



Greater Golden Horseshoe Low Rise Projects

New Homes Quarterly Market Report
Data as of September 2020

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q3 2020		Q3 2019		Change
Condominium Apartment	1,068		1,009		5.8%
Single Family	4,738		2,238		111.7%
Total	5,806		3,247		78.8%
Year to Date Sales	Jan.-Sep. 2020		Jan.-Sep. 2019		Y/Y Change
Condominium Apartment	2,754		3,056		-9.9%
Single Family	9,151		5,234		74.8%
Total	11,905		8,290		43.6%
Year to Date Supply	Jan.-Sep. 2020		Jan.-Sep. 2019		Y/Y Change
Condominium Apartment	1,844		3,437		-46.3%
Single Family	6,770		5,070		33.5%
Total	8,614		8,507		1.3%
Year to Date Completions	Jan.-Sep. 2020		Jan.-Sep. 2019		Y/Y Change
Condominium Apartment	1,804		1,996		-9.6%
Remaining Inventory	Sep-20	Jun-20	Sep-19	M/M Change	Y/Y Change
Condominium Apartment	2,146	2,496	3,627	-14.0%	-40.8%
Single Family	2,049	3,665	4,969	-44.1%	-58.8%
Total	4,195	6,161	8,596	-31.9%	-51.2%
Average Asking Price	Sep-20	Jun-20	Sep-19	M/M Change	Y/Y Change
Condominium Apartment	\$578,301	\$543,741	\$487,398	6.4%	18.7%
Single Family	\$716,656	\$712,769	\$669,486	0.5%	7.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	4	97	230	176	
Condominium Apartment Units	678	11,849	7,621	5,433	
% Sold*	28%	77%	92%	64%	
Single Family Projects	28	179			
Single Family Units	1,560	13,963			
% Sold*	84%	85%			

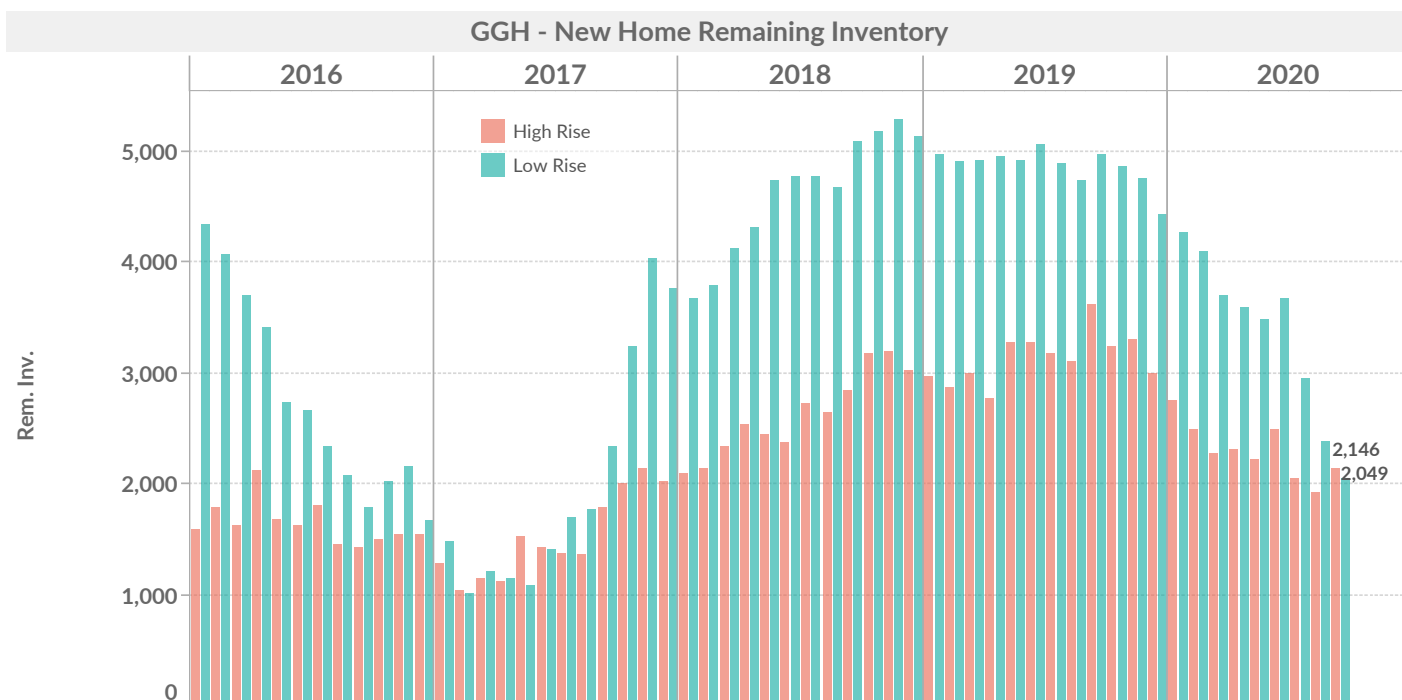
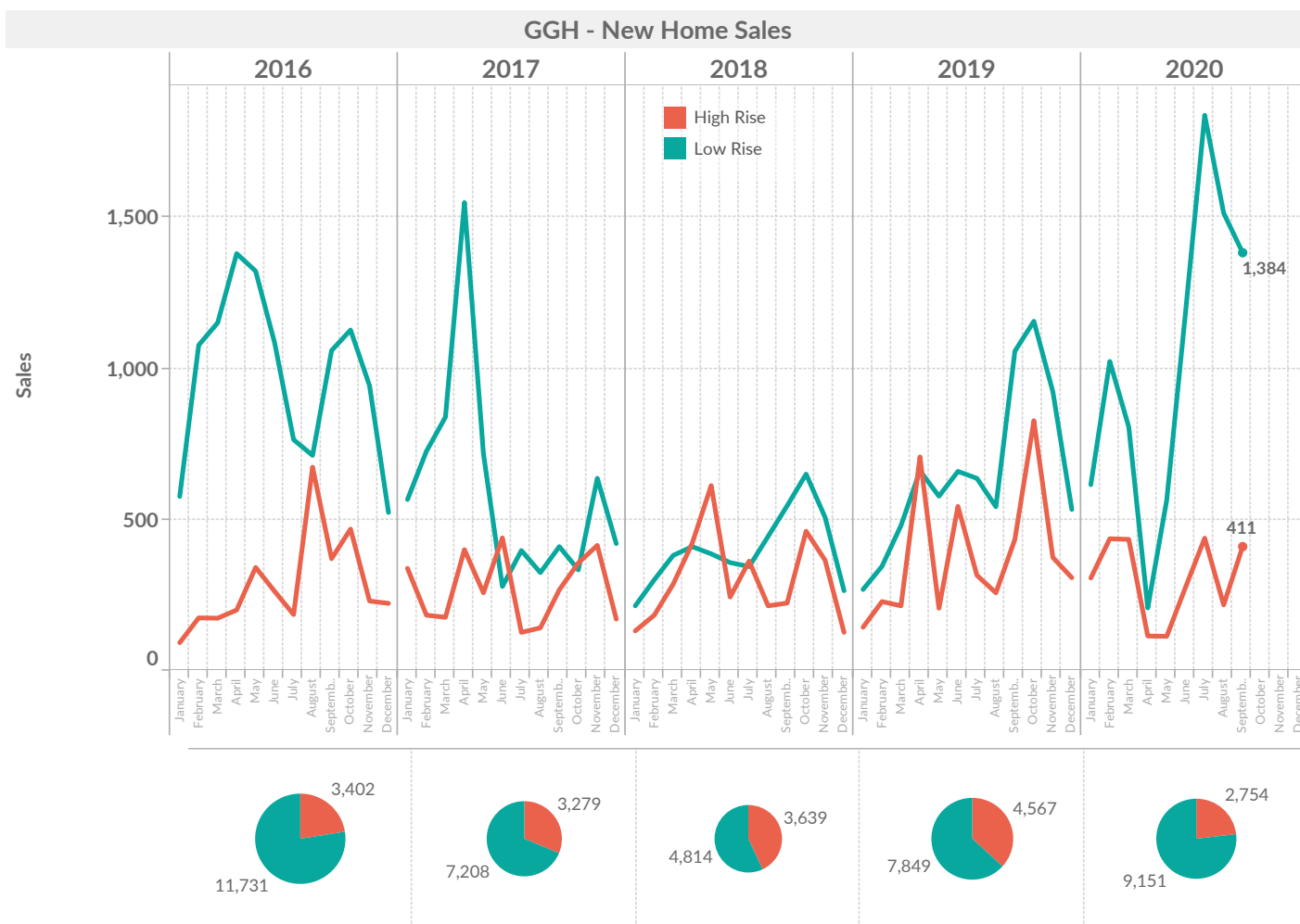
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

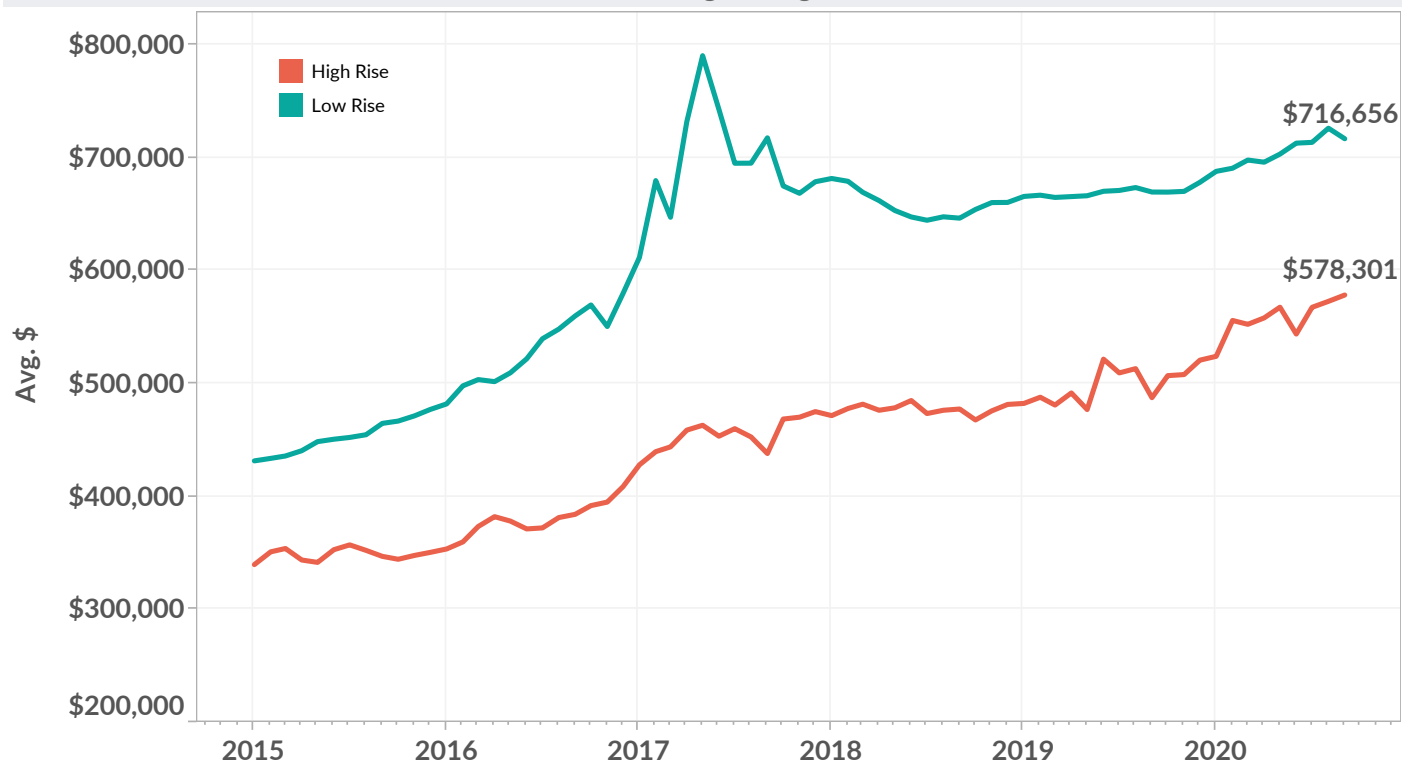
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

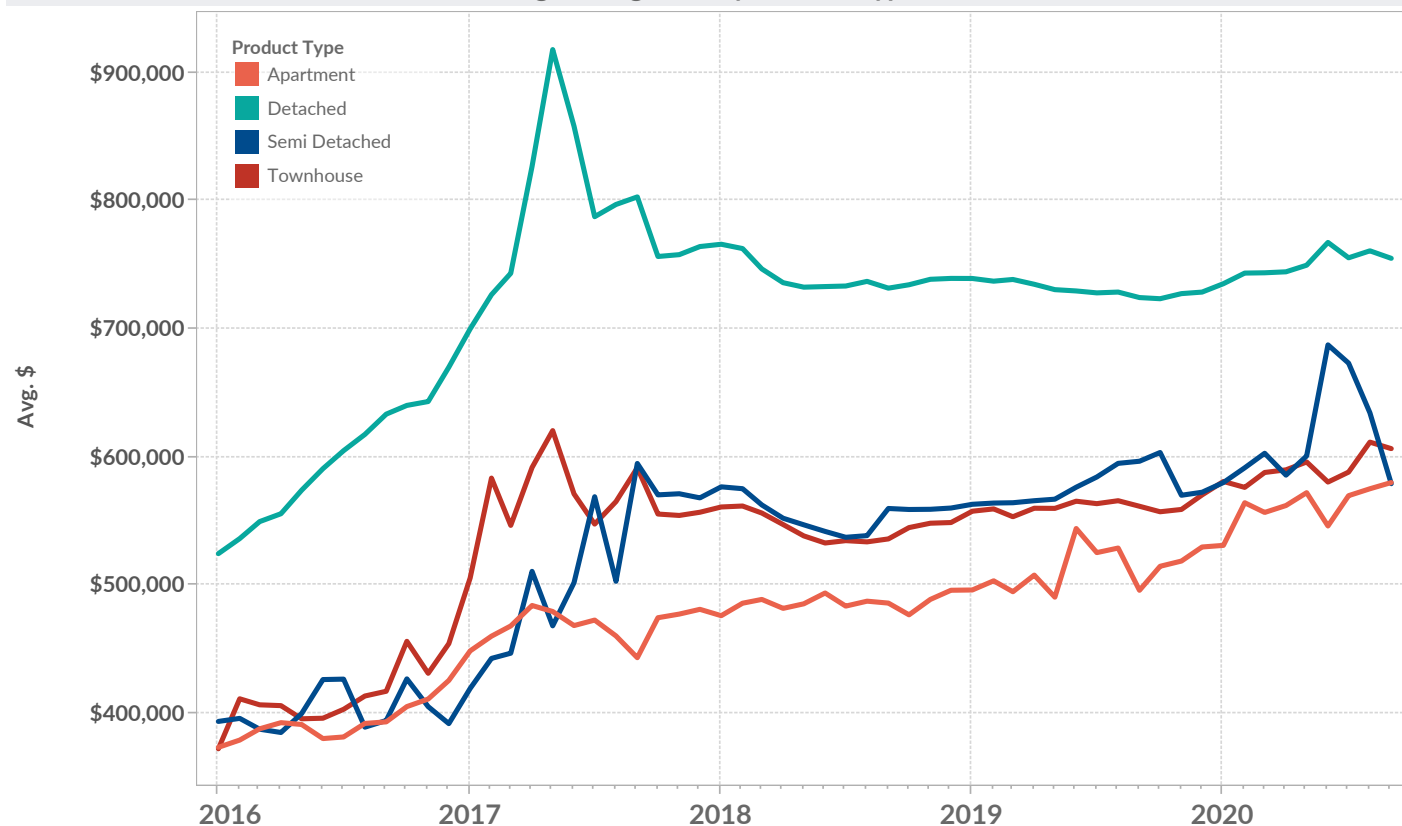


Pricing

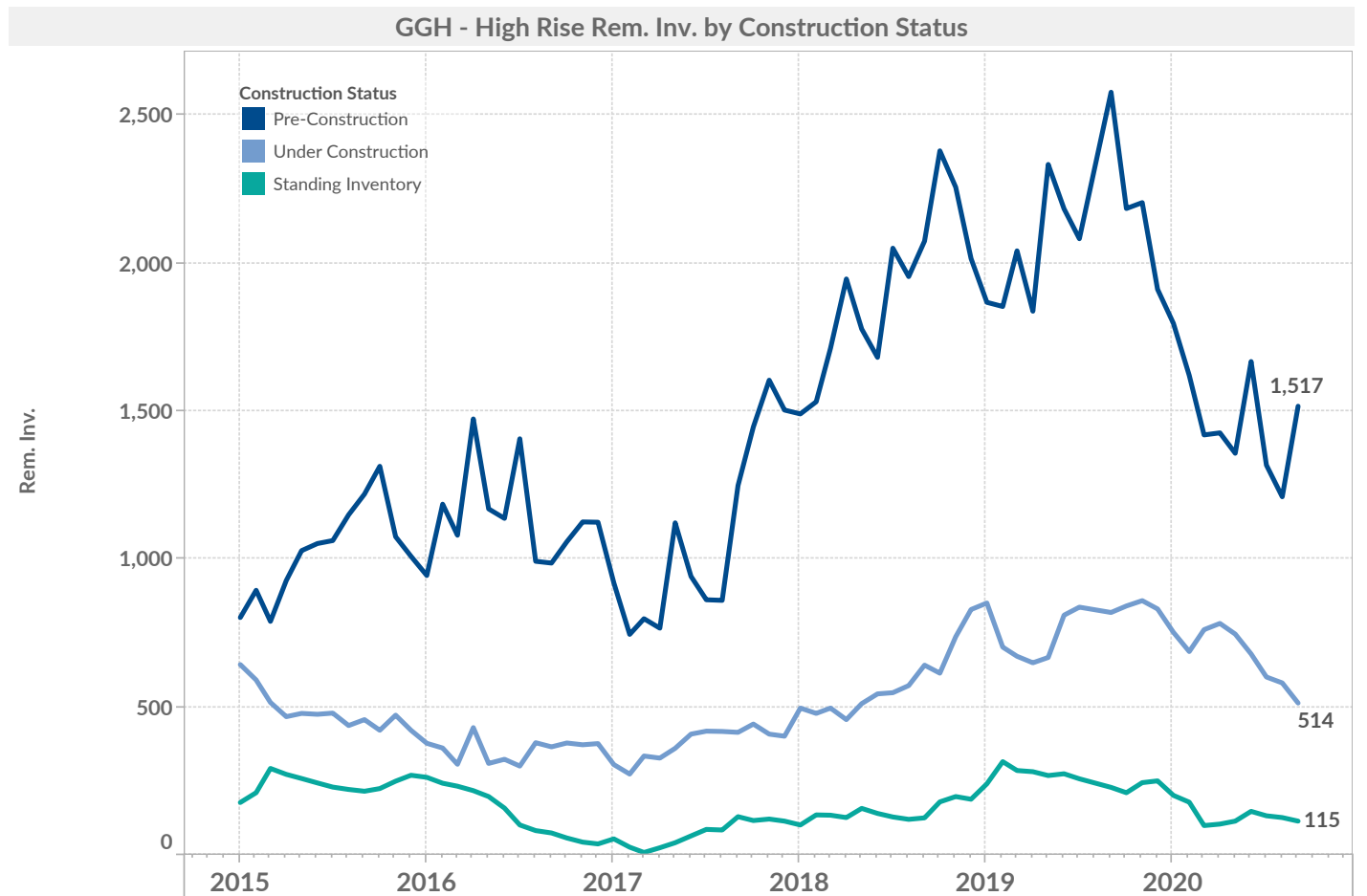
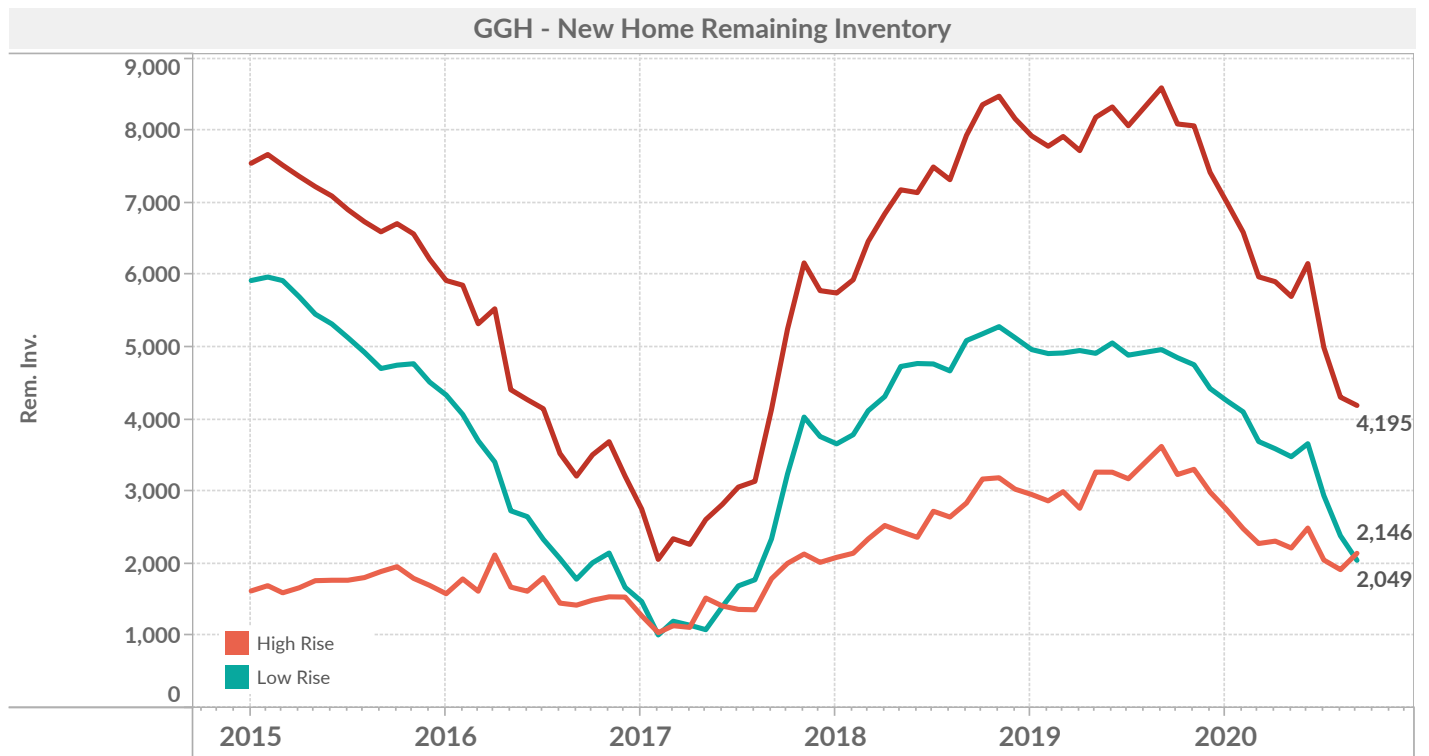
New Home Avg. Asking Price



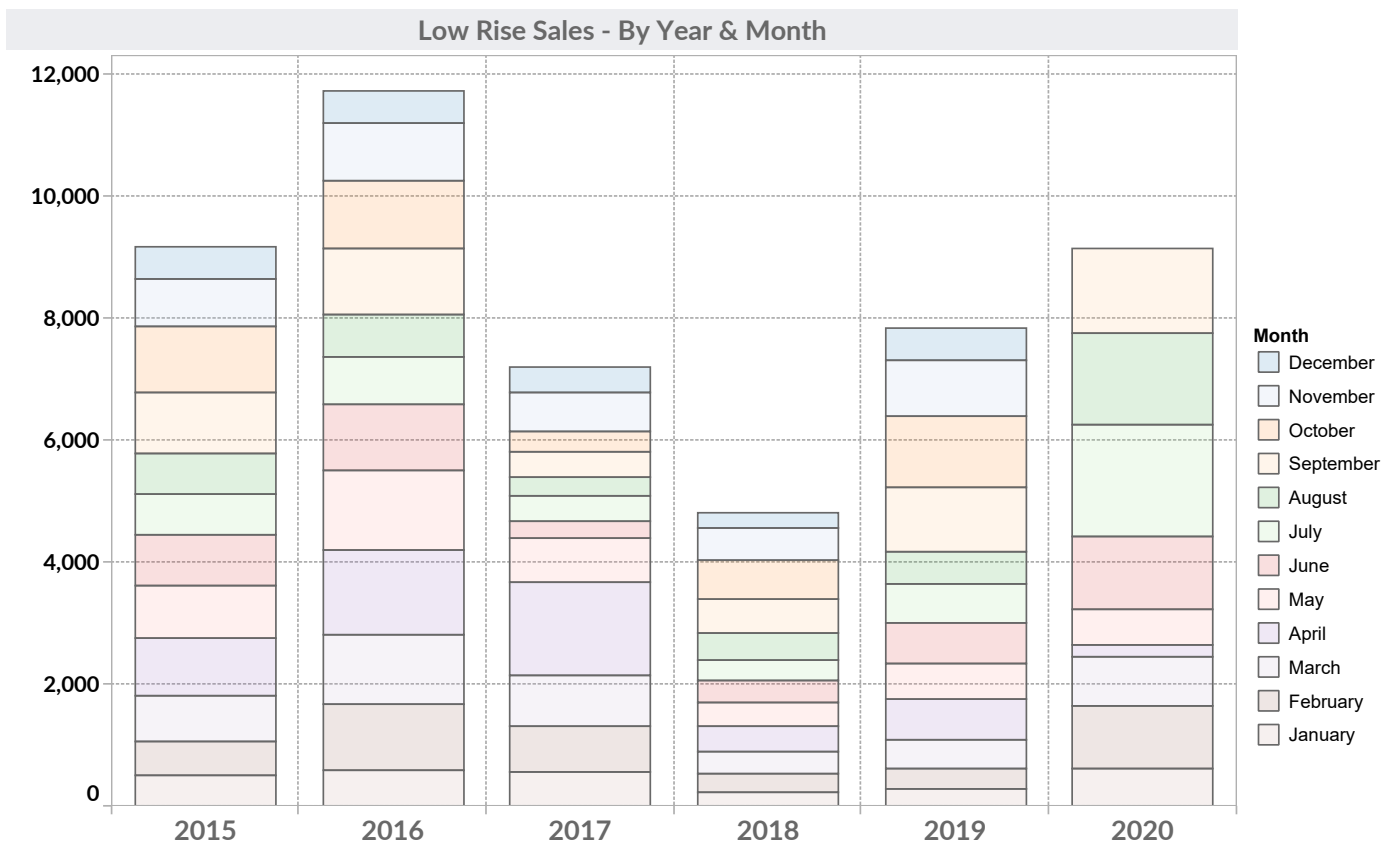
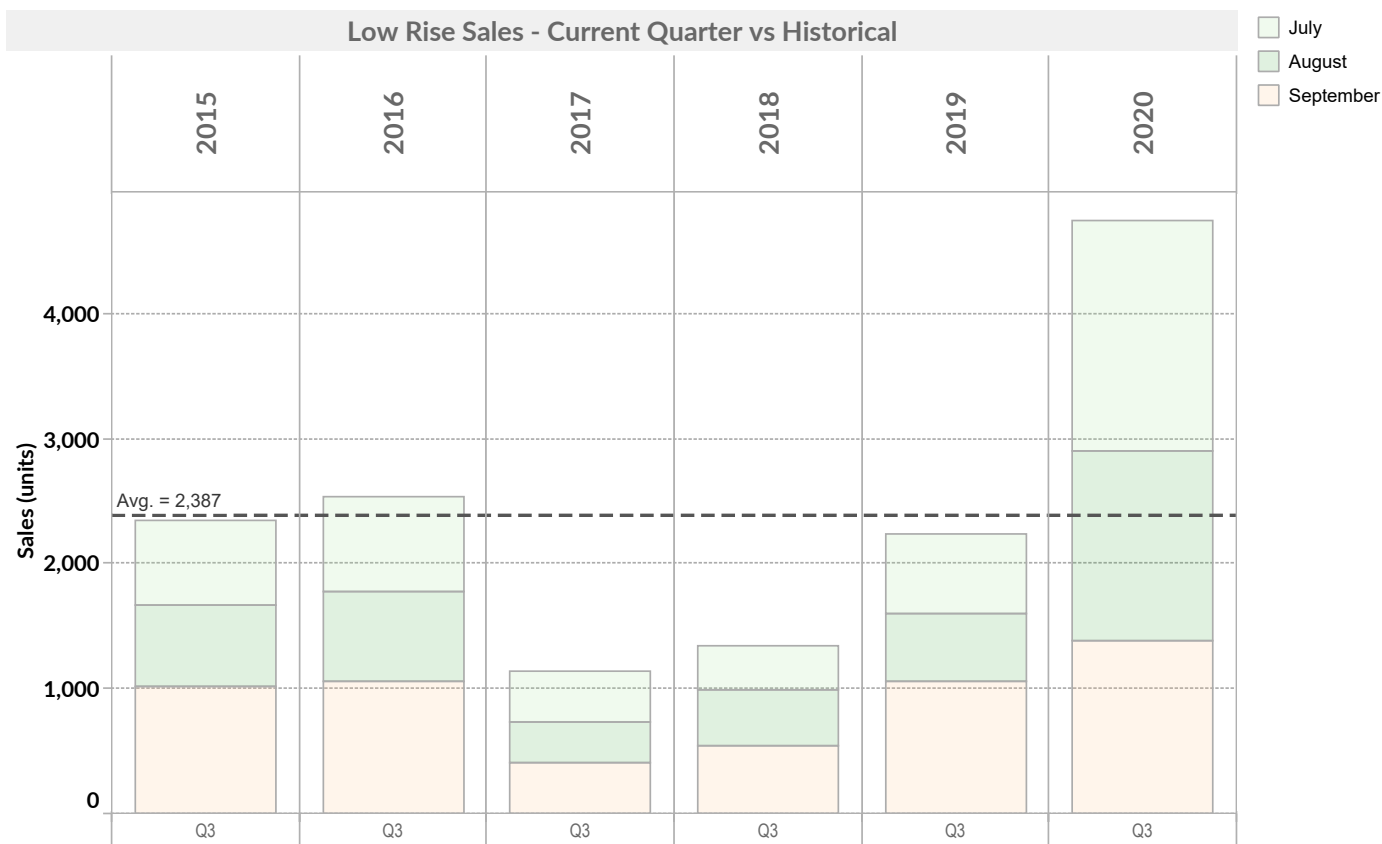
Avg. Asking Price by Product Type



Remaining Inventory

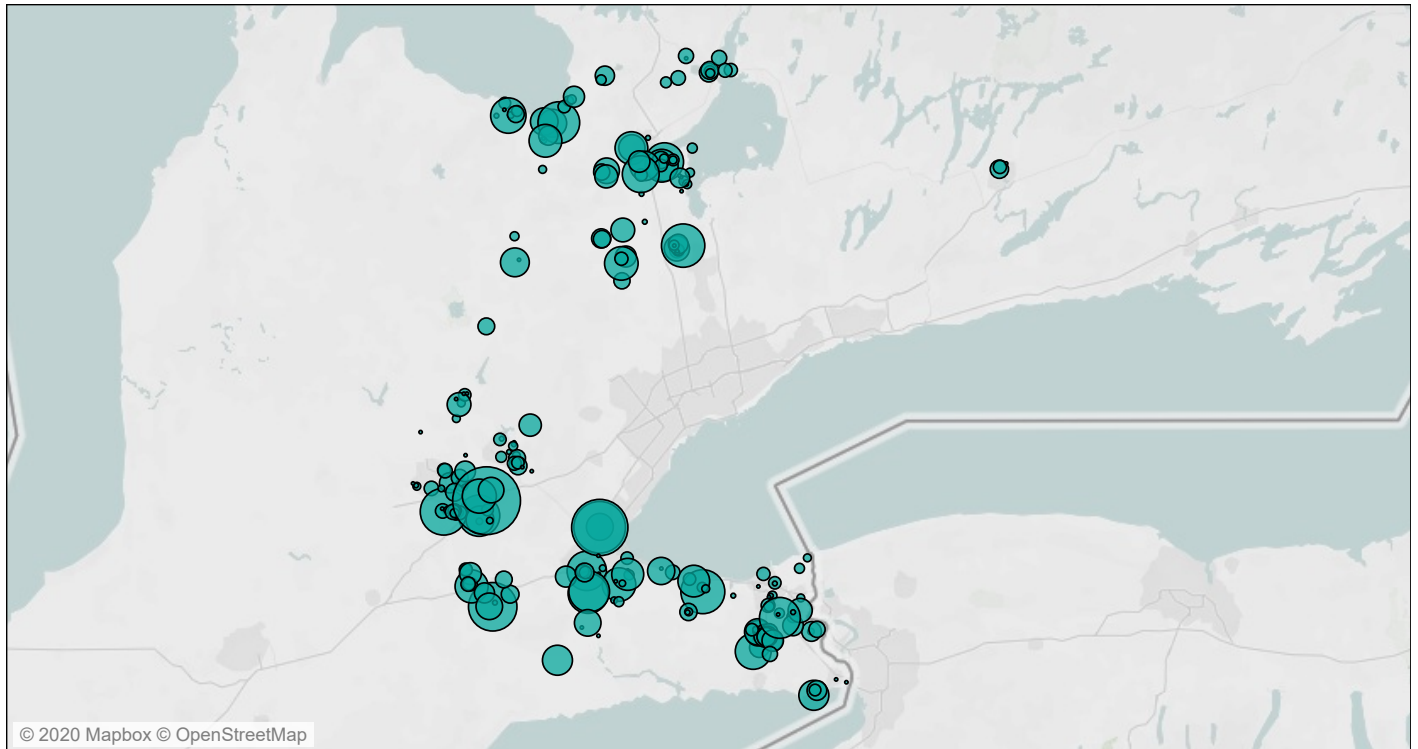


Historical Sales Comparison

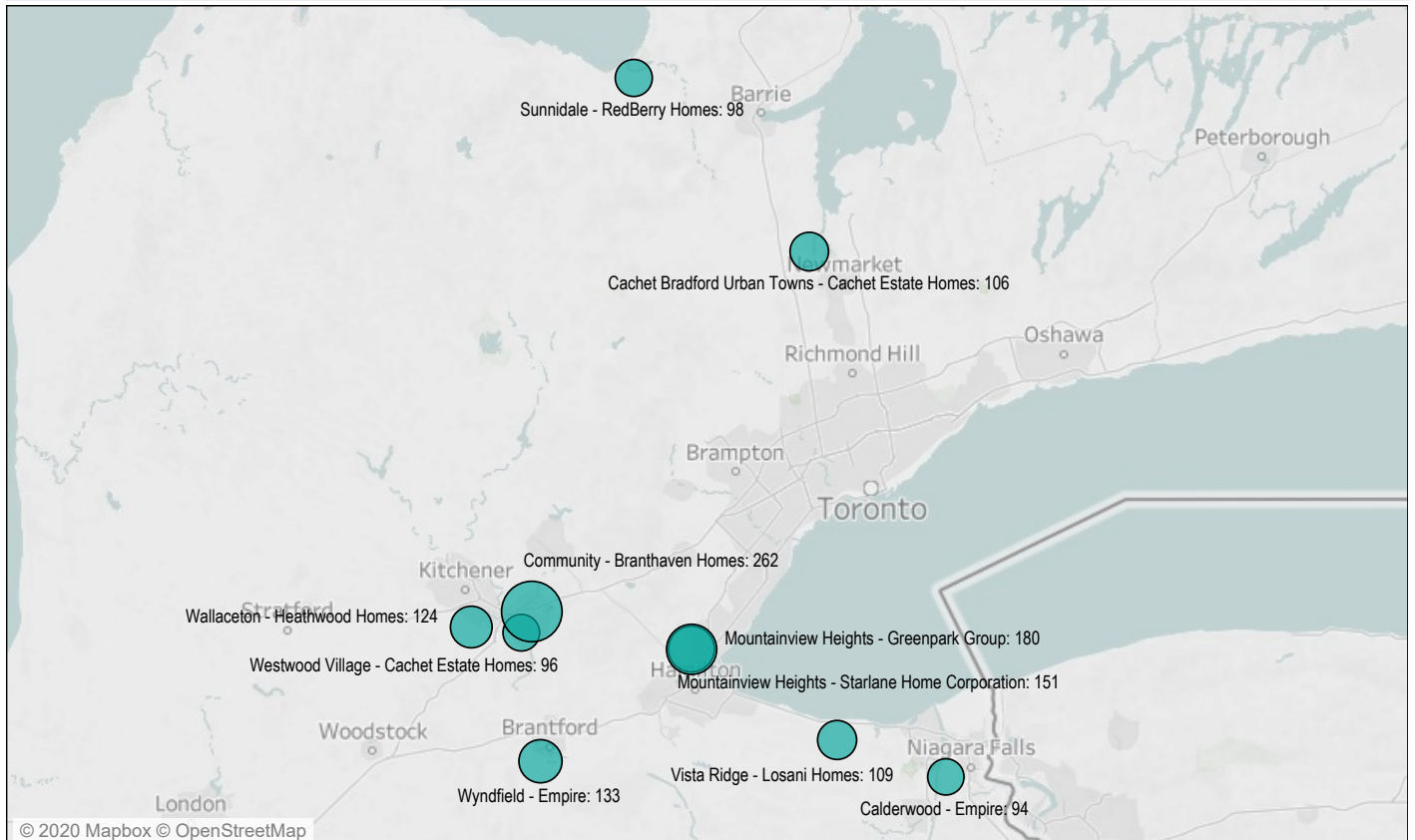


Current Sites

GGH - Active Low Rise Sites by Current Quarter Sales



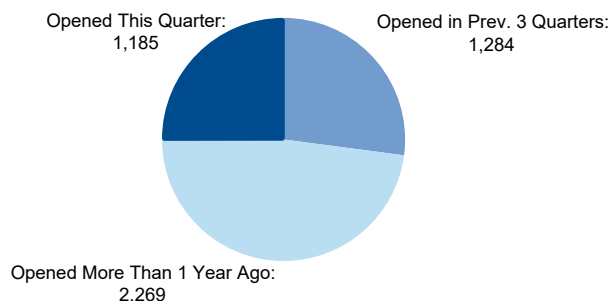
GGH - Top Sites by Current Quarter Sales



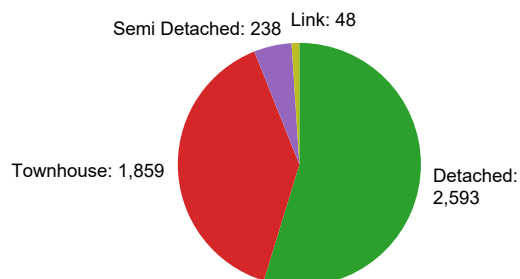
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

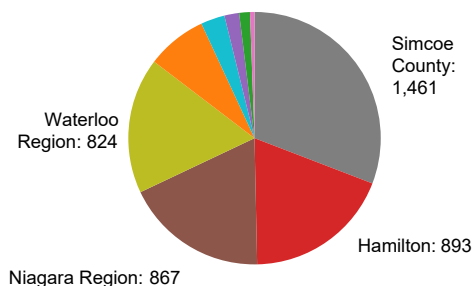
Sales by Opening Date



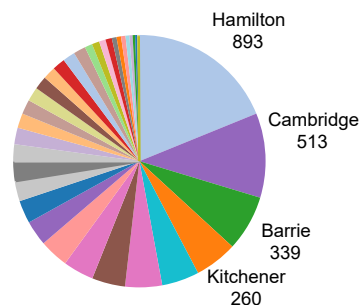
Sales by Product Type



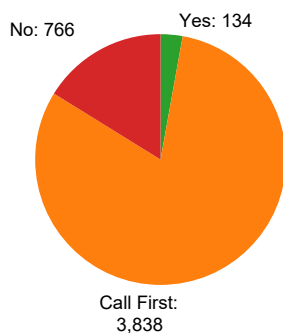
Sales by Region



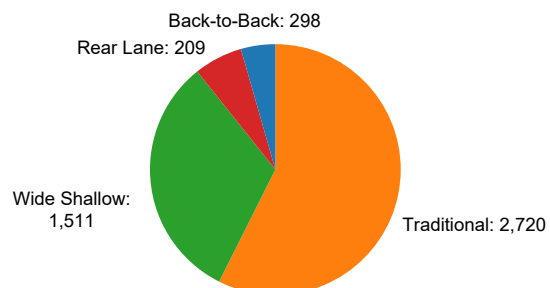
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



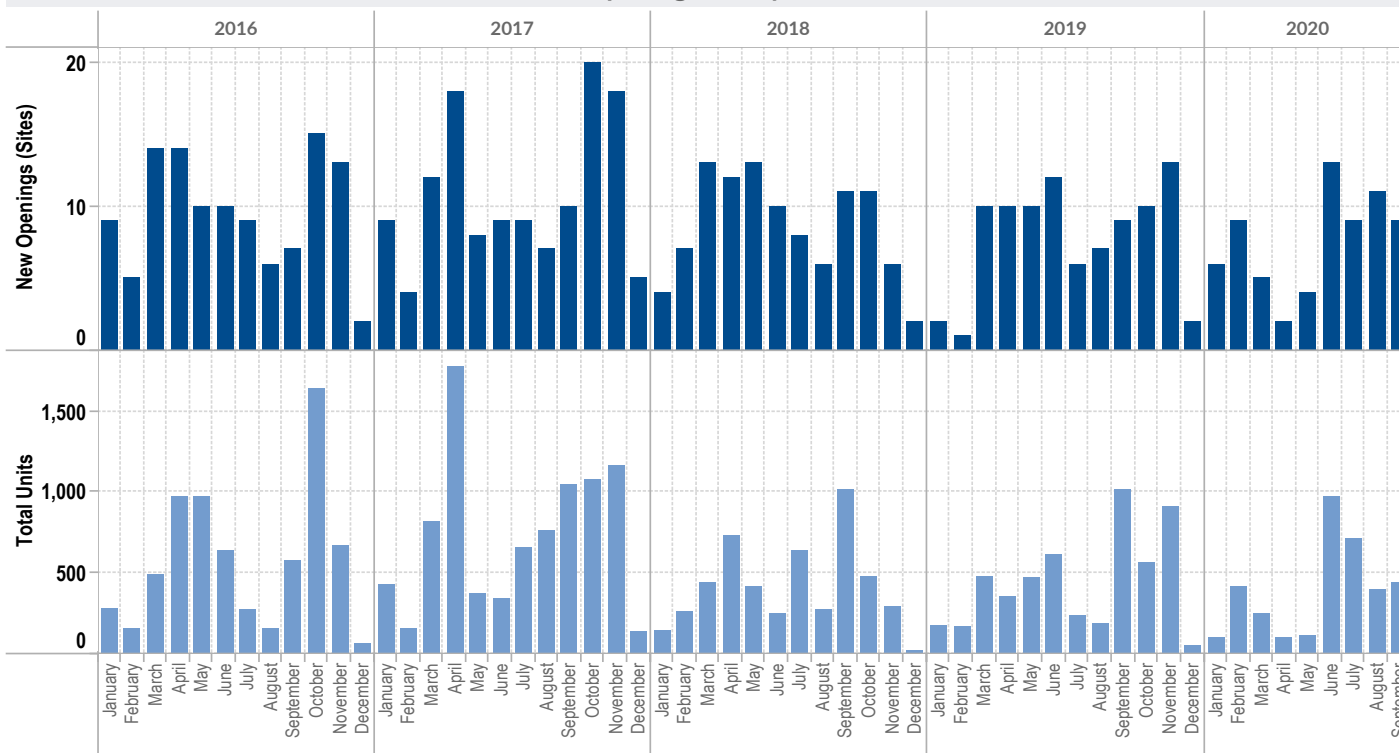
New Openings

Q3 2020 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Wyndfield - Empire	Freehold	Brantford	*	82	12	0	
Granwood Gate - WrightHaven Homes Ltd	Freehold	Centre Wellington	7/9/2020	12	5	2	\$352
Community - BrantHaven Homes	Freehold Commo..	Cambridge	7/12/2020	108	3	0	
Green Meadows - Still Homes	Freehold	Springwater	7/13/2020	59	4	39	\$299
Sunnidale - RedBerry Homes	Freehold	Wasaga Beach	7/17/2020	46	3	6	\$343
Woodland Creeks - Briarwood Homes	Freehold	Essa	7/17/2020	82	12	46	\$310
Parallel Towns - New Horizon Development Group	Freehold	Hamilton	8/1/2020	41	7	1	\$378
Vista Ridge - Losani Homes	Freehold Commo..	Lincoln	8/1/2020	74	15	9	\$302
Wallaceton - Heathwood Homes	Freehold	Kitchener	8/1/2020	9	2	4	
Cachet Bradford Urban Towns - Cachet Estate Homes	Condominium	West Gwillimbury	8/7/2020	106	26	0	
Tiffany Hill - Rosehaven Homes	Freehold Commo..	Hamilton	8/7/2020	39	14	0	
Grimsby Collection - BrantHaven Homes	Freehold	Grimsby	8/15/2020	56	28	0	
Mayberry Hill - Thomasfield Homes Limited	Freehold	Grand Valley	8/15/2020	18	4	3	\$337
Springbrook Meadows - Spoke Homes	Freehold	Hamilton	8/15/2020	25	3	18	\$409
Bear Creek Ridge - Pratt Homes	Freehold	Barrie	8/19/2020	3	1	1	\$348
Cortland - Marz Homes	Freehold	Hamilton	8/22/2020	19	15	0	
Foothills of Winona - DiCenzo Homes	Freehold Commo..	Hamilton	9/5/2020	53	27	26	
Waterstone - DiCenzo Homes and Nexus Developments	Condominium	Collingwood	9/5/2020	19	7	12	\$309
Treetops - First View Homes	Freehold	New Tecumseth	9/12/2020	12	6	6	\$350
Ventura - Honeyfield Communities	Freehold	Barrie	9/19/2020	95	60	35	
Westwood Village - Cachet Estate Homes	Freehold	Cambridge	9/19/2020	96	96	0	
Paris Riverside - Crystal Homes and Fernbrook Homes	Freehold	Brant	9/20/2020	25	3	22	
Ravines Edge - Centreville Homes *	Freehold Commo..	Shelburne	9/21/2020	29	0	29	\$278
Peachy Towns - New Horizon Development Group *	Freehold Commo..	Hamilton	9/28/2020	60	0	60	
Central Park - Midtown - Losani Homes *	Freehold Commo..	Hamilton	9/30/2020	56	0	56	\$386
Grand Total				1,224	353	375	\$332

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	2020												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Empire	42	44	37	19	126	125	269	78	88				828	9.0%		9.0%	
Cachet Estate Homes	7	110	20	7	3	43	16	129	151				486	5.3%		14.4%	
Branthaven Homes	0	0	0	2	3	30	189	180	42				446	4.9%		19.2%	
Mountainview Homes	15	43	24	20	40	59	73	52	40				366	4.0%		23.2%	
Losani Homes	37	37	42	13	13	29	50	81	38				340	3.7%		26.9%	
Starlane Home Corporation	2	3	3	3	0	65	114	37					227	2.5%		29.4%	
Greenpark Group						38	101	38	41				218	2.4%		31.8%	
Heathwood Homes	9	38	14	0	3	7	42	50	32				195	2.1%		33.9%	
Tribute Communities	9	17	10	0	19	24	51	30	33				193	2.1%		36.1%	
LIV Communities	0	3	1	4	3	96	68	0	15				190	2.1%		38.1%	
	616	1,024	807	208	565	1,193	1,839	1,515	1,384				9,151				

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

Builder	2019			2020									Total	Market Share %		Cum. Mkt. Share %	
	October	November	December	January	February	March	April	May	June	July	August	September					
Empire	77	52	18	42	44	37	19	126	125	269	78	88	975	8.3%		8.3%	
Cachet Estate Homes	10	86	2	7	110	20	7	3	43	16	129	151	584	5.0%		13.3%	
Losani Homes	86	57	47	37	37	42	13	13	29	50	81	38	530	4.5%		17.8%	
Branthaven Homes	2	0	1	0	0	0	2	3	30	189	180	42	449	3.8%		21.6%	
Mountainview Homes	32	16	8	15	43	24	20	40	59	73	52	40	422	3.6%		25.2%	
LIV Communities	74	32	16	0	3	1	4	3	96	68	0	15	312	2.7%		27.8%	
Fernbrook Homes	100	40	25	25	34	15	2	18	20	13	9	8	309	2.6%		30.4%	
Activa	42	44	14	16	11	52	8	5	21	18	16	8	255	2.2%		32.6%	
Tribute Communities	23	14	9	9	17	10	0	19	24	51	30	33	239	2.0%		34.6%	
Starlane Home Corporation	4	6	0	2	3	3	3	0	65	114	37		237	2.0%		36.6%	
	1,157	924	534	616	1,024	807	208	565	1,193	1,839	1,515	1,384	11,766				

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2020 Q3
Community - Branthaven Homes	Cambridge	Townhouse	16'	110
			20'	102
			21'	50
		Total		262
Mountainview Heights - Greenpark Group	Hamilton	Detached	41'	59
			44'	121
		Total		180
Mountainview Heights - Starlane Home Corporation	Hamilton	Detached	47'	19
			50'	2
		Semi Detached	25'	63
			28'	67
		Total		151
Wyndfield - Empire	Brantford	Detached	27'	49
			34'	72
			36'	1
			42'	10
			44'	1
		Total		133
Wallacetown - Heathwood Homes	Kitchener	Detached	31'	67
			36'	5
		Townhouse	20'	52
			Total	124
Vista Ridge - Losani Homes	Lincoln	Detached	36'	6
			40'	16
			46'	4
			50'	1
		Townhouse	15'	24
			18'	10
			20'	42
			23'	6
		Total		109
Cachet Bradford Urban Towns - Cachet Estate Homes	West Gwillimbury	Townhouse	15'	106
			Total	106
Sunnidale - RedBerry Homes	Wasaga Beach	Detached	40'	22
			43'	18
			50'	4
		Semi Detached	30'	6
			25'	48
		Total		98
Westwood Village - Cachet Estate Homes	Cambridge	Detached	30'	29
			36'	31
		Townhouse	20'	36
			Total	96

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2020 Q3				2019 Q3			
		Detached	Link	Semi Detached	Townhouse	Detached	Link	Semi Detached	Townhouse
County of Brant	Brant	● 110		● 2	● 27	● 135		● 3	● 22
	Brantford	● 200		● 7	● 20	● 62		● 1	● 79
	Total	● 310		● 9	● 47	● 197		● 4	● 101
Dufferin County	Grand Valley	● 15				● 10			
	Melancthon	● 4				● 0			
	Orangeville								● 5
	Shelburne	● 20		● 15	● 11	● 17		● 17	● 24
	Total	● 39		● 15	● 11	● 27		● 17	● 29
Haldimand County	Haldimand County	● 85		● 4		● 68			● 50
	Total	● 85		● 4		● 68			● 50
Hamilton	Hamilton	● 483		● 132	● 278	● 58		● 17	● 115
	Total	● 483		● 132	● 278	● 58		● 17	● 115
Niagara Region	Fort Erie	● 19	● 12		● 47	● 7			● 5
	Grimsby	● 56			● 19	● 0		● 1	● 7
	Lincoln	● 35		● 1	● 83	● 16		● 1	● 12
	Niagara Falls	● 17	● 11	● 1	● 74	● 6	● 9	● 5	● 20
	Niagara-on-the-Lake	● 2		● 3	● 3	● 1		● 0	● 11
	Pelham	● 44		● 6	● 38	● 3		● 1	● 3
	St. Catharines	● 0			● 23	● 4			● 21
	Thorold	● 164		● 3	● 34	● 21		● 2	● 43
	Welland	● 53			● 99	● 45	● 2		● 6
	West Lincoln	● 5			● 15	● 3			● 19
	Total	● 395	● 23	● 14	● 435	● 106	● 11	● 10	● 147
Peterborough County	Peterborough	● 18			● 9	● 9			● 2
	Total	● 18			● 9	● 9			● 2
Simcoe County	Adjala-Tosorontio								
	Barrie	● 172		● 19	● 148	● 14			● 158
	Clearview	● 84		● 0	● 2	● 35		● 0	● 10
	Collingwood	● 60	● 2	● 5	● 33	● 19	● 0	● 0	● 33
	Essa	● 51	● 23		● 6	● 5	● 17		● 16
	Innisfil	● 35			● 5	● 28	● 12		● 22
	New Tecumseth	● 90		● 7	● 80	● 29		● 3	● 38
	Orillia	● 46			● 31	● 9		● 0	● 7
	Oro-Medonte	● 29				● 3			● 1
	Springwater	● 123				● 9			
	Wasaga Beach	● 117		● 6	● 101	● 5			● 24
	West Gwillimbury	● 73			● 113	● 41		● 18	● 28
	Total	● 880	● 25	● 37	● 519	● 197	● 29	● 21	● 337
Waterloo Region	Cambridge	● 103			● 410	● 9			● 142
	Kitchener	● 136		● 12	● 112	● 112		● 1	● 73
	North Dumfries					● 11		● 14	
	Waterloo	● 4			● 9	● 39		● 2	● 3
	Woolwich	● 38			● 0	● 52		● 7	● 13
	Total	● 281		● 12	● 531	● 223		● 24	● 231
Wellington County	Centre Wellington	● 29		● 11	● 5	● 54		● 0	● 14
	Guelph	● 46		● 4	● 24	● 11		● 10	● 107
	Guelph/Eramosa	● 27				● 11			● 1
	Puslinch	● 0				● 0			
	Total	● 102		● 15	● 29	● 76		● 10	● 122
Grand Total		● 2,593	● 48	● 238	● 1,859	● 961	● 40	● 103	● 1,134

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