



Greater Golden Horseshoe Major Markets High Rise Projects

New Homes Quarterly Market Report
Data as of March 2021

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q1 2021		Q1 2020		Change
Condominium Apartment	1,346		1,195		12.6%
Single Family	2,589		2,449		5.7%
Total	3,935		3,644		8.0%
Year to Date Sales	Jan.-Mar. 2021		Jan.-Mar. 2020		Y/Y Change
Condominium Apartment	1,346		1,195		12.6%
Single Family	2,589		2,449		5.7%
Total	3,935		3,644		8.0%
Year to Date Supply	Jan.-Mar. 2021		Jan.-Mar. 2020		Y/Y Change
Condominium Apartment	939		552		70.1%
Single Family	2,348		1,718		36.7%
Total	3,287		2,270		44.8%
Year to Date Completions	Jan.-Mar. 2021		Jan.-Mar. 2020		Y/Y Change
Condominium Apartment	308		189		63.0%
Remaining Inventory	Mar-21	Dec-20	Mar-20	M/M Change	Y/Y Change
Condominium Apartment	1,316	1,792	2,660	-26.6%	-50.5%
Single Family	714	955	3,711	-25.2%	-80.8%
Total	2,030	2,747	6,371	-26.1%	-68.1%
Average Asking Price	Mar-21	Dec-20	Mar-20	M/M Change	Y/Y Change
Condominium Apartment	\$641,956	\$600,128	\$528,371	7.0%	21.5%
Single Family	\$783,706	\$807,315	\$698,264	-2.9%	12.2%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	6	73	259	182	
Condominium Apartment Units	939	10,344	9,344	5,593	
% Sold*	56%	75%	93%	67%	
Single Family Projects	16	118			
Single Family Units	699	9,676			
% Sold*	83%	93%			

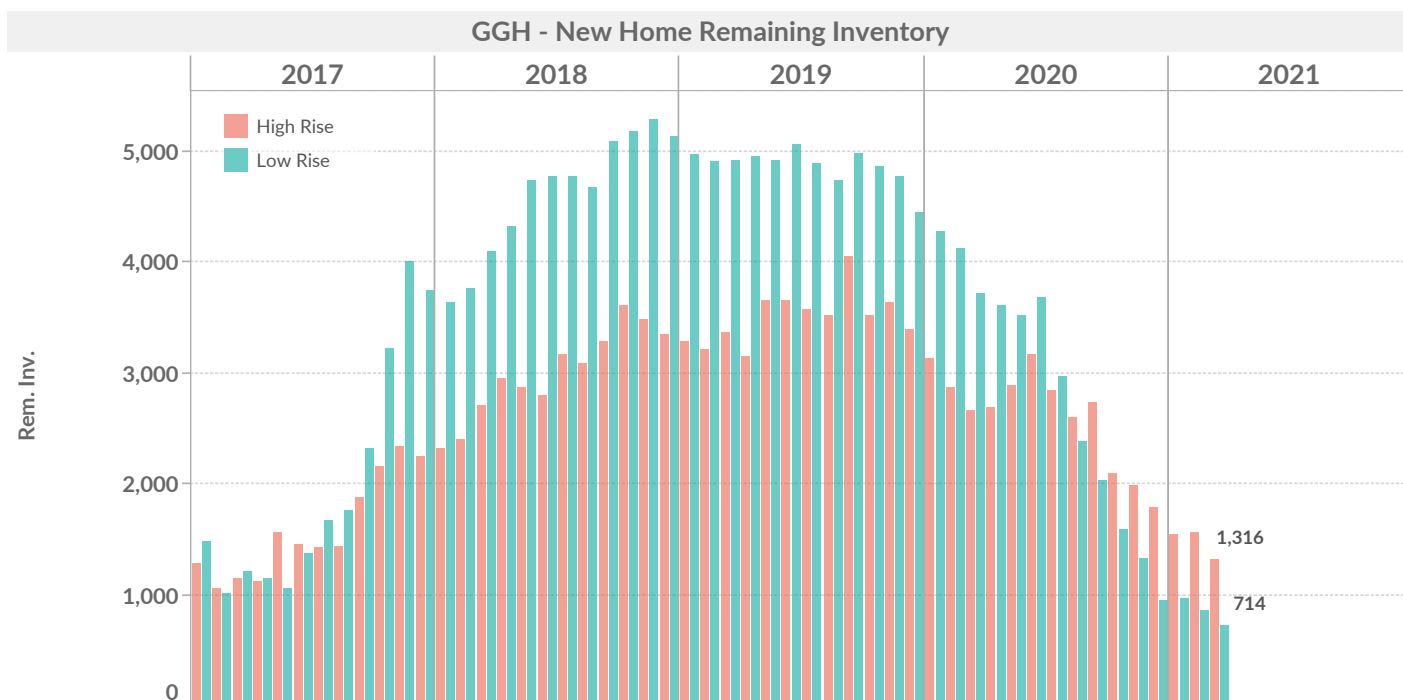
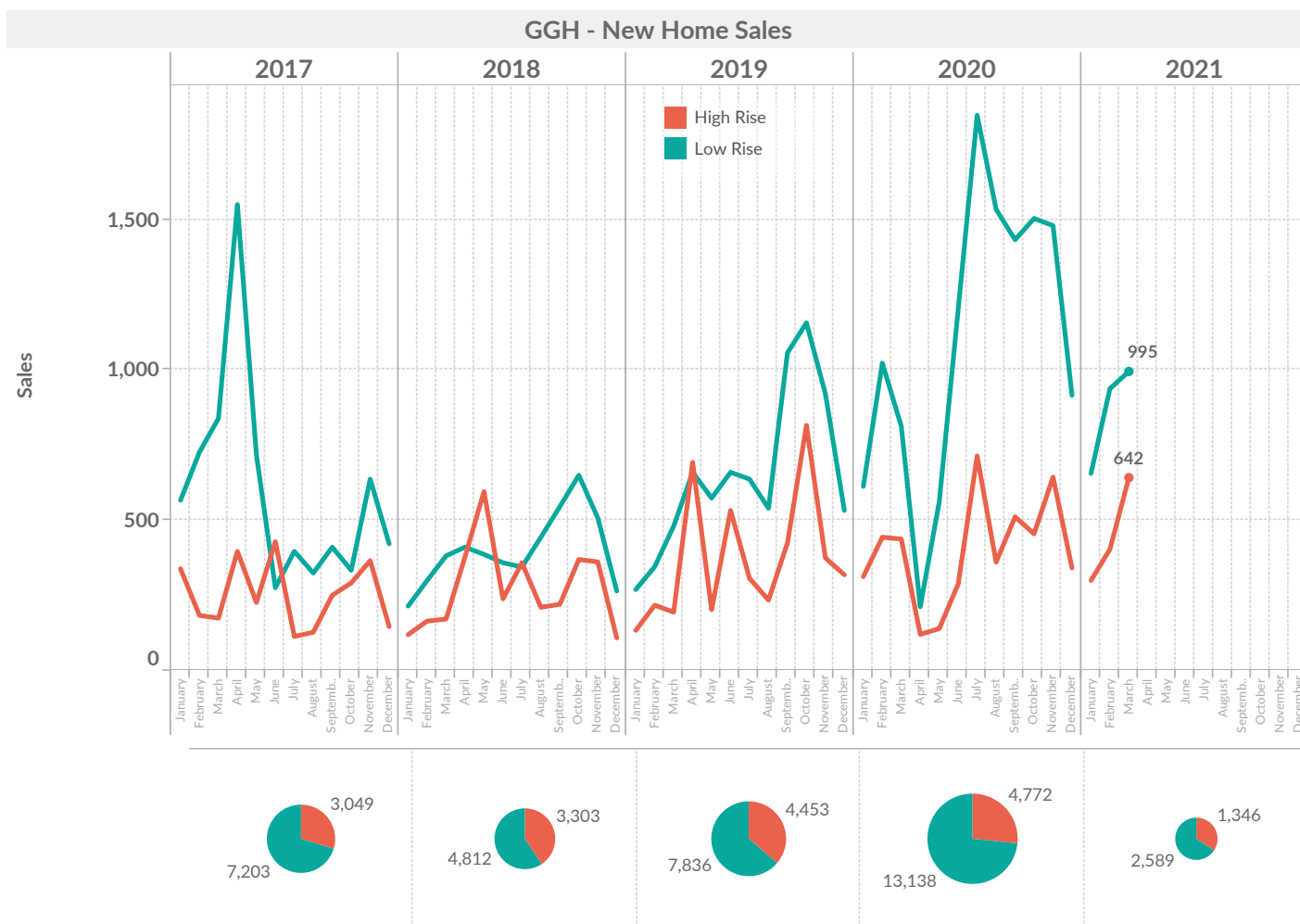
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

