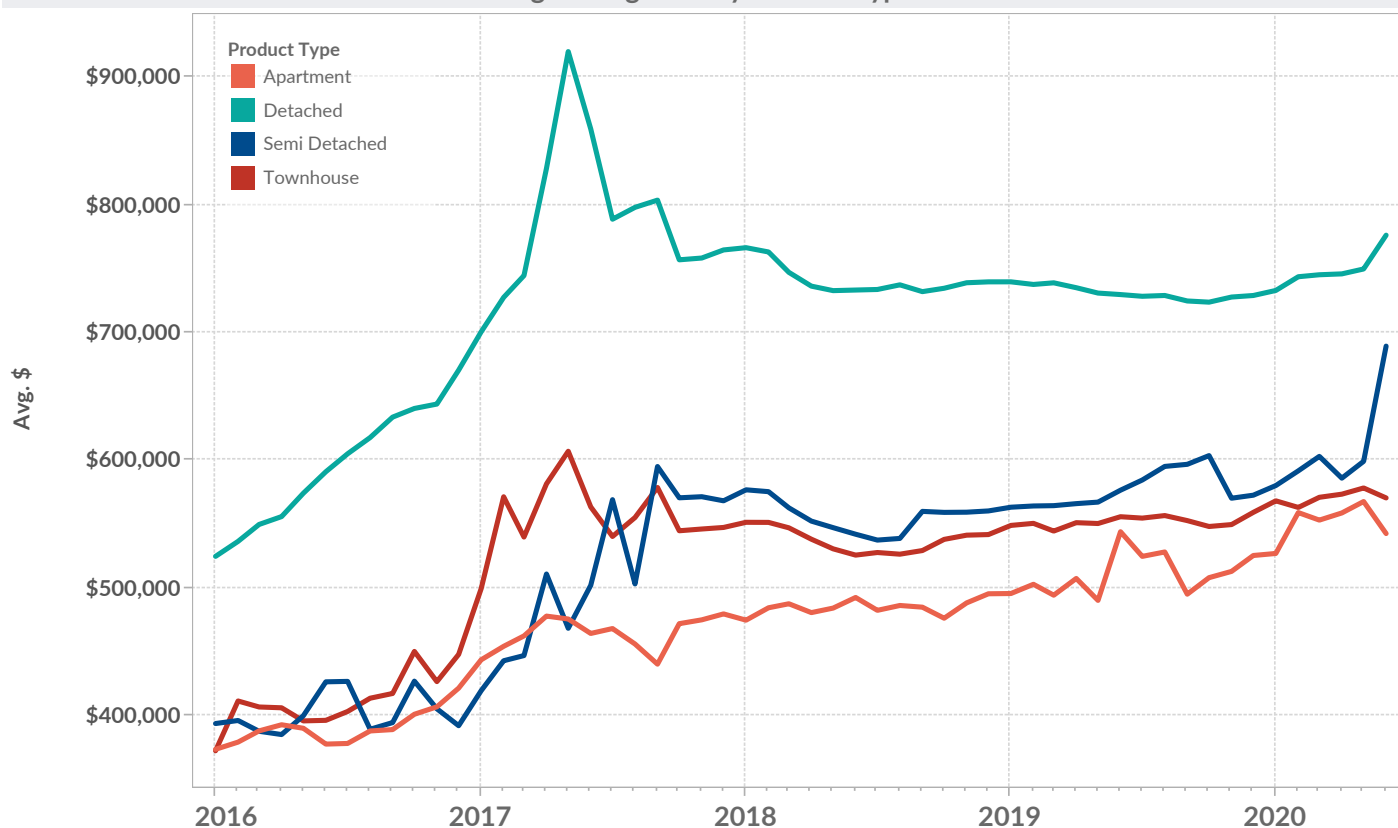


Pricing

New Home Avg. Asking Price

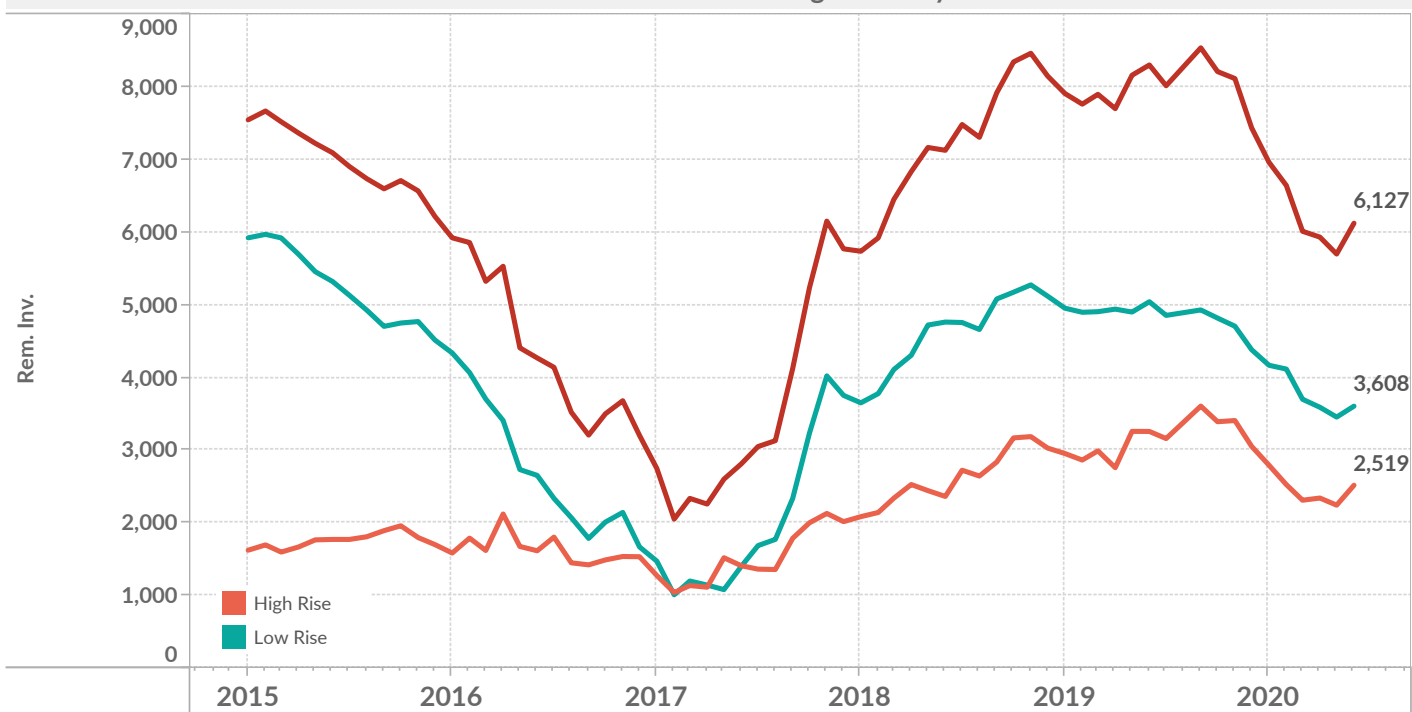


Avg. Asking Price by Product Type

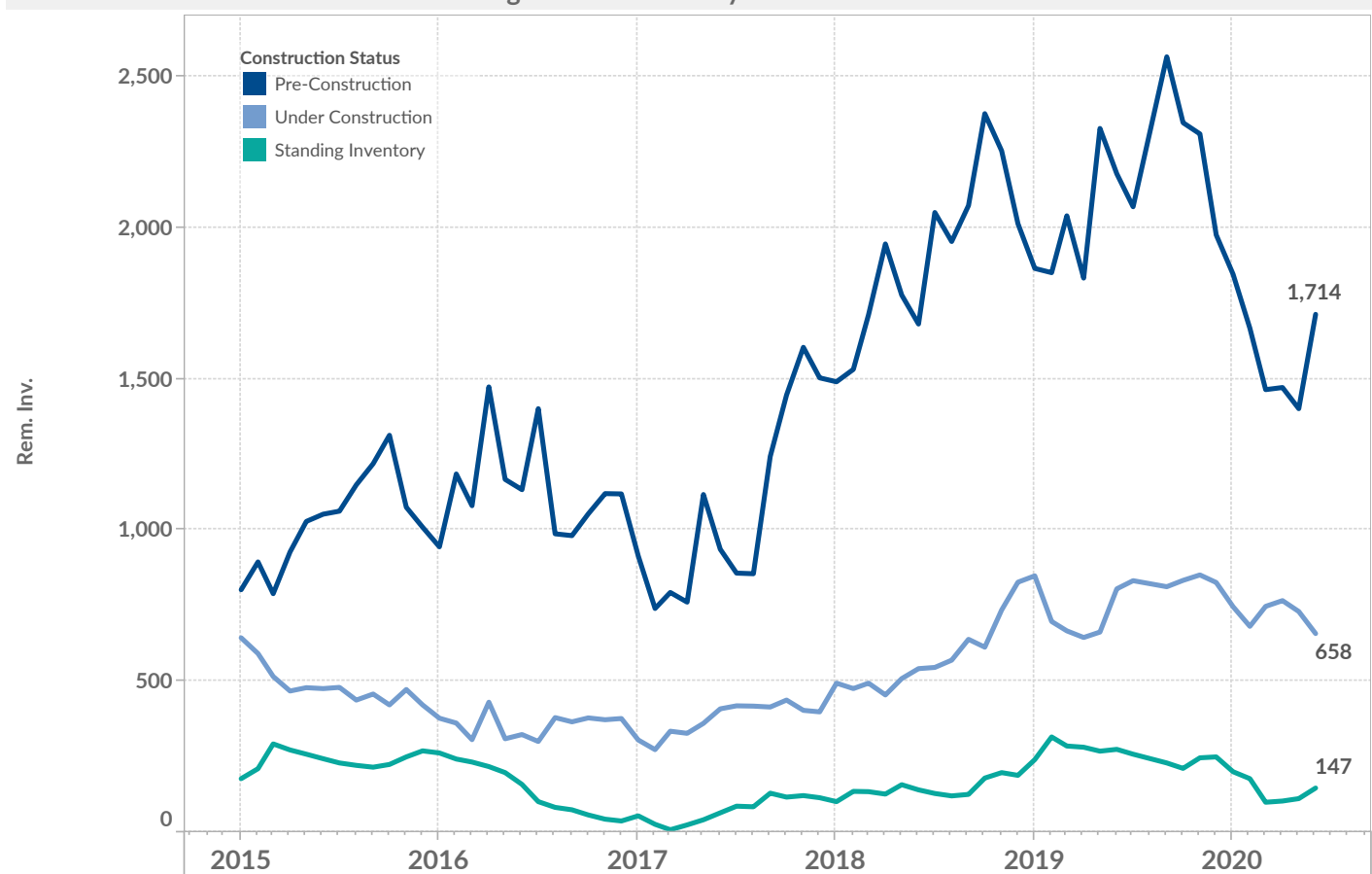


Remaining Inventory

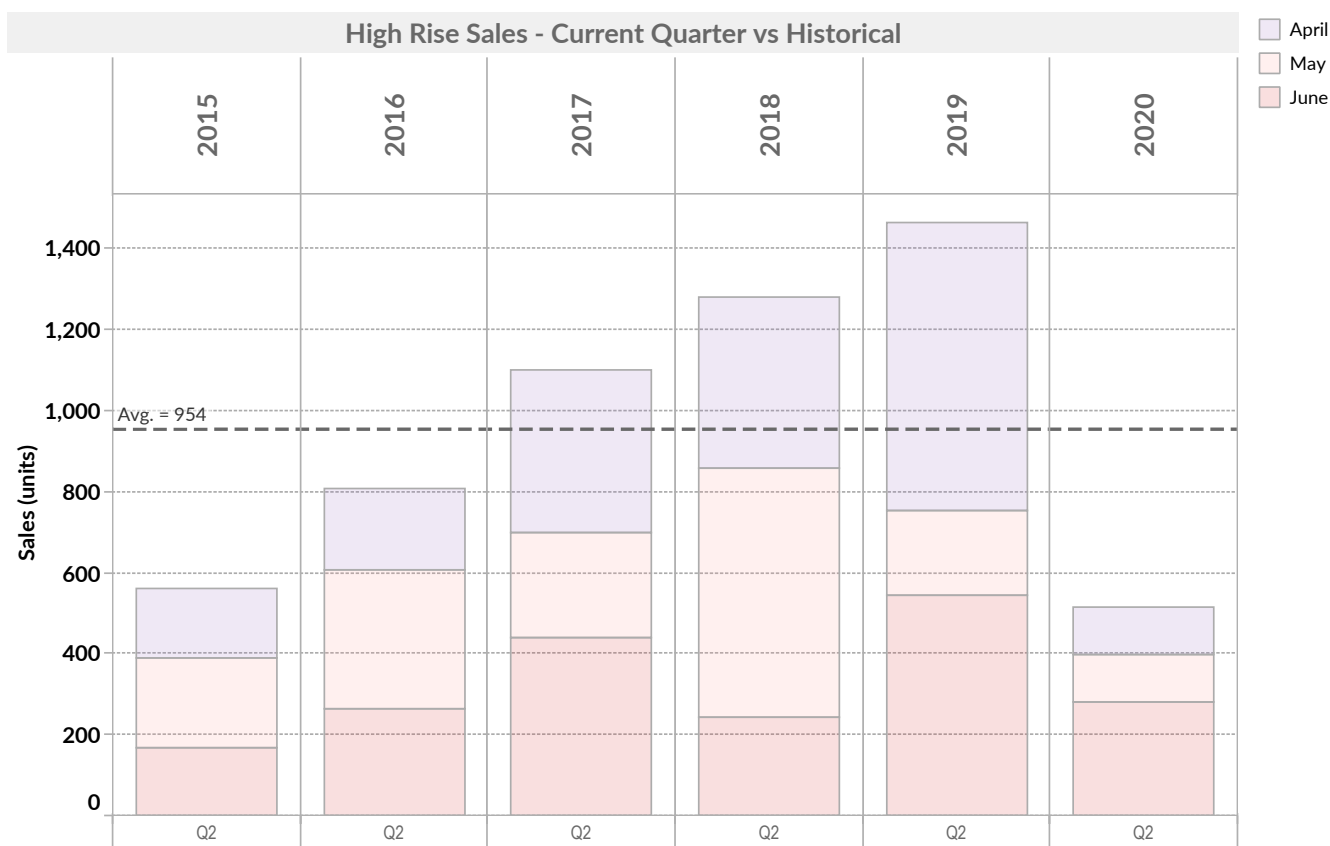
GGH - New Home Remaining Inventory



GGH - High Rise Rem. Inv. by Construction Status

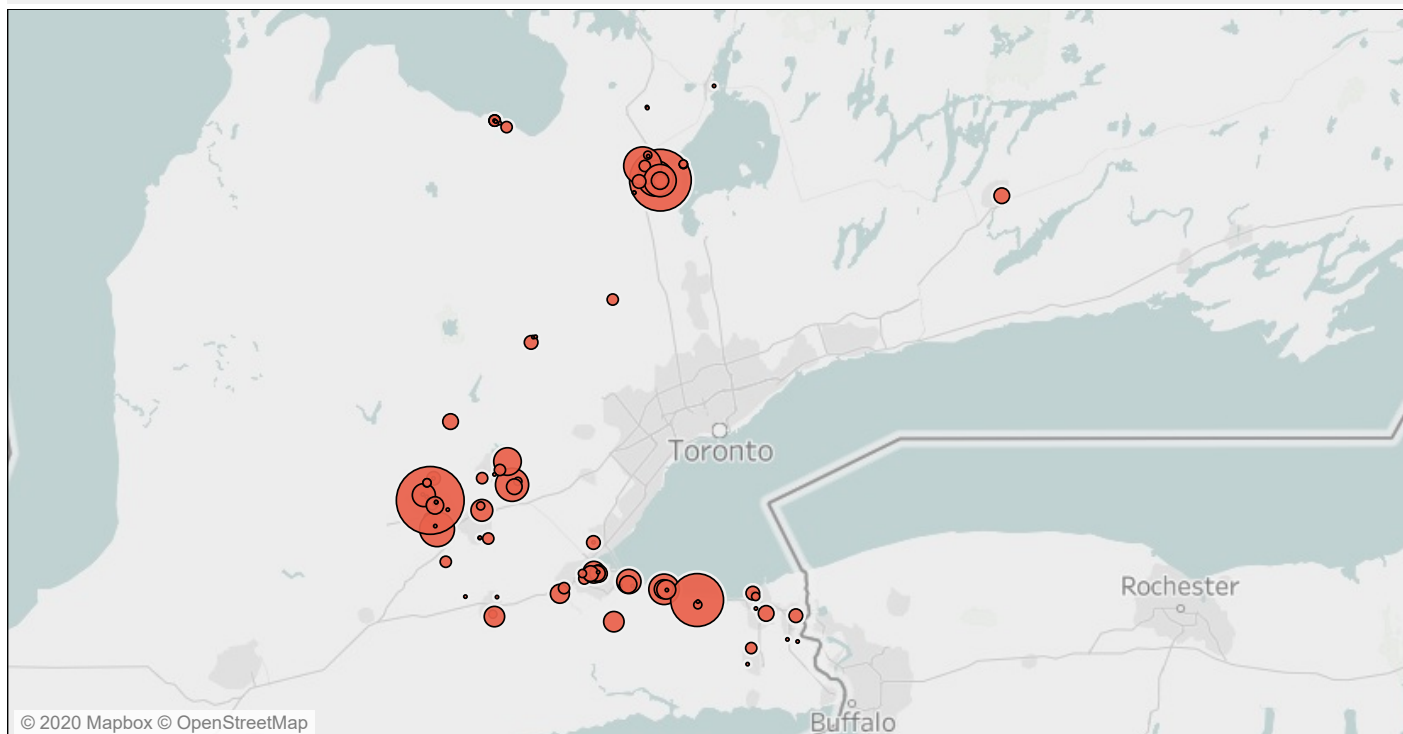


