



Greater Golden Horseshoe Low Rise Projects

New Homes Quarterly Market Report
Data as of December 2020

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q4 2020		Q4 2019		Change
Condominium Apartment	1,354		1,499		-9.7%
Single Family	3,739		2,611		43.2%
Total	5,093		4,110		23.9%
Year to Date Sales	Jan.-Dec. 2020		Jan.-Dec. 2019		Y/Y Change
Condominium Apartment	4,577		4,439		3.1%
Single Family	12,944		7,836		65.2%
Total	17,521		12,275		42.7%
Year to Date Supply	Jan.-Dec. 2020		Jan.-Dec. 2019		Y/Y Change
Condominium Apartment	3,569		4,379		-18.5%
Single Family	9,545		7,147		33.6%
Total	13,114		11,526		13.8%
Year to Date Completions	Jan.-Dec. 2020		Jan.-Dec. 2019		Y/Y Change
Condominium Apartment	2,307		2,639		-12.6%
Remaining Inventory	Dec-20	Sep-20	Dec-19	M/M Change	Y/Y Change
Condominium Apartment	2,134	2,983	3,533	-28.5%	-39.6%
Single Family	1,042	2,017	4,441	-48.3%	-76.5%
Total	3,176	5,000	7,974	-36.5%	-60.2%
Average Asking Price	Dec-20	Sep-20	Dec-19	M/M Change	Y/Y Change
Condominium Apartment	\$578,665	\$531,884	\$507,496	8.8%	14.0%
Single Family	\$793,964	\$722,359	\$678,284	9.9%	17.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	12	98	248	189	
Condominium Apartment Units	1,267	12,092	8,569	5,800	
% Sold*	52%	74%	92%	58%	
Single Family Projects	30	146			
Single Family Units	1,575	10,860			
% Sold*	67%	90%			

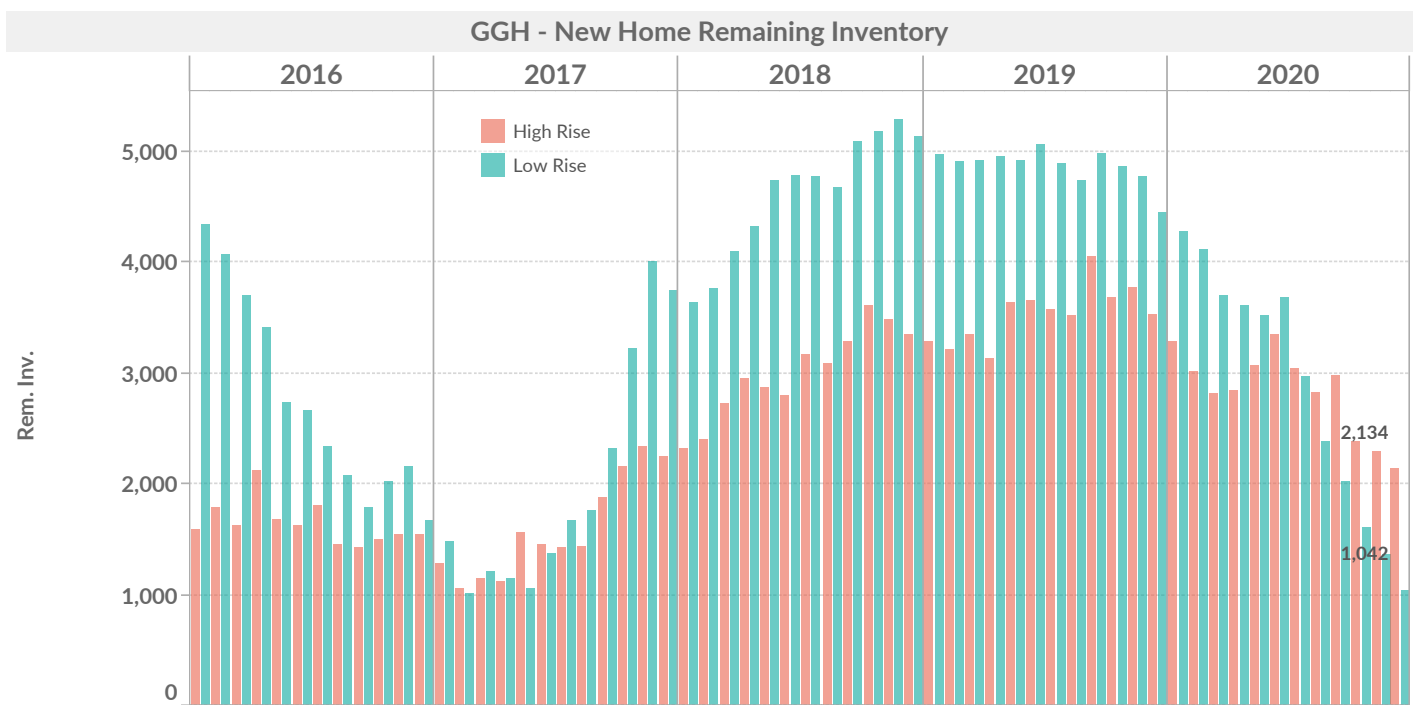
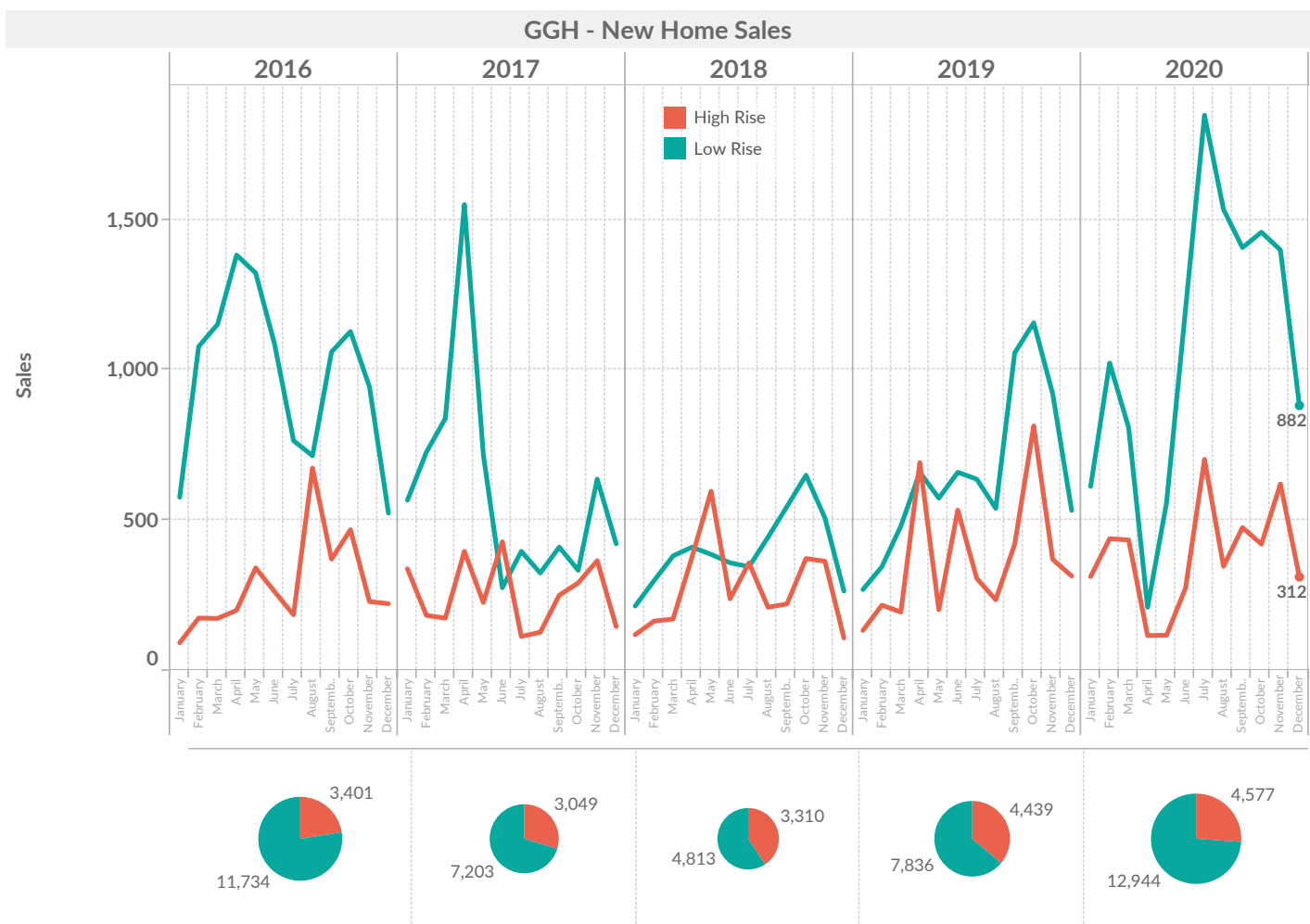
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