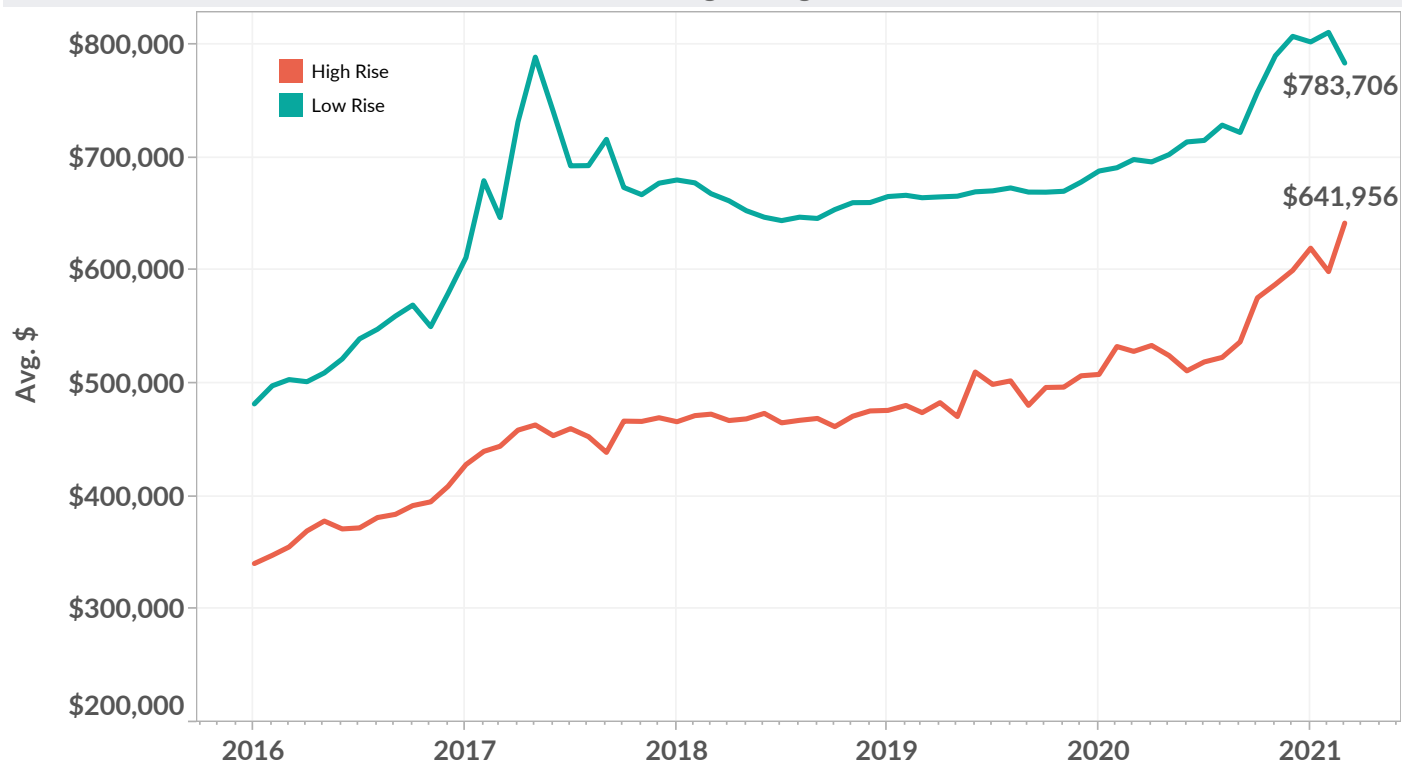
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