Historical Sales Comparison

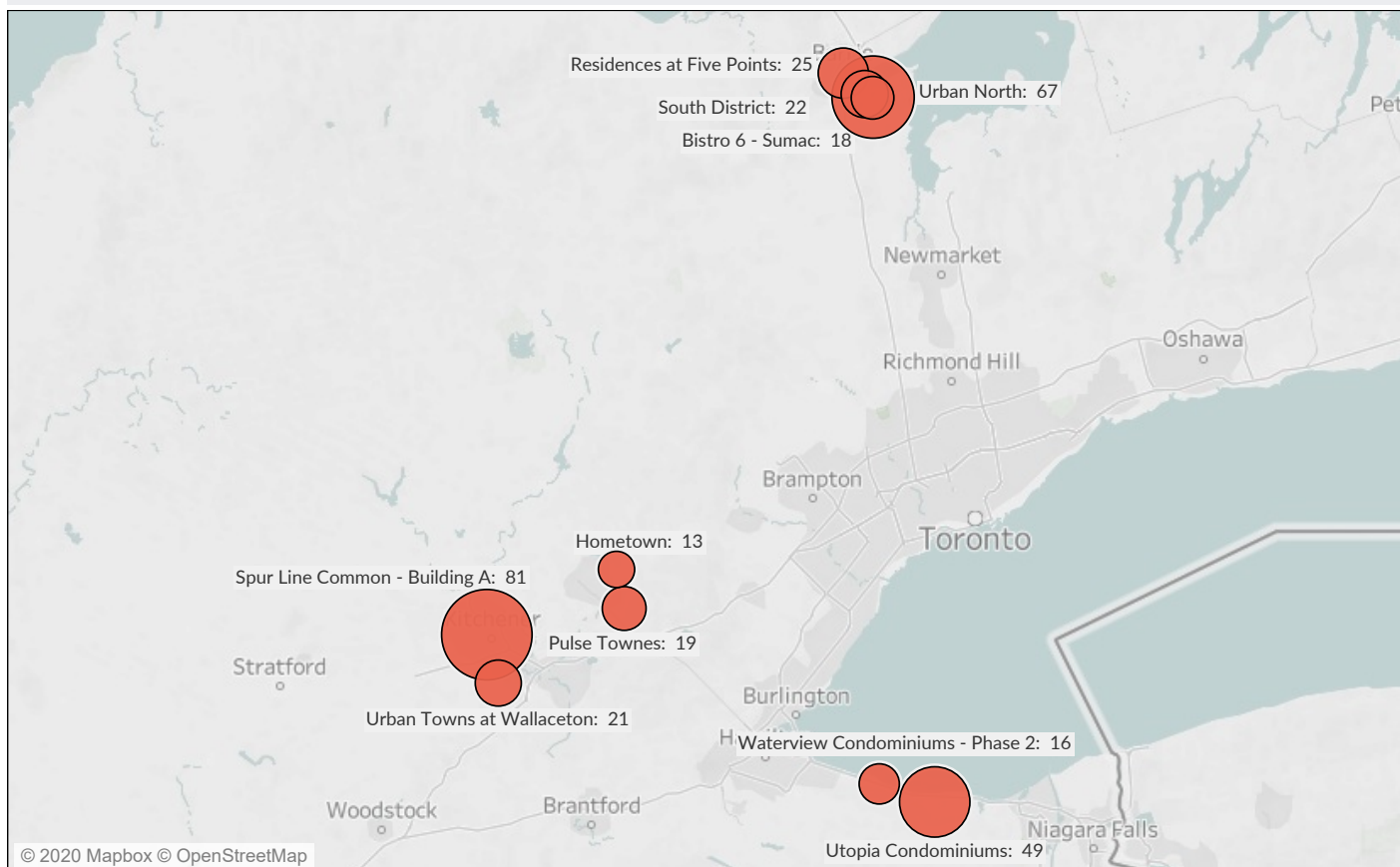


Current Sites

GGH - Active High Rise Sites by Sales



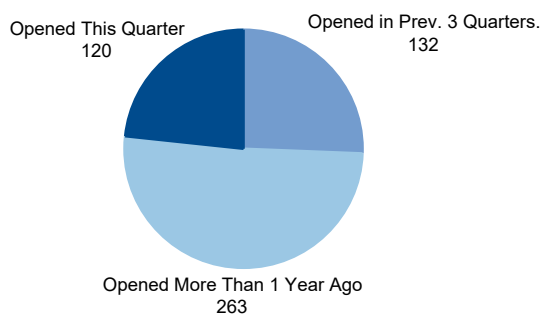
GGH - Top 10 Sites by Current Quarter Sales



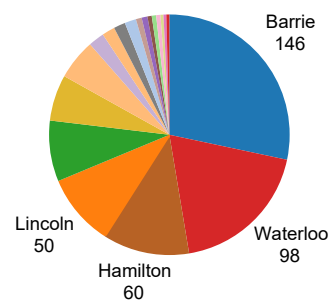
Sales Breakdown

Current Quarter Condominium Apartment Sales Breakdown

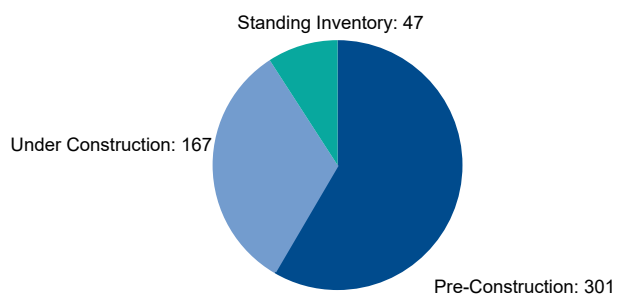
Sales by Opening Date



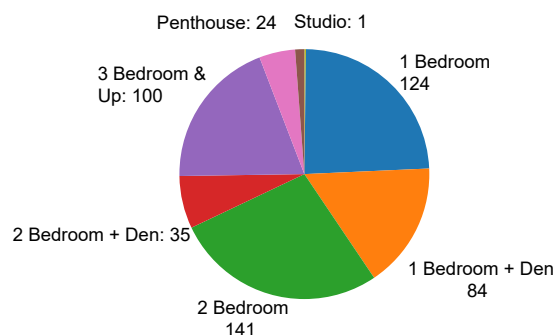
Sales by Municipality



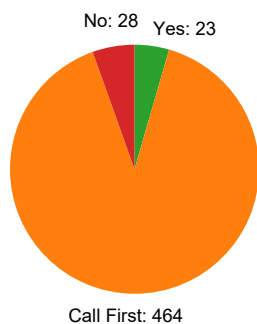
Sales by Const. Status



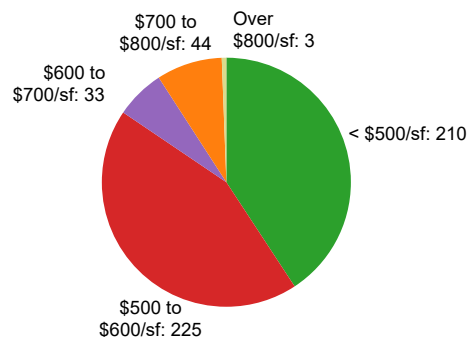
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



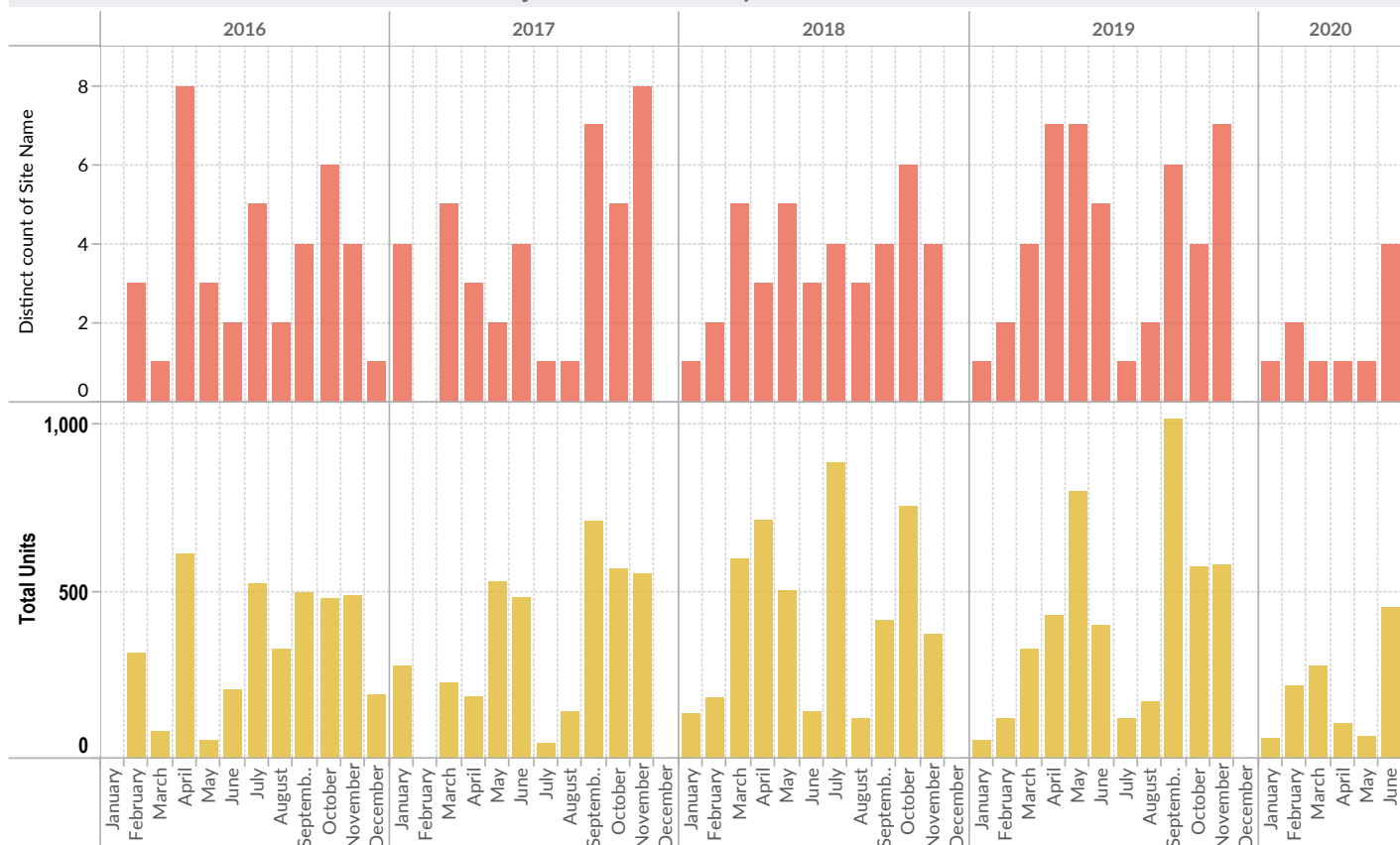
New Openings

Q2 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Bistro 6 - Sumac - Pratt Homes	Barrie	4/18/2020	108	3	90	\$455
Urban Towns at Wallaceston - Fusion Homes	Kitchener	5/5/2020	66	12	0	\$358
Spur Line Common - Building A - Reid's Heritage Homes	Waterloo	6/6/2020	90	81	9	\$557
Society145 - South - Society Developments Inc. *	Waterloo	6/24/2020	262	0	262	\$683
Beechwood Collection - Granite Homes *	Guelph	6/25/2020	16	0	16	\$349
Reign Condo - Reid's Heritage Homes *	Guelph	6/27/2020	86	0	85	\$529
Grand Total			628	96	462	\$470

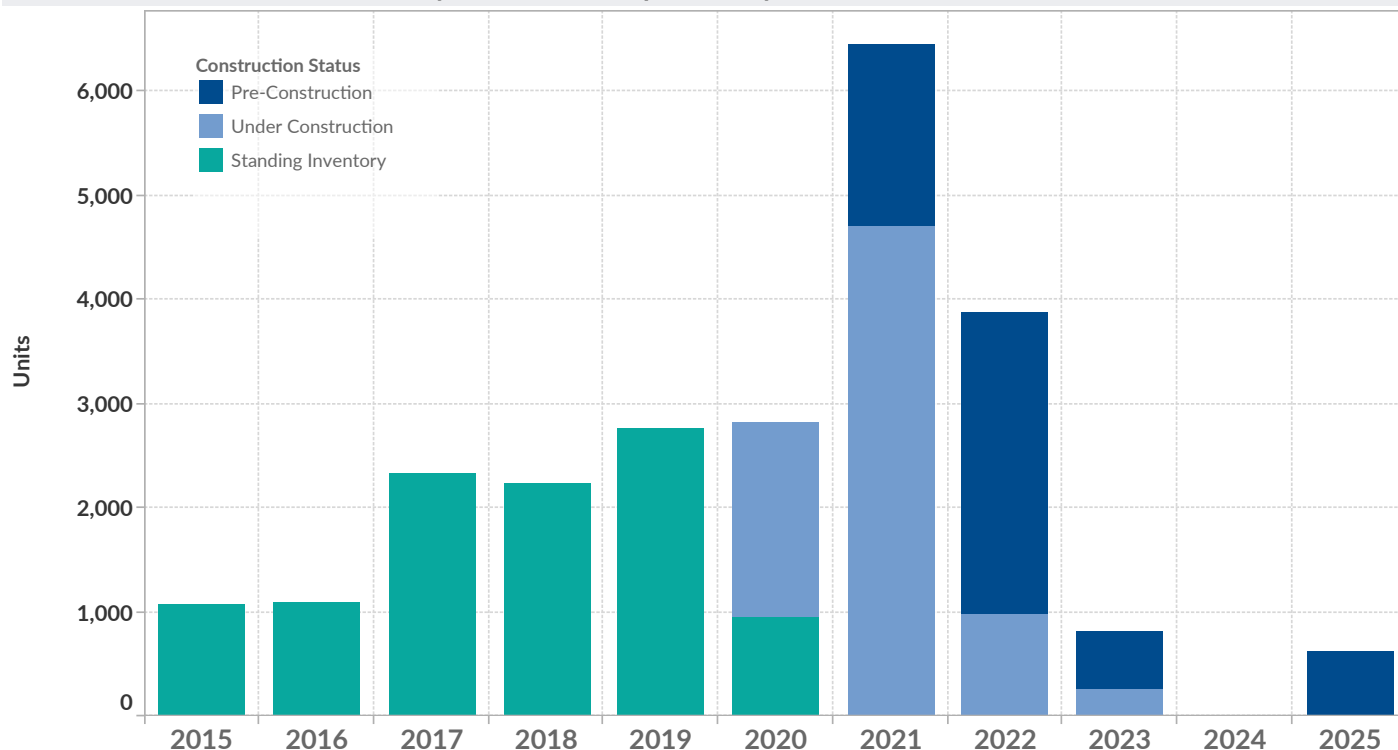
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

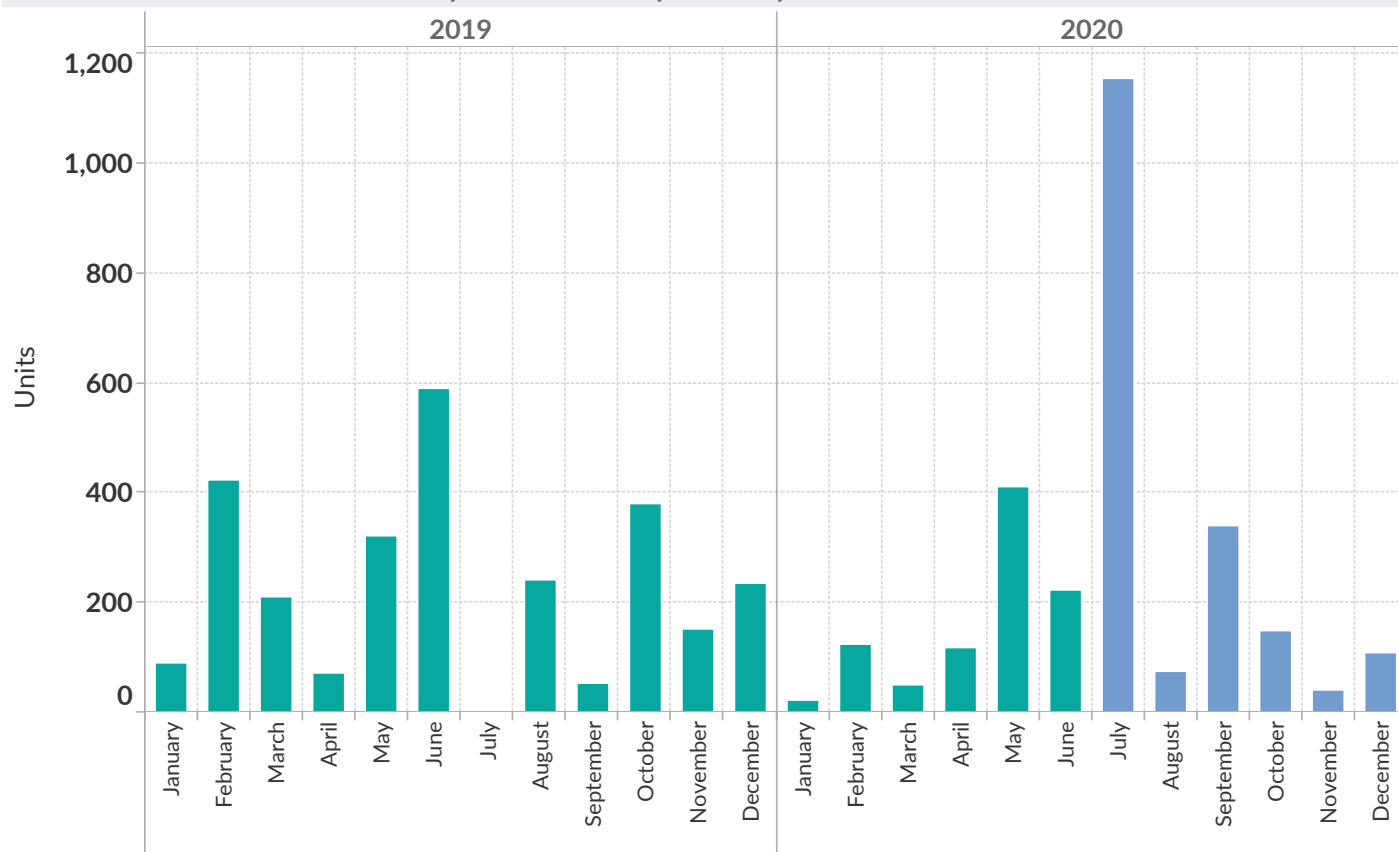


Scheduled Completions

GGH - Yearly Scheduled Completions by Current Construction Status



GGH - Monthly Scheduled Completions by Current Construction Status



Top Builders

GGH - Top High Rise Builders by YTD Sales

Builder	2020												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
New Horizon Development Group	2	1	218	49	1	2							273	15.9%
VanMar Developments	49	64	42										155	9.0%
Pearle Hospitality		74	24	0	0	4							102	5.9%
Reid's Heritage Homes	2	3	3	2	1	81							92	5.3%
Pace Developments Inc.	6	6	4	1	10	56							83	4.8%
Urban Legend Developments	18	54	1	0	2	0							75	4.4%
LJM Developments	17	18	1	7	14	11							68	3.9%
Queensgate	23	13	9	3	9	10							67	3.9%
Marycroft Homes	9	17	18	4	0	9							57	3.3%
Brixen Developments Inc.	20	9	5	3	9	10							56	3.3%
Total (All 78 Builders)	323	440	444	118	117	280							1,722	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

GGH - Top High Rise Builders by Last 12 Month's Sales

Builder	2019						2020						Total	Market Share %
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.		
New Horizon Development Group			85	268	21	5	49	64	42				534	12.2%
Rosehaven Homes	3	4	2	1	0	1	2	1	218	49	1	2	284	6.5%
Andrin Homes	33	8	6	7	123	47	20	11	5	2	1	2	265	6.0%
Activa	4	3	5	121	47	17	17	18	1	7	14	11	265	6.0%
Urban Legend Developments	1	76	43	31	4	1	18	54	1	0	2	0	231	5.3%
Coletara Development	0	0	0	148	20	3	2	2	0	0	0	8	183	4.2%
Homes by DeSantis	0	0	41	24	15	25	23	13	9	3	9	10	172	3.9%
Pratt Homes	17	22	27	34	19	8	1	12	12	4	1	6	163	3.7%
Aberdeen Homes			41	24	15	21	20	9	5	3	9	10	157	3.6%
Tricar Group	82	12	9	6	10	0	1	0	4	0	1	1	126	2.9%
Total (All 87 Builders)	322	259	435	830	478	349	323	440	444	118	117	280	4,395	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Sites

GGH - Top High Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Unit Type	2020 Q2
Spur Line Common - Building A - Reid's Heritage Homes	Waterloo	Apartment	1 Bedroom	55
			2 Bedroom	26
			Total	81
Urban North - Pace Developments Inc.	Barrie	Stacked	3 Bedroom & Up	67
			Total	67
Utopia Condominiums - New Horizon Development Group	Lincoln	Apartment	1 Bedroom	9
			1 Bedroom + Den	30
			2 Bedroom + Den	5
			2 Bedroom	5
			Total	49
Residences at Five Points - AT Developments	Barrie	Apartment	1 Bedroom	12
			1 Bedroom + Den	6
			3 Bedroom & Up	0
			2 Bedroom	7
			Penthouse	0
			Total	25
South District - Queensgate and Brixen Developments Inc.	Barrie	Apartment	1 Bedroom	9
			1 Bedroom + Den	2
			2 Bedroom + Den	0
			2 Bedroom	0
			Penthouse	11
			Studio	0
			Total	22
Urban Towns at Wallaceston - Fusion Homes	Kitchener	Stacked	3 Bedroom & Up	6
			2 Bedroom	15
			Total	21
Pulse Townes - Marann Homes	Guelph	Stacked	3 Bedroom & Up	19
			2 Bedroom	0
			Total	19
Bistro 6 - Sumac - Pratt Homes	Barrie	Apartment	1 Bedroom + Den	11
			2 Bedroom + Den	3
			2 Bedroom	4
			Total	18

Municipal Comparison

Current Quarter Sales Compared to Previous Year by Select Municipality

Municipality	2020 Q2			2019 Q2		
	Apartment	Loft	Stacked	Apartment	Loft	Stacked
Barrie	79		67	74		
Brant						5
Brantford	8			23		
Cambridge		8		27		11
Collingwood	9			76		
Grimsby	28			18		
Guelph	8		34	37		13
Hamilton	52	8		793	30	7
Kitchener	11		21	89		83
Lincoln	49					
New Tecumseth				7		
Niagara Falls				5		
North Dumfries				12		
Orangeville				8		11
St. Catharines				66		
Waterloo	98			55		
Welland				7		
Grand Total	342	16	122	1,297	30	130

Current KPI's

	Avg. Asking Price	Avg. Remaining Unit Size (SF)	Avg. Absorption (Sales/Site)
Barrie	\$557,316	1,040	1.7
Brantford	\$389,984	662	0.6
Cambridge	\$415,918	882	0.7
Centre Wellington	\$1,100,938	1,480	0.8
Grimsby	\$599,686	958	0.9
Guelph	\$522,292	1,141	0.4
Hamilton	\$542,290	888	0.3
Innisfil	\$610,691	832	0.3
Kitchener	\$488,837	921	0.4
Lincoln	\$470,248	939	0.3
Orangeville	\$562,226	990	0.4
Pelham	\$466,375	1,066	0.3
Waterloo	\$405,588	649	4.9

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