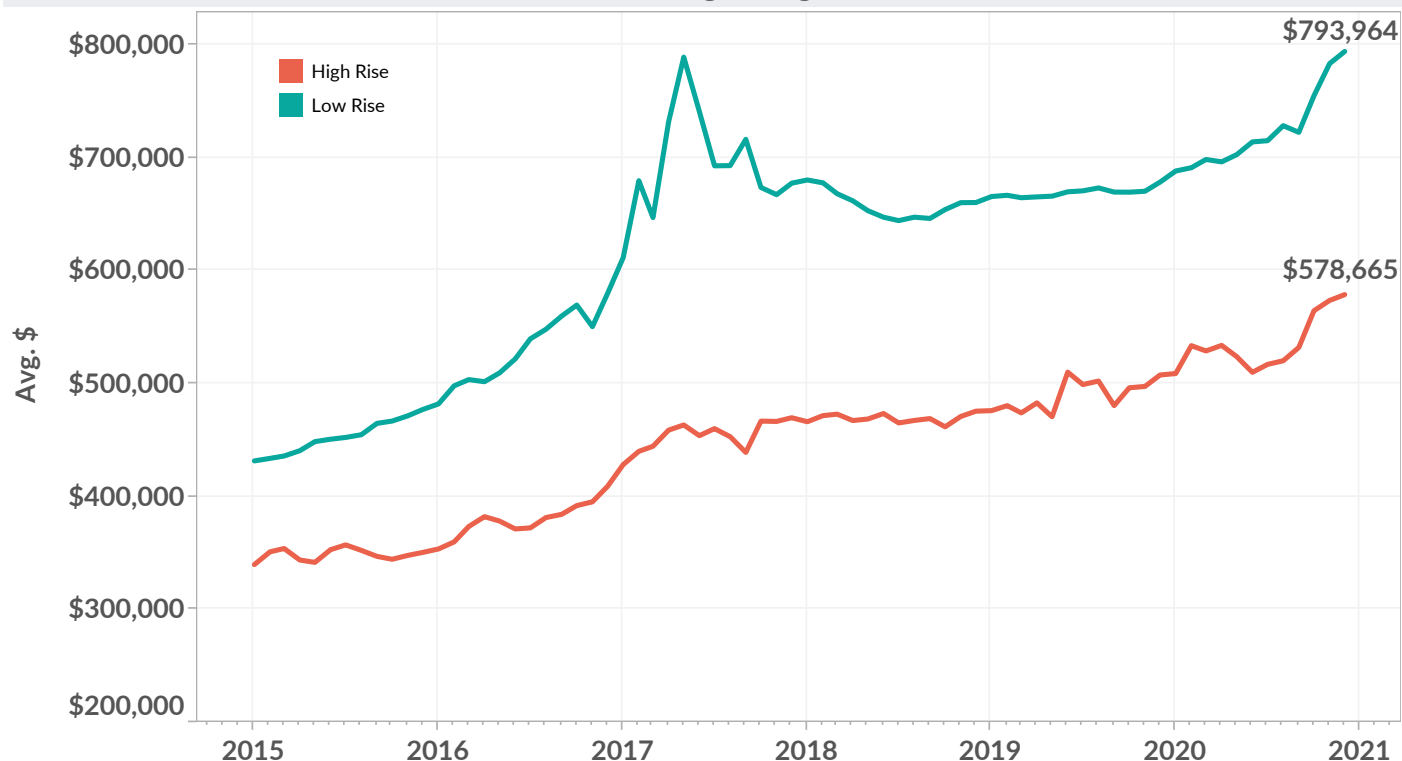
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

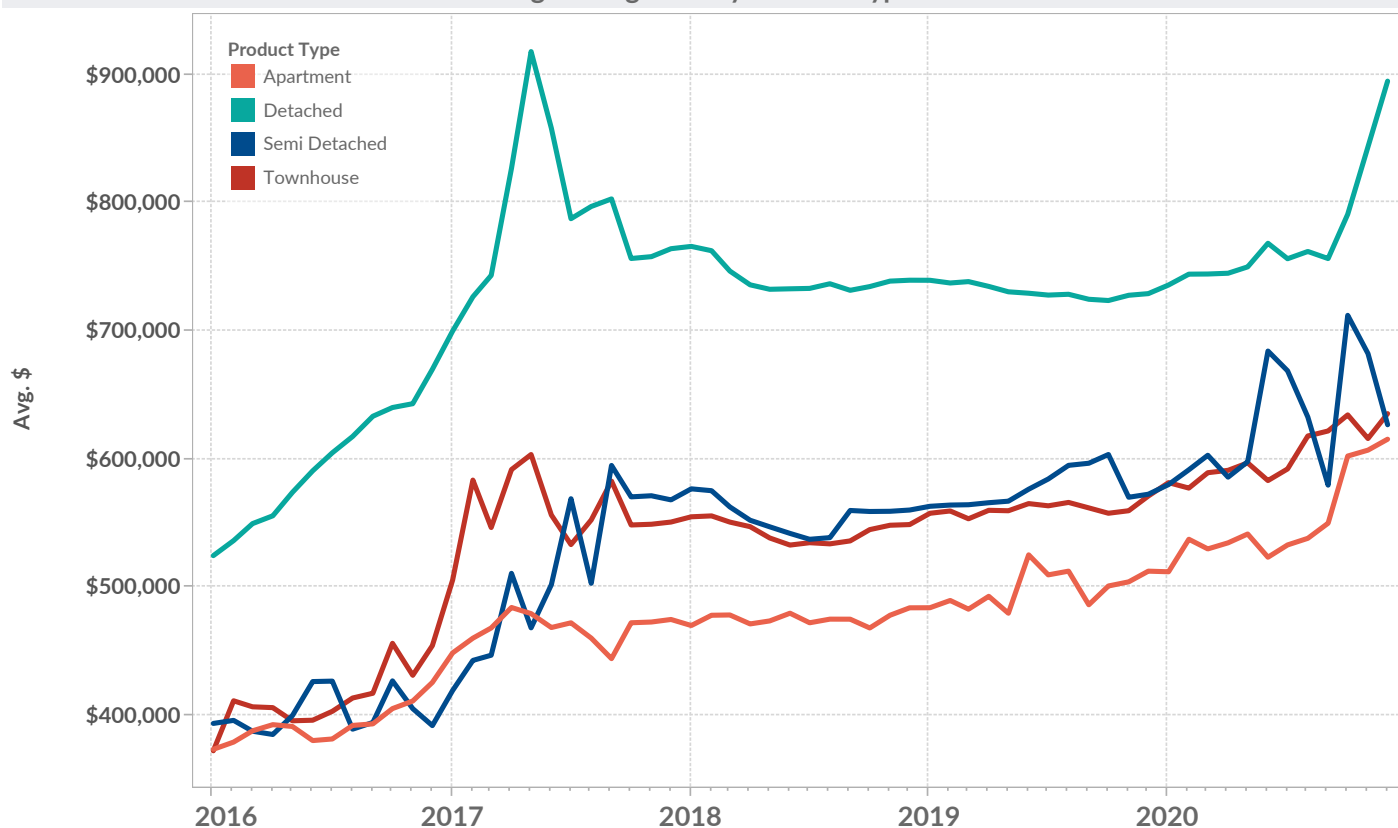


Pricing

New Home Avg. Asking Price

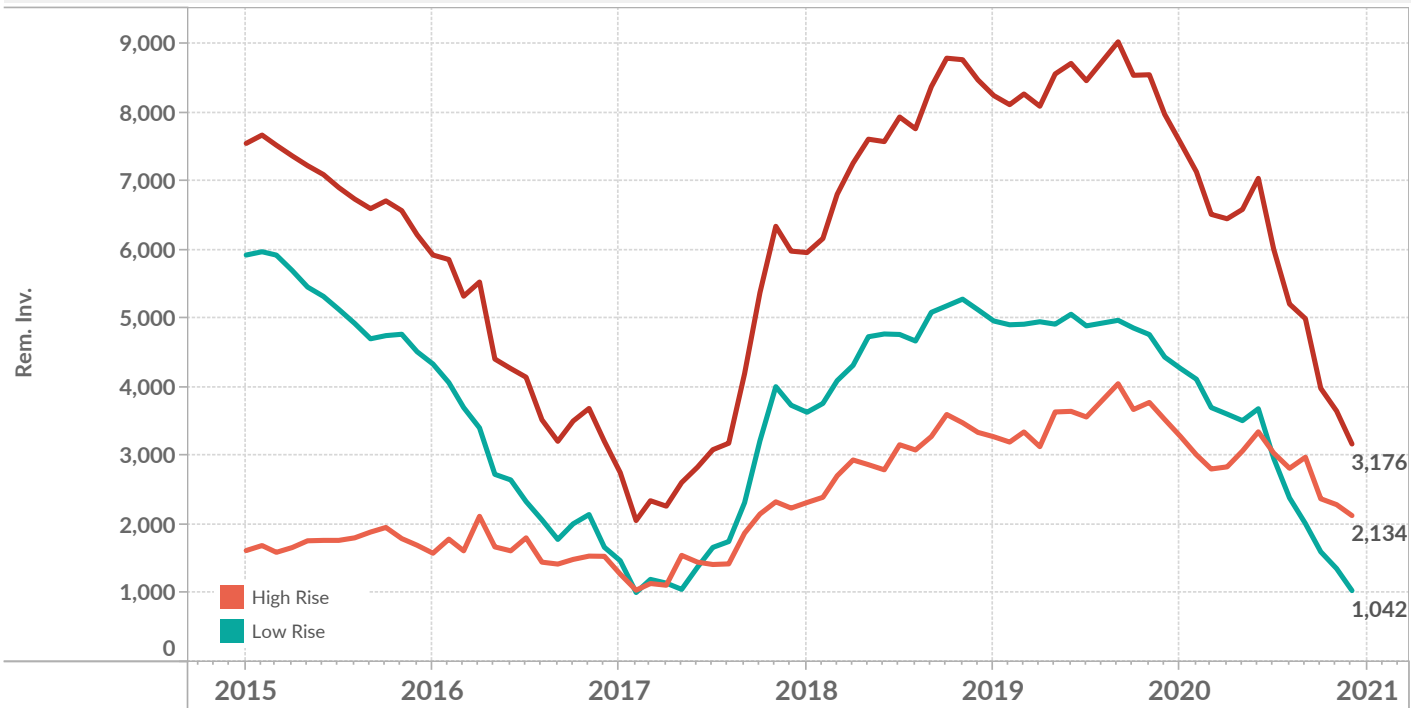


Avg. Asking Price by Product Type

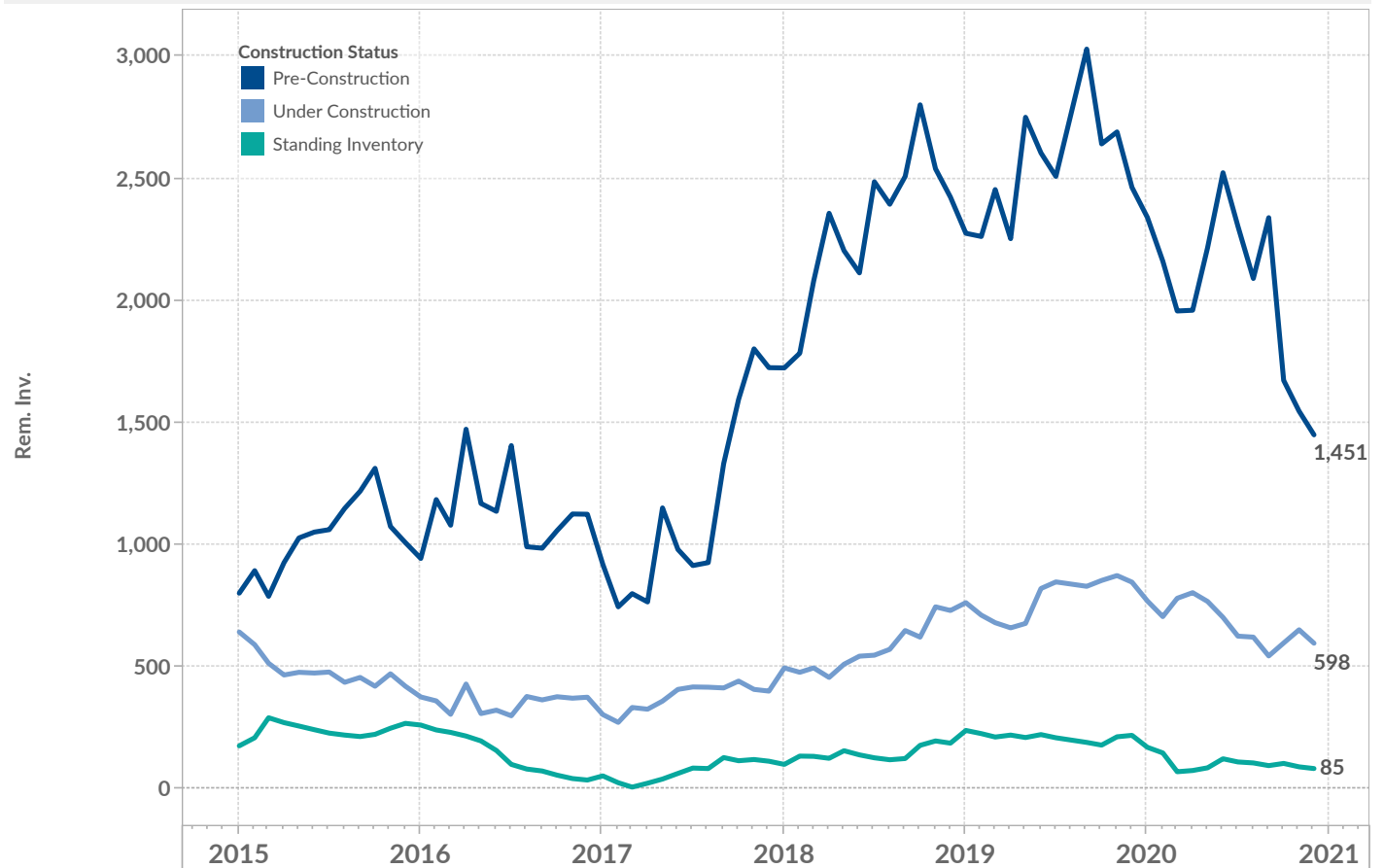


Remaining Inventory

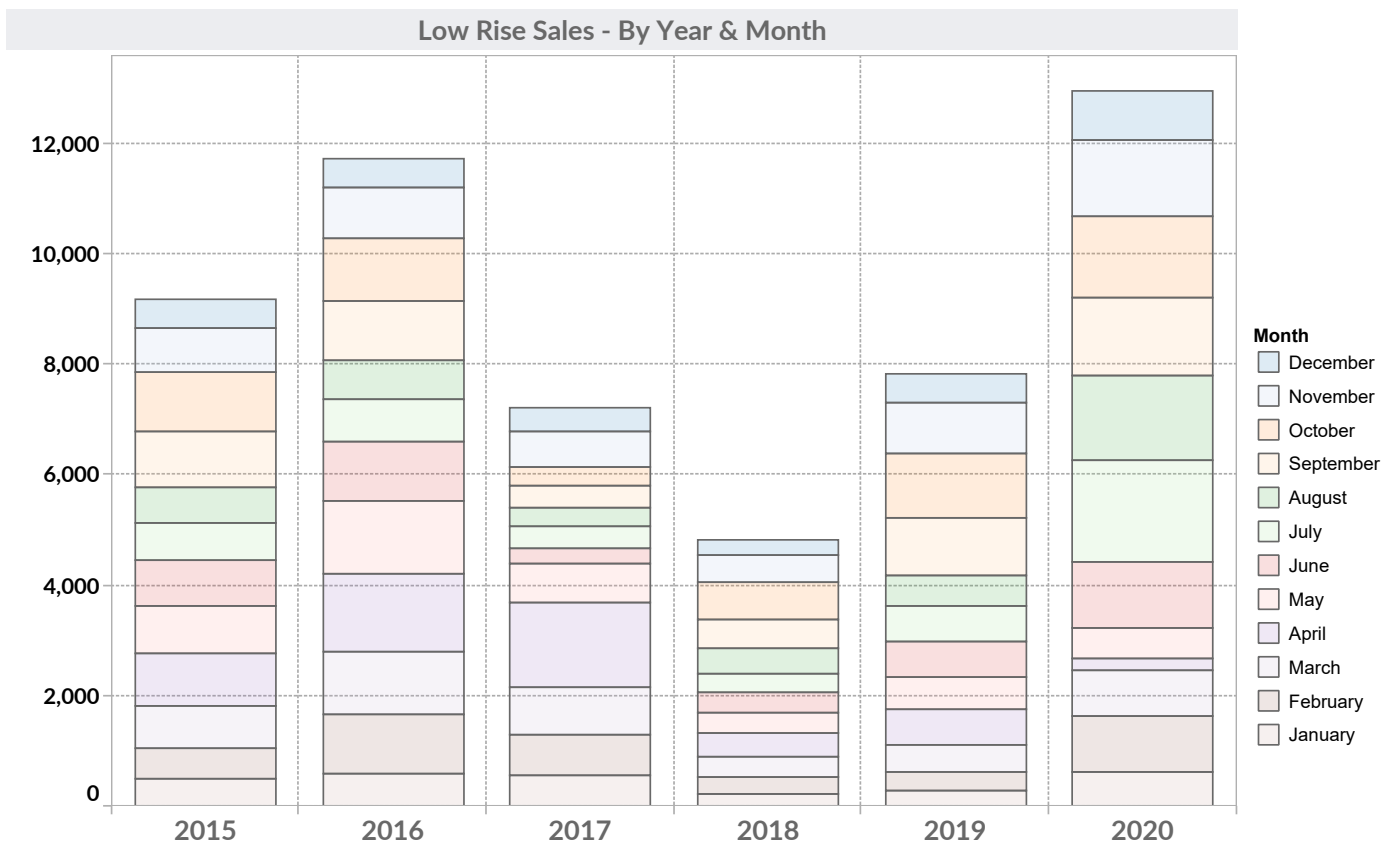
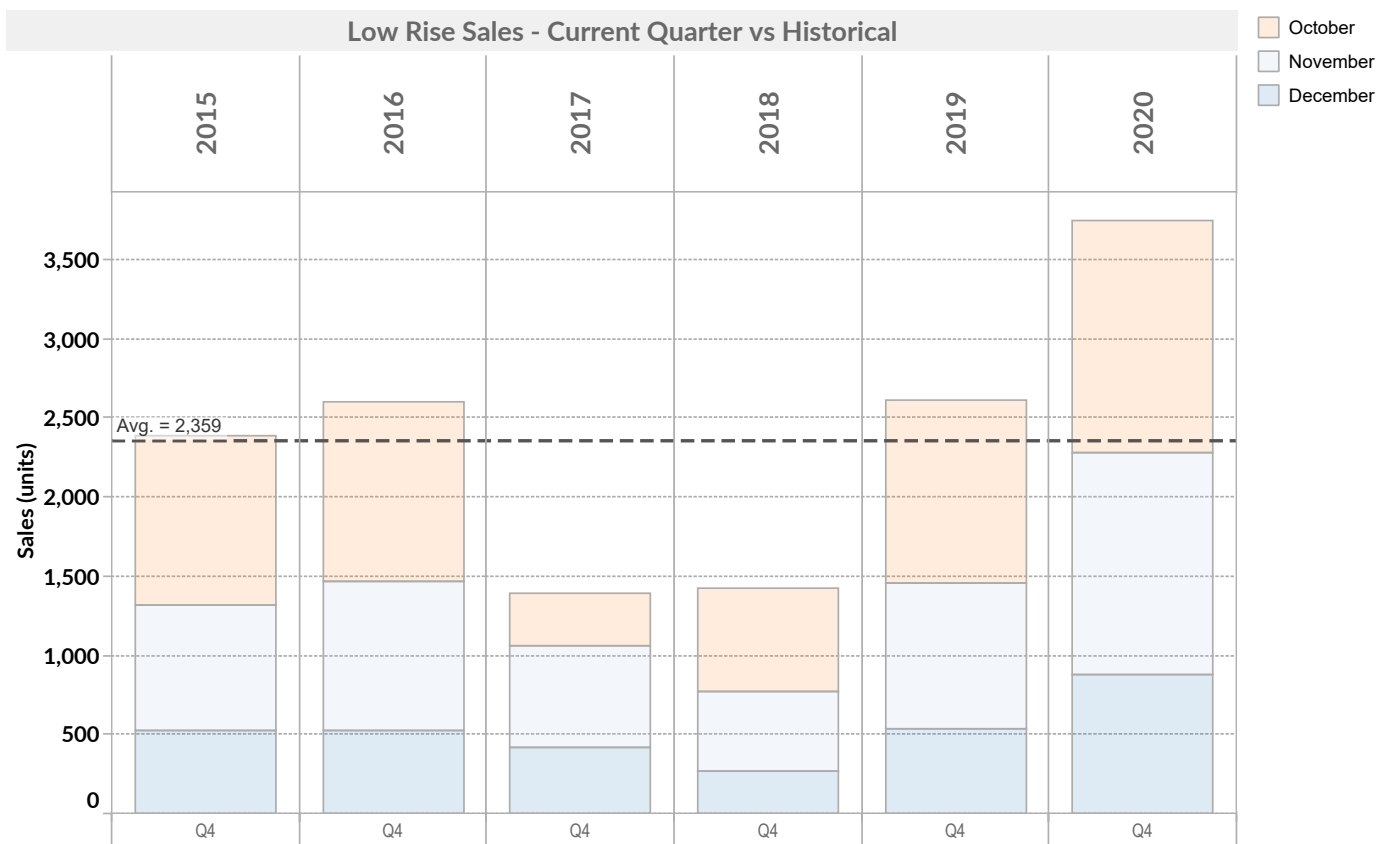
GGH - New Home Remaining Inventory



GGH - High Rise Rem. Inv. by Construction Status

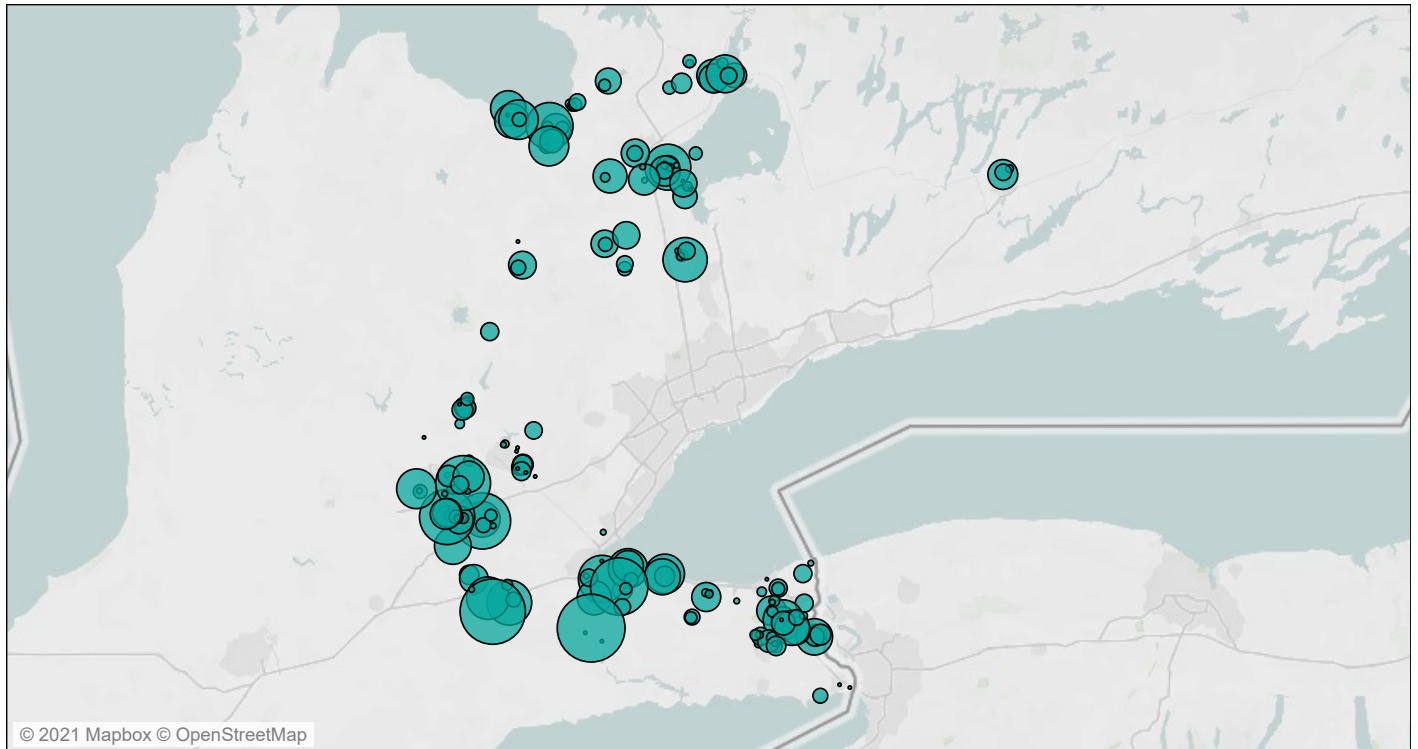


Historical Sales Comparison

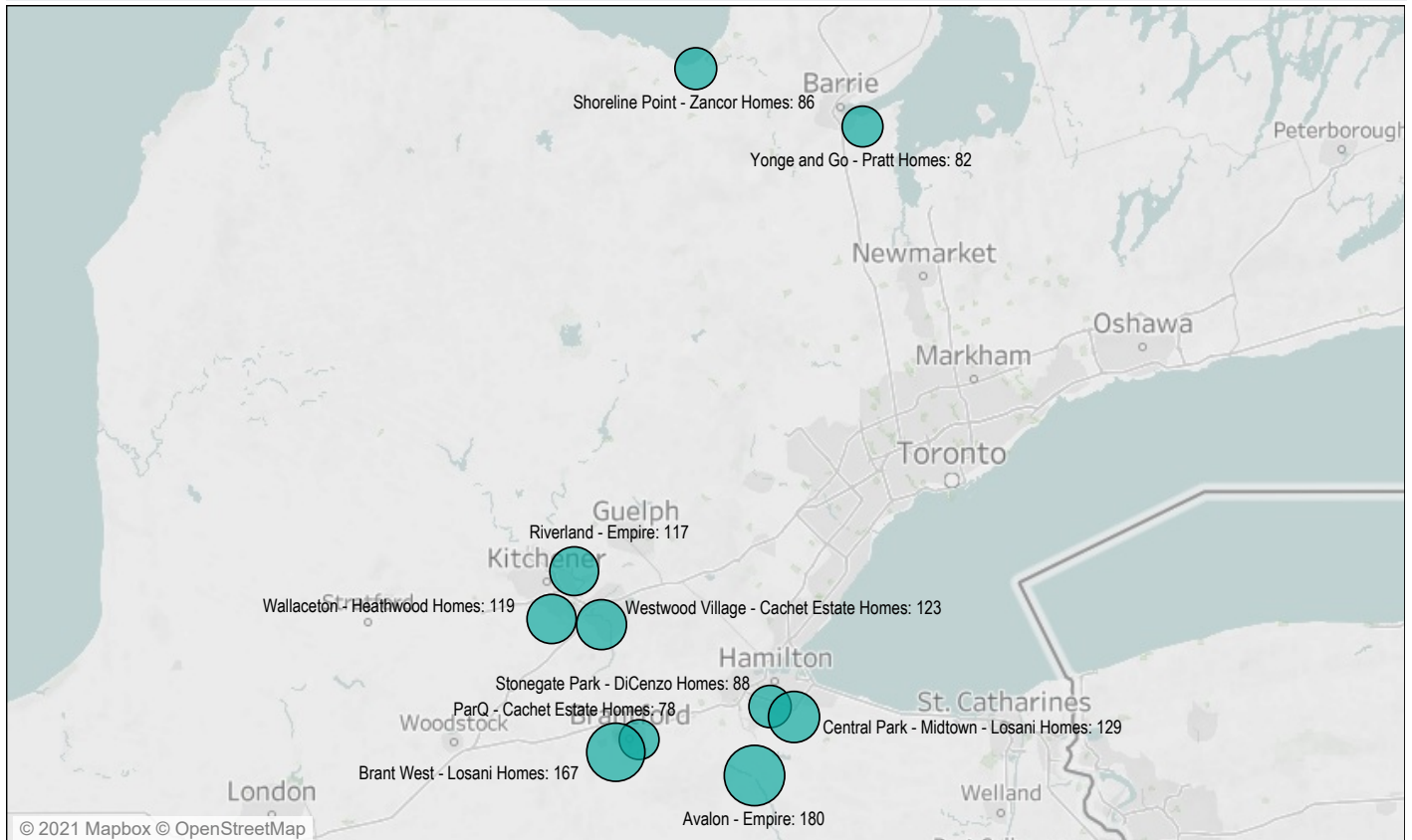


Current Sites

GGH - Active Low Rise Sites by Current Quarter Sales



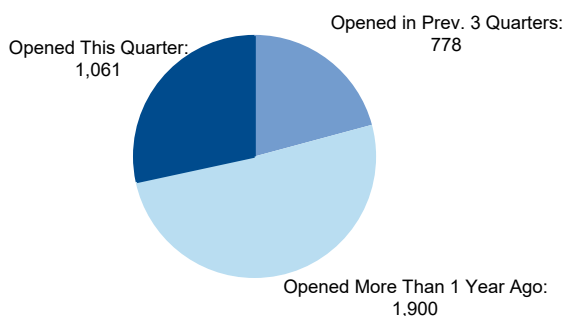
GGH - Top Sites by Current Quarter Sales



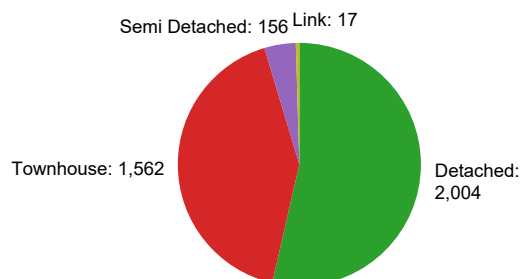
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

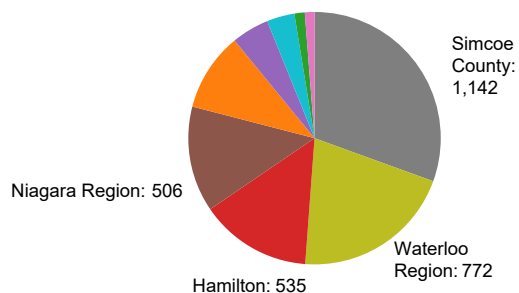
Sales by Opening Date



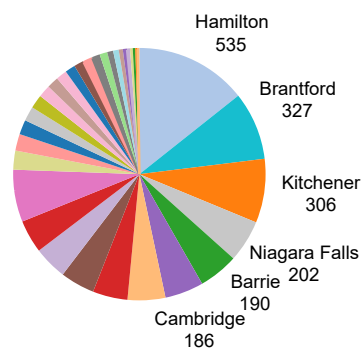
Sales by Product Type



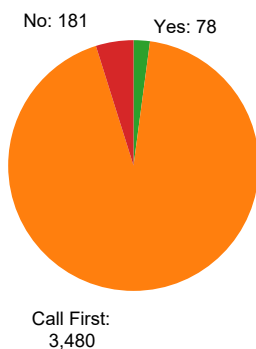
Sales by Region



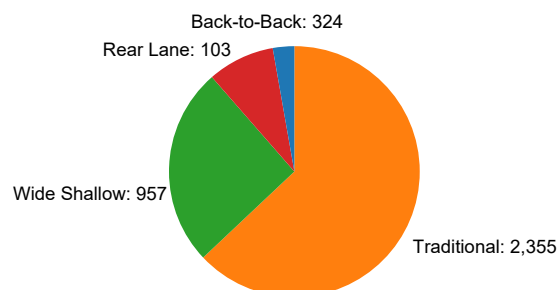
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



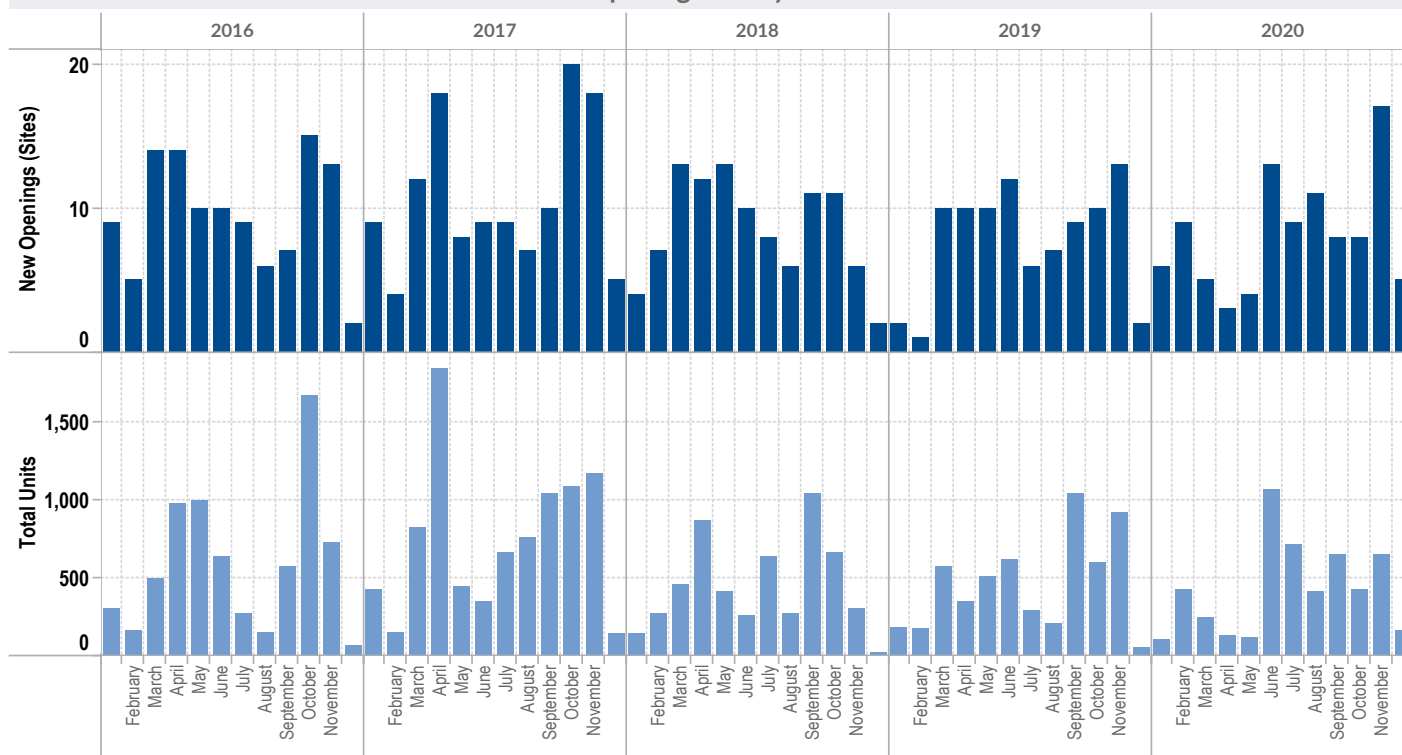
New Openings

Q4 2020 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Yonge and Go - Bradley Homes	Freehold	Barrie	10/3/2020	19	0	0	
West Mill Landing - Freure Homes	Condominium	North Dumfries	10/14/2020	52	18	7	\$370
Highlands of Mount Hope - Sonoma Homes	Freehold Commo..	Hamilton	10/16/2020	34	3	0	
Green Valley East - Bayview Wellington Homes	Freehold	West Gwillimbury	10/17/2020	32	0	0	
ParQ - Cachet Estate Homes	Freehold Commo..	Brantford	10/20/2020	78	0	0	
Shoreline Point - Zancor Homes	Freehold	Wasaga Beach	10/24/2020	87	16	1	\$409
Blue Springs - Ridgeview Homes	Freehold	Kitchener	11/1/2020	25	7	13	\$385
Huron Village - Activa	Freehold	Kitchener	11/1/2020	12	0	2	\$370
Ravines Edge - Centreville Homes	Freehold Commo..	Shelburne	11/1/2020	29	0	0	
Brant West - Losani Homes	Freehold Commo..	Brantford	11/7/2020	130	20	25	\$360
Royal Valley - Country Green Homes	Freehold	Guelph	11/7/2020	14	10	0	
Royal Valley - Mikmada Homes	Freehold	Guelph	11/7/2020	19	7	3	\$388
Pinehurst - Brookfield Residential	Freehold	Brant	11/9/2020	44	5	35	\$303
Fresh - Sterling Homes	Freehold Commo..	Orillia	11/14/2020	42	8	5	\$324
Roxboro - Carriage Gate Homes	Freehold Commo..	Hamilton	11/14/2020	60	0	0	
Stonegate Park - DiCenzo Homes	Freehold	Hamilton	*	100	39	15	
Lush - Empire	Freehold	Hamilton	11/18/2020	7	1	0	
NDSTRY Towns - Spallacci Homes	Freehold Commo..	Hamilton	11/19/2020	42	4	6	\$354
Avalon - Empire	Freehold	Haldimand County	11/24/2020	1	1	0	
Forestview - Mountainview Homes	Freehold	Niagara Falls	11/27/2020	47	21	0	
Lyon's Creek - Mountainview Homes	Freehold	Niagara Falls	11/27/2020	26	15	2	\$357
South River - Gemini Homes	Freehold	Centre Wellington	11/28/2020	16	5	1	\$390
South River - Granite Homes	Freehold	Centre Wellington	11/28/2020	18	2	2	\$403
Westwood Village Preserve - Huron Creek Developments	Freehold	Cambridge	12/5/2020	49	49	0	
Cachet Bradford Urban Towns - Cachet Estate Homes	Condominium	West Gwillimbury	12/6/2020	16	11	5	\$385
Trailside Towns - Phelps Homes	Condominium	Niagara Falls	12/7/2020	45	18	27	\$288
Wallacetown - Heathwood Homes	Freehold	Kitchener	12/11/2020	15	15	0	
West Community - Mountainview Homes	Freehold	Thorold	12/12/2020	37	9	28	
Grand Total				1,096	284	177	\$336

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	179	107	73	1,187		9.2%		9.2%
Cachet Estate Homes	7	110	20	7	3	43	16	129	149	146	58	11	699		5.4%		14.6%
Losani Homes	37	37	42	13	13	27	50	91	38	113	161	59	681		5.3%		19.8%
Mountainview Homes	15	43	24	20	40	59	73	52	40	0	45	86	497		3.8%		23.7%
Branthaven Homes	0	0	0	2	3	30	189	180	42	50			496		3.8%		27.5%
Heathwood Homes	9	38	14	0	3	7	42	50	32	10	0	109	314		2.4%		29.9%
Activa	16	11	55	8	5	21	18	16	8	37	94	24	313		2.4%		32.3%
LIV Communities	0	3	1	4	3	96	68	0	15	70	0	0	260		2.0%		34.4%
Pratt Homes	5	5	3	1	7	41	23	60	7	32	46	5	235		1.8%		36.2%
Brianwood Homes	7	11	6	0	4	3	23	33	42	45	34	26	234		1.8%		38.0%
	613	1,023	809	211	559	1,202	1,847	1,534	1,407	1,458	1,399	882	12,944				

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2020 Q4
Avalon - Empire	Haldimand County	Detached	33'	90
			38'	52
			60'	1
		Semi Detached	26'	18
		Townhouse	20'	19
		Total		180
Brant West - Losani Homes	Brantford	Detached	33'	14
			36'	33
			40'	8
			46'	7
		Townhouse	15'	50
			20'	55
		Total		167
Central Park - Midtown - Losani Homes	Hamilton	Townhouse	15'	35
			18'	25
			20'	11
			21'	53
			23'	5
		Total		129
Westwood Village - Cachet Estate Homes	Cambridge	Detached	30'	58
			36'	53
			50'	12
		Townhouse	20'	0
		Total		123
Wallaceton - Heathwood Homes	Kitchener	Detached	31'	8
			34'	2
			36'	4
			40'	13
		Townhouse	20'	92
		Total		119
Riverland - Empire	Woolwich	Detached	27'	30
			34'	53
			42'	21
		Townhouse	20'	13
		Total		117
Stonegate Park - DiCenzo Homes	Hamilton	Detached	42'	3
		Semi Detached	25'	32
		Townhouse	18'	53
		Total		88
Shoreline Point - Zancor Homes	Wasaga Beach	Detached	40'	54
			60'	32
		Total		86

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