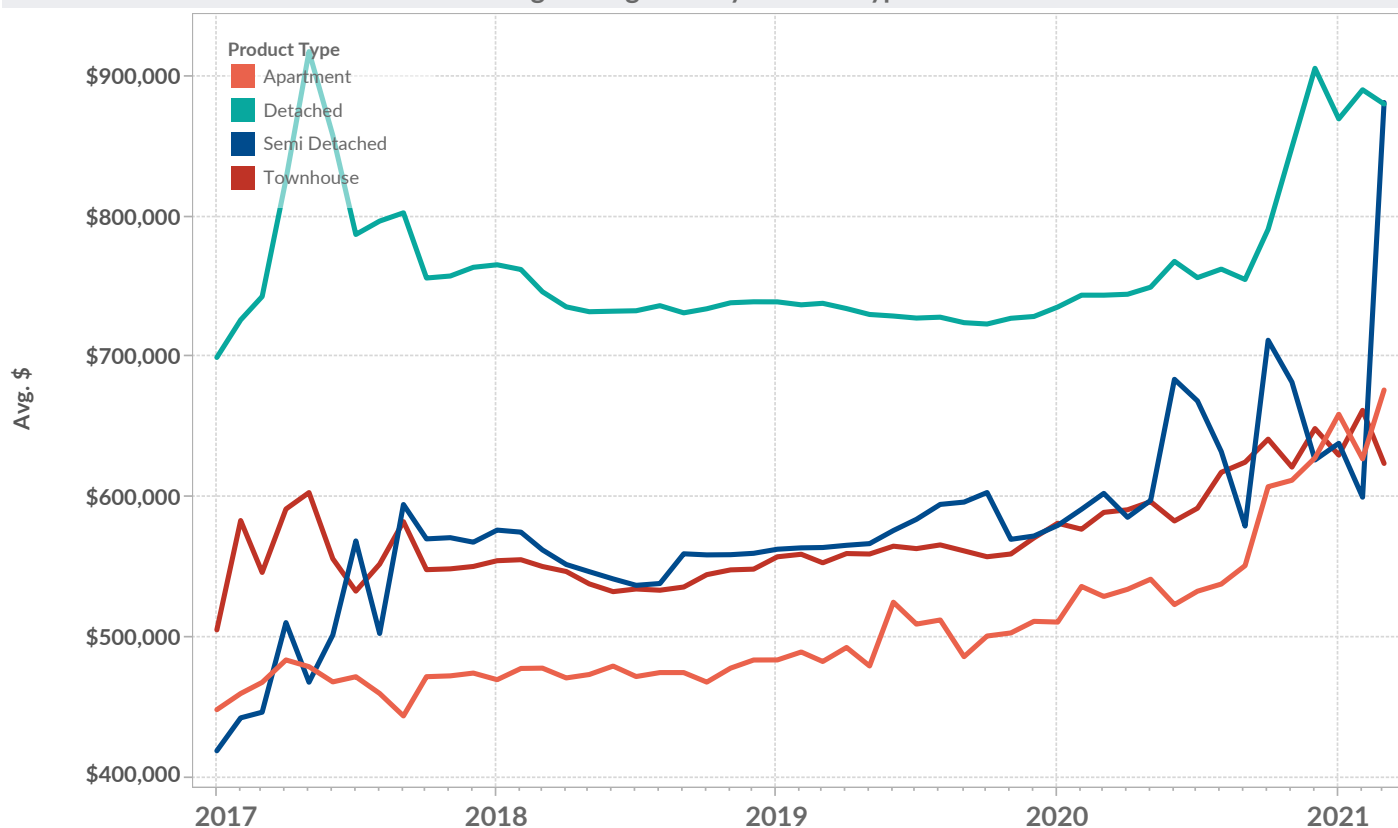


Pricing

New Home Avg. Asking Price

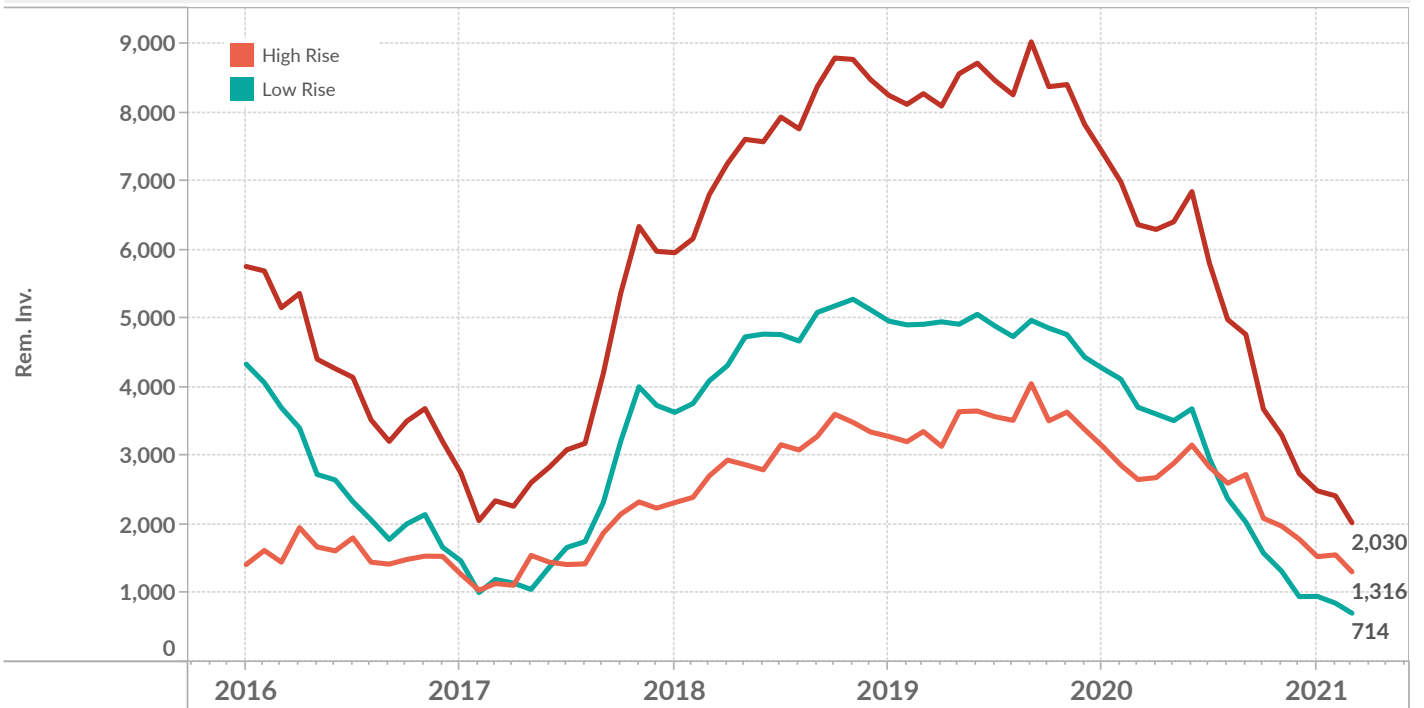


Avg. Asking Price by Product Type

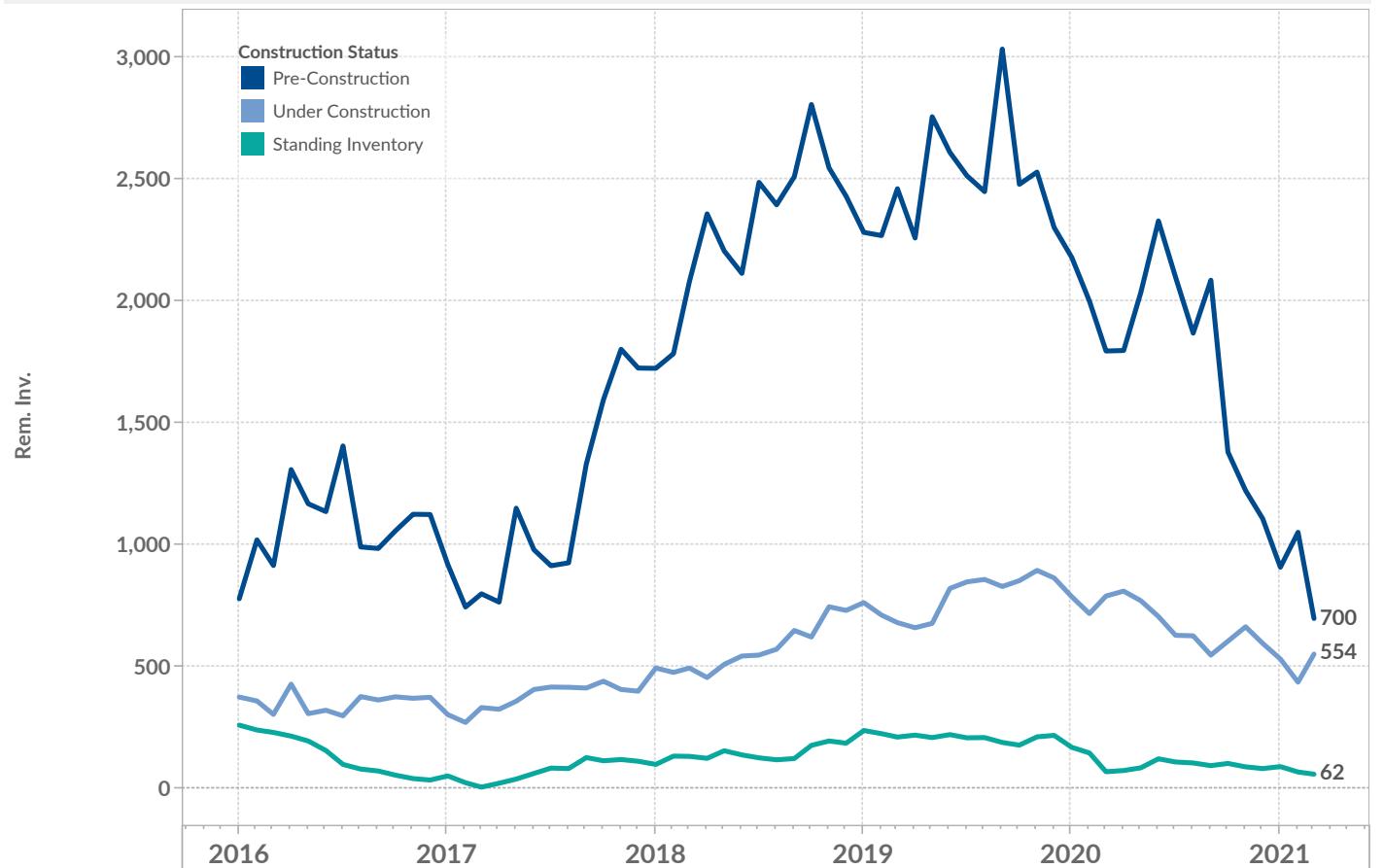


Remaining Inventory

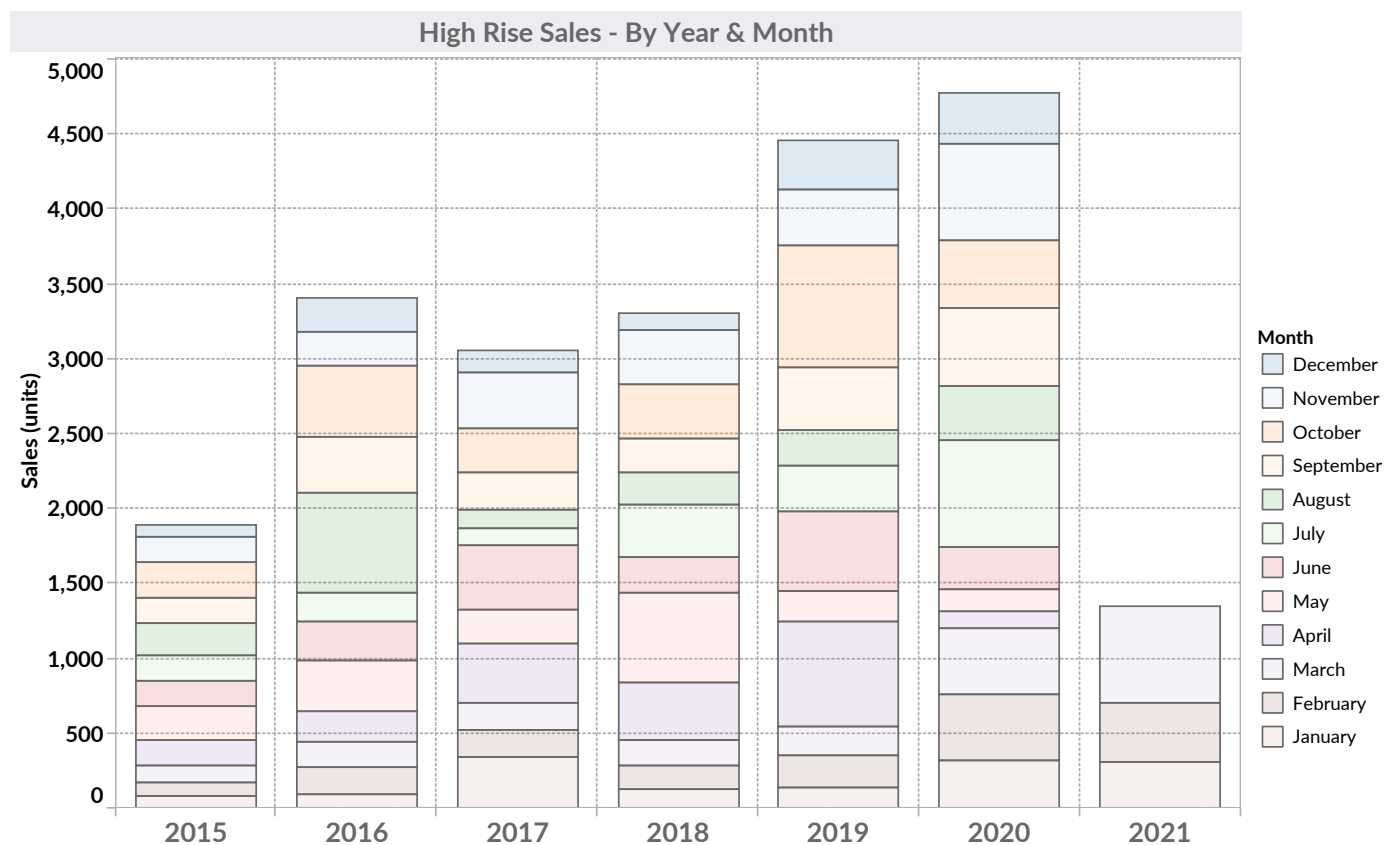
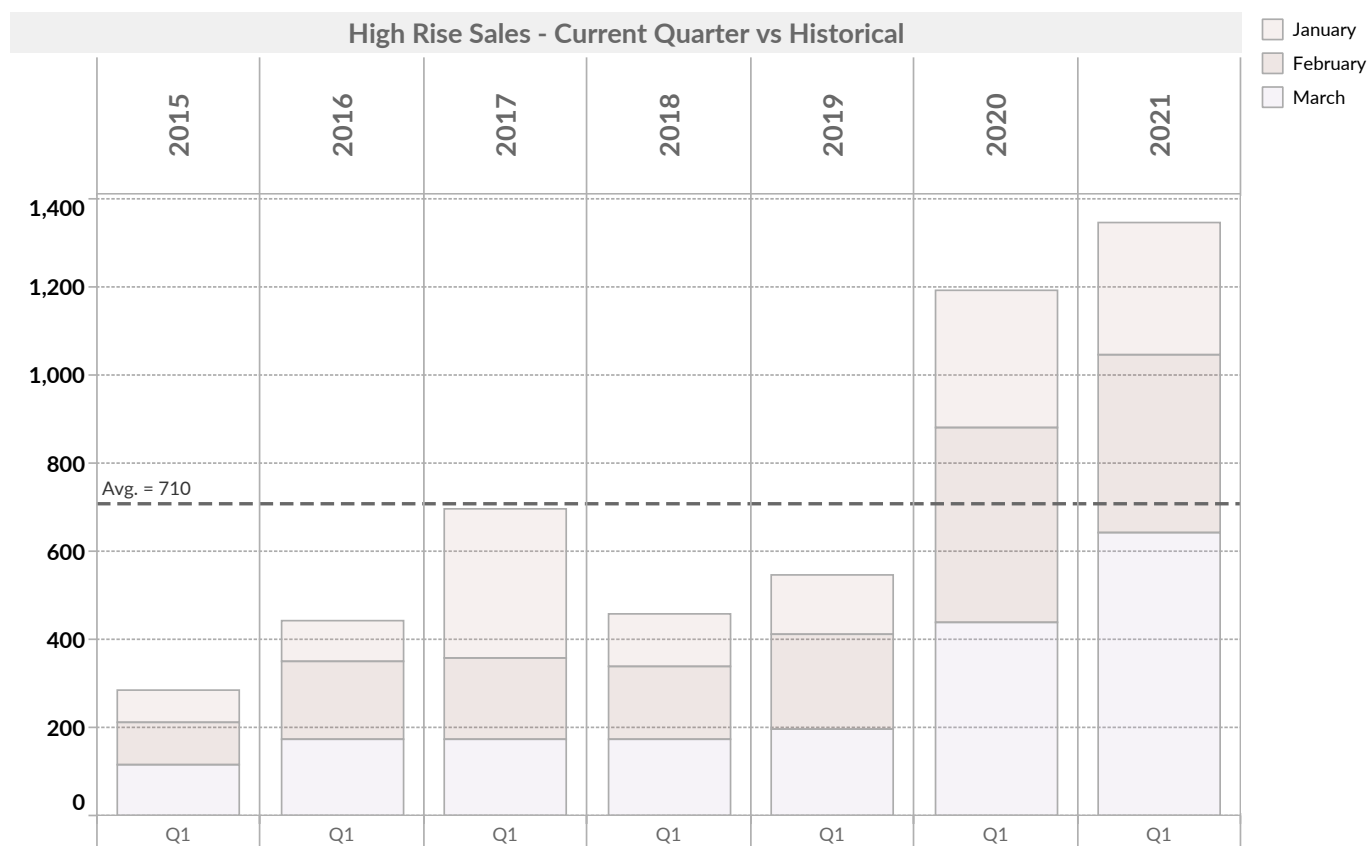
GGH - New Home Remaining Inventory



GGH - High Rise Rem. Inv. by Construction Status

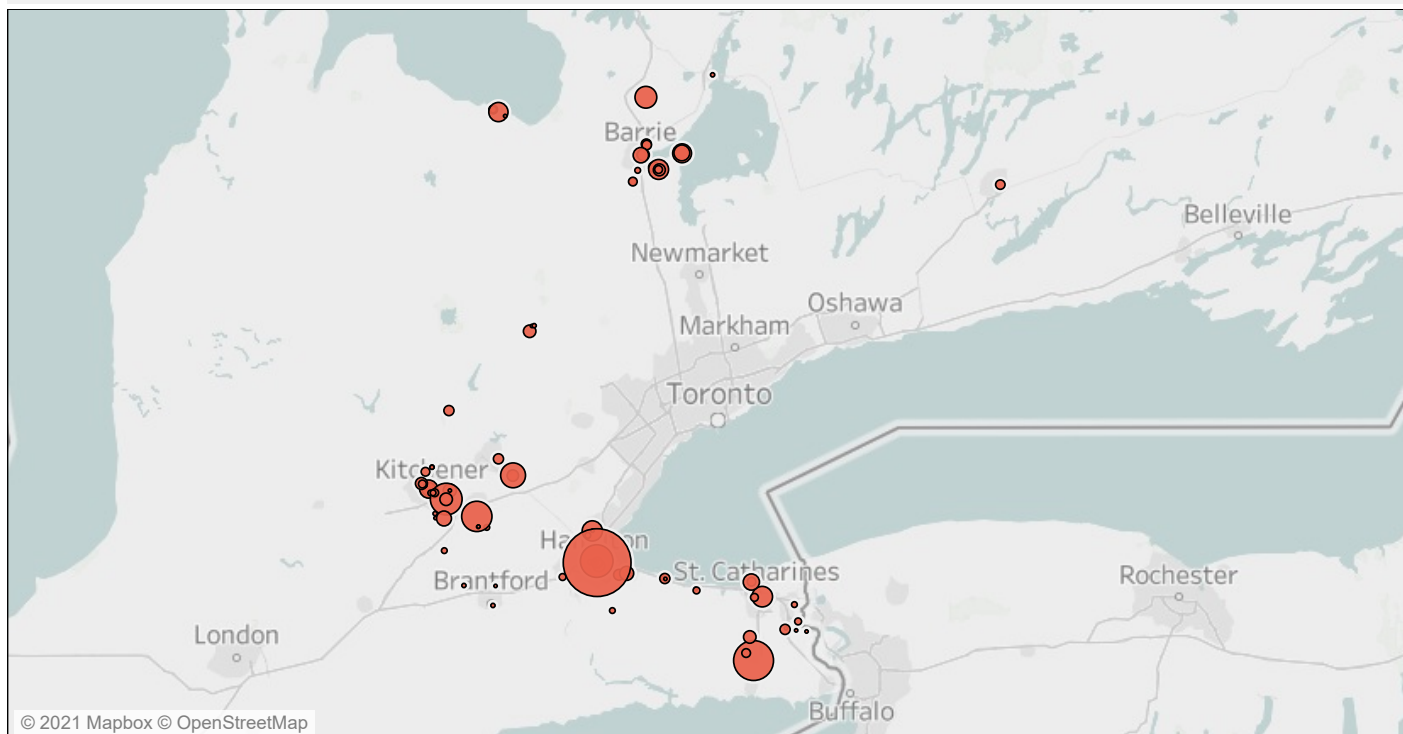


Historical Sales Comparison

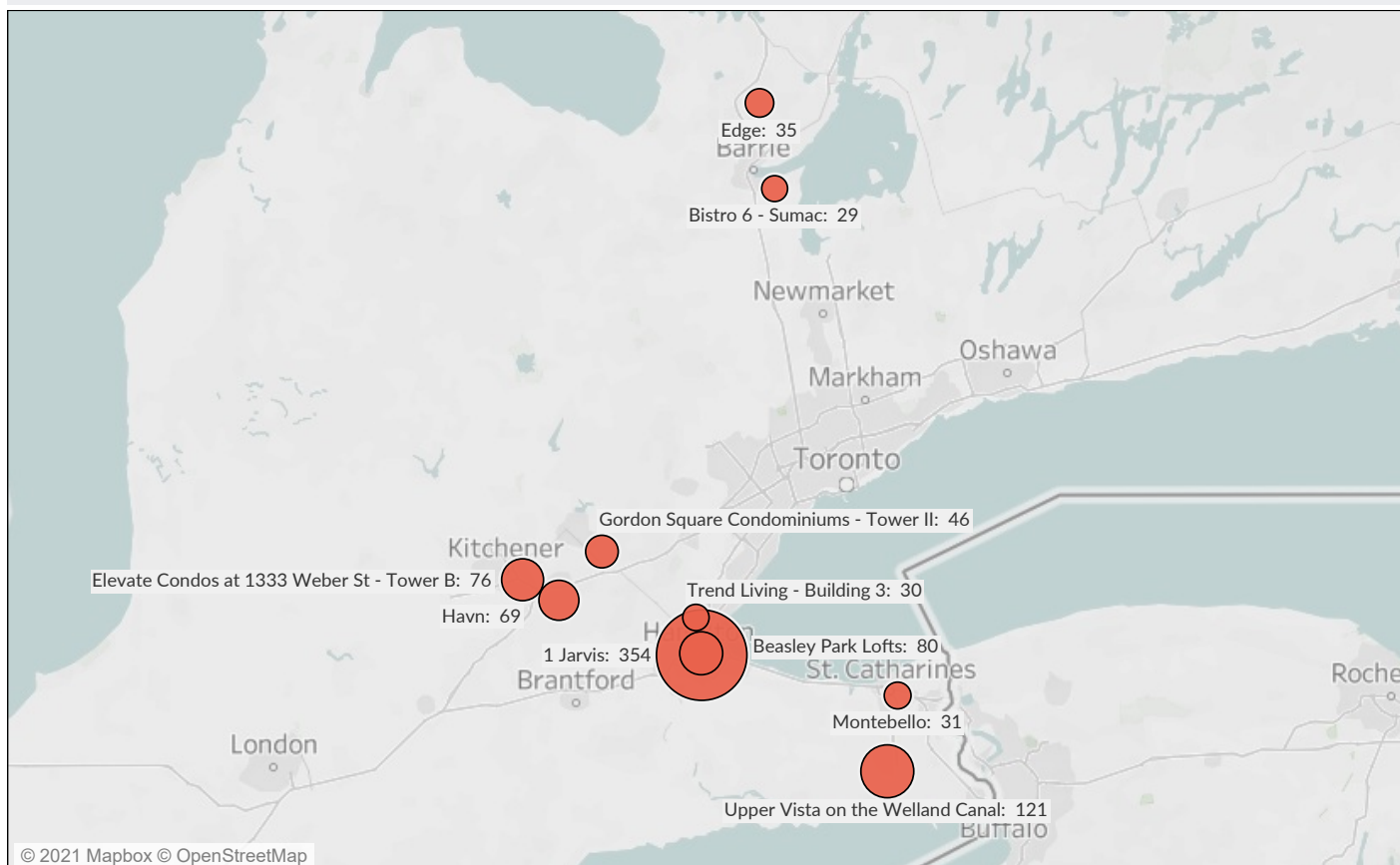


Current Sites

GGH - Active High Rise Sites by Sales



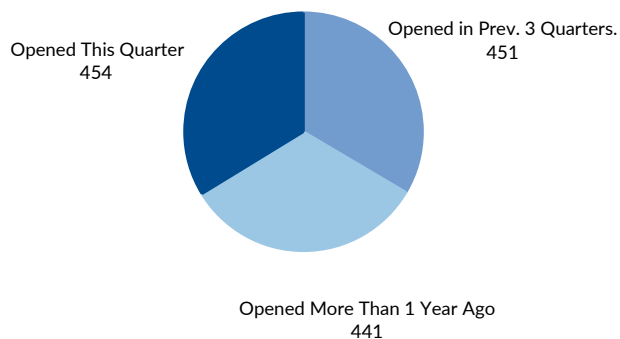
GGH - Top 10 Sites by Current Quarter Sales



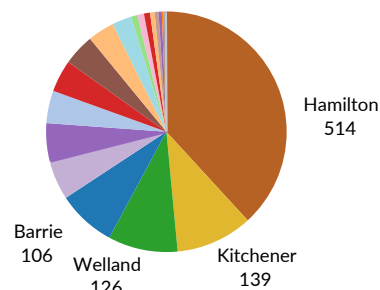
Sales Breakdown

Current Quarter Condominium Apartment Sales Breakdown

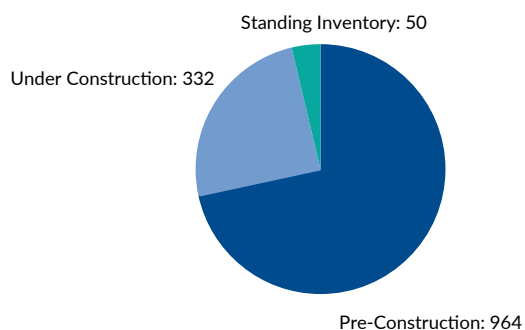
Sales by Opening Date



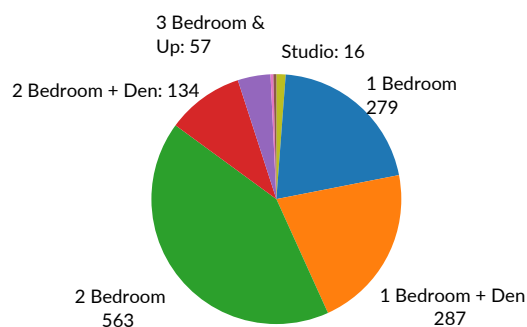
Sales by Municipality



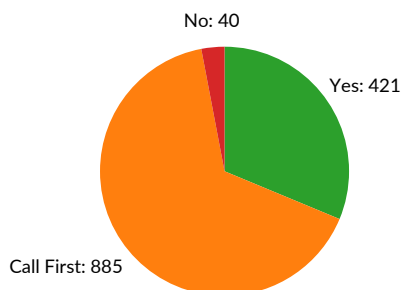
Sales by Const. Status



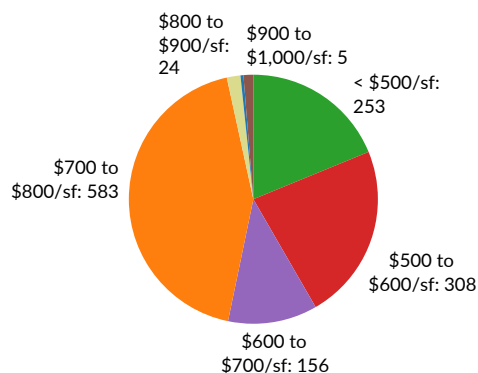
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



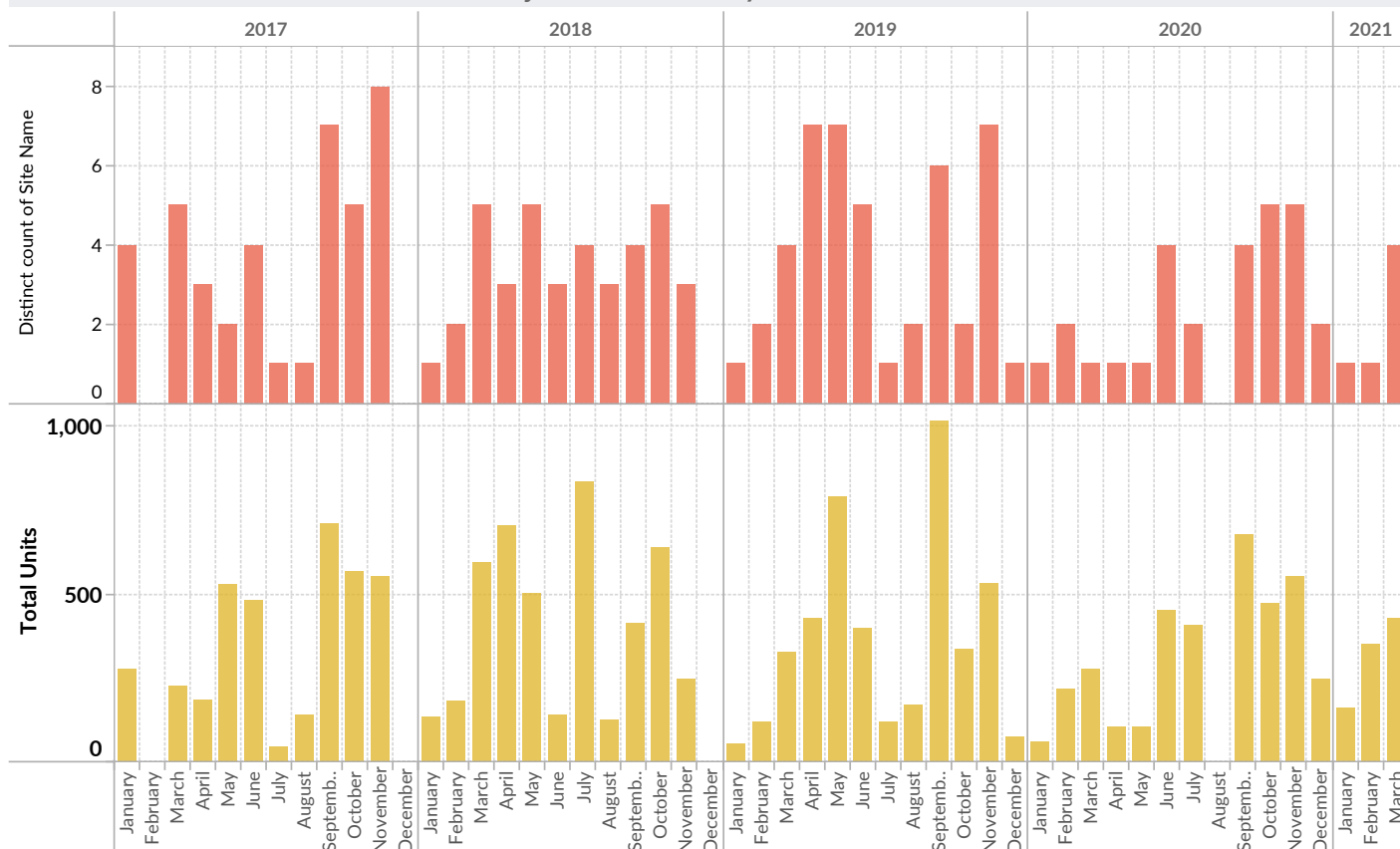
New Openings

Q1 2021 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Havn - Activa	Cambridge	1/25/2021	160	36	11	\$364
1 Jarvis - Emblem Developments	Hamilton	2/21/2021	354	354	0	\$720
Trend Living - Building 3 - New Horizon Development Group	Hamilton	3/17/2021	222	30	192	\$738
Huron Village - Activa	Kitchener	*	80	1	15	\$403
Riverwalk Niagara - Heller Highwater Developments Inc.	Niagara Falls	3/25/2021	51	0	51	\$958
Bistro 6 - Turmeric - Pratt Homes	Barrie	3/27/2021	72	0	72	\$496
Grand Total			939	421	341	\$668

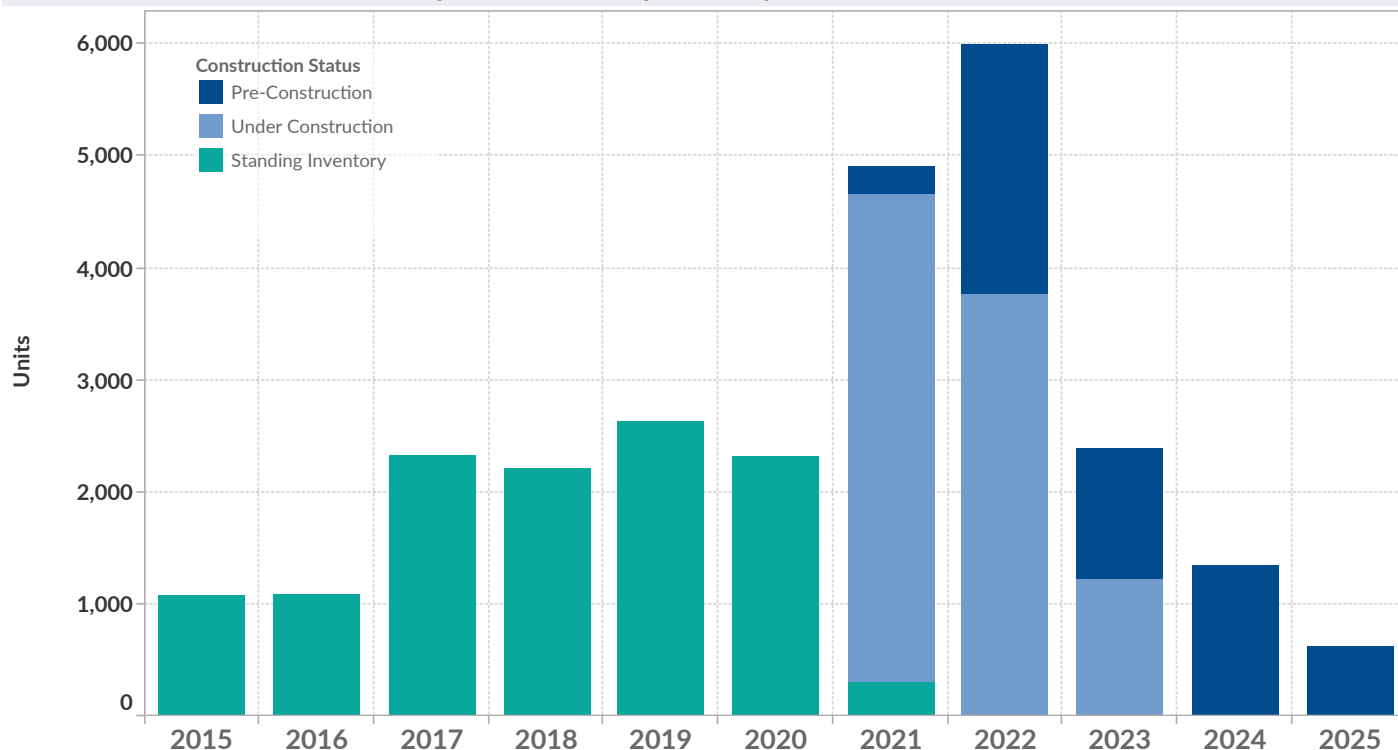
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

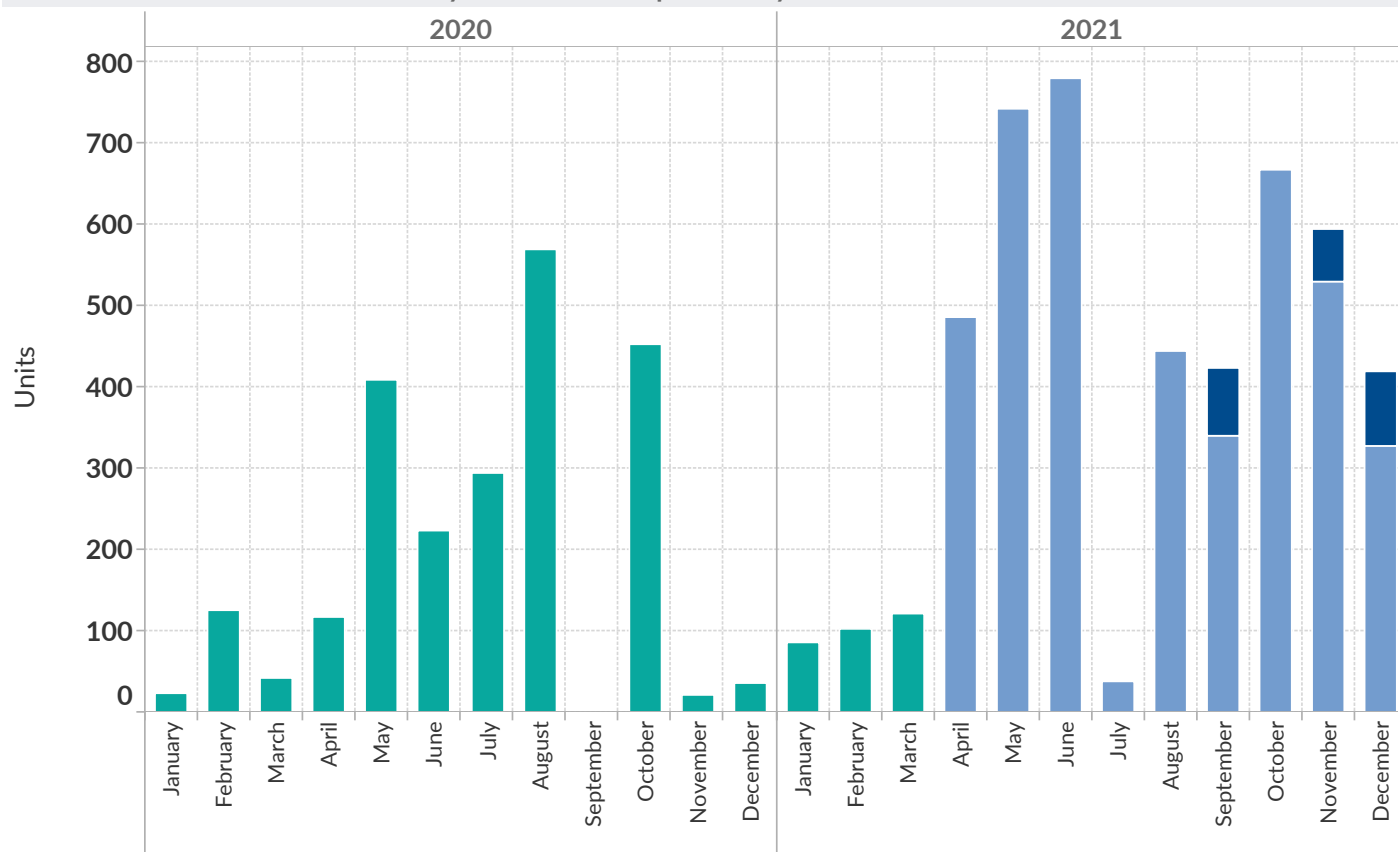


Scheduled Completions

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	2021												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Emblem Developments		0	354										354	26.3%
Evertrust Development Group Canada	4	116	1										121	9.0%
Pamata Hospitality Inc.	87	0	0										87	6.5%
Stinson Properties	17	24	39										80	5.9%
Activa	1	34	37										72	5.3%
Geranium	9	33	15										57	4.2%
Pemberton Group	9	33	15										57	4.2%
Tricar Group	9	20	26										55	4.1%
Pratt Homes	27	24	0										51	3.8%
Reid's Heritage Homes	22	19	10										51	3.8%
Total (All 63 Builders)	300	404	642										1,346	

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	2020									2021			Total	Market
	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		Share %
Reid's Heritage Homes	2	1	81	92	2	59	21	90	49	22	19	10	448	9.1%
Society Developments Inc.			0	184	24	20	8	121	17	10	0	0	384	7.8%
Emblem Developments											0	354	354	7.2%
Pamata Hospitality Inc.				102	48	10	1	1	30	87	0	0	279	5.7%
HIP Developments	0	0	8	159	51	13	1	1	3	0	0	0	236	4.8%
Pace Developments Inc.	1	10	56	14	45	31	15	61	2				235	4.8%
Marydel Homes						90	48	35	27	20	8	3	231	4.7%
Evertrust Development Group Canada	0	0	1	1	0	0	0	63	28	4	116	1	214	4.3%
Stinson Properties	0	19	14	14	15	16	18	14	5	17	24	39	195	4.0%
Barrie Waterfront Developments						66	46	41	12	4	4	9	182	3.7%
Total (All 87 Builders)	121	140	288	714	361	512	455	644	342	300	404	642	4,923	

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	2021 Q1
1 Jarvis - Emblem Developments	Hamilton	Apartment	1 Bedroom	99
			1 Bedroom + Den	95
			2 Bedroom + Den	18
			3 Bedroom & Up	13
			2 Bedroom	129
			Total	354
Upper Vista on the Welland Canal - Evertrust Development Group Canada	Welland	Apartment	1 Bedroom	20
			1 Bedroom + Den	52
			2 Bedroom + Den	10
			2 Bedroom	26
			Studio	13
			Total	121
Beasley Park Lofts - Stinson Properties	Hamilton	Loft	1 Bedroom	22
			1 Bedroom + Den	30
			2 Bedroom + Den	0
			3 Bedroom & Up	
			2 Bedroom	22
			Other	3
			Studio	3
			Total	80
Elevate Condos at 1333 Weber St - Tower B - Pamata Hospitality Inc.	Kitchener	Apartment	1 Bedroom	54
			1 Bedroom + Den	13
			2 Bedroom + Den	1
			2 Bedroom	8
			Total	76
Havn - Activa	Cambridge	Stacked	3 Bedroom & Up	16
			2 Bedroom	53
			Total	69
Gordon Square Condominiums - Tower II - Tricar Group	Guelph	Apartment	1 Bedroom	10
			1 Bedroom + Den	6
			2 Bedroom + Den	14
			3 Bedroom & Up	4
			2 Bedroom	12
			Other	0
			Total	46

Municipal Comparison

Current Quarter Sales Compared to Previous Year by Select Municipality

Municipality	2021 Q1			2020 Q1		
	Apartment	Loft	Stacked	Apartment	Loft	Stacked
Barrie	106			80		16
Brantford				6		
Cambridge			69			27
Centre Wellington	7			98		
Collingwood	48			20		
Grimsby	8			15		
Guelph	69			31		84
Hamilton	432	80		142	6	13
Innisfil	57					
Kitchener	122		17	255		12
Lincoln				214		
Niagara Falls	12			5		13
Orangeville	11			5		
Oro-Medonte	35					
Pelham	11					
Peterborough	6			5		
St. Catharines	59			23		
Waterloo	34		24	96		7
Welland	126			7		
Grand Total	1,143	80	110	1,002	6	172

Current KPI's

	Avg. Asking Price	Avg. Remaining Unit Size (SF)	Avg. Absorption (Sales/Site)
Barrie	\$651,358	969	1.1
Brant	\$559,990	1,077	1.0
Cambridge	\$432,454	1,108	4.5
Centre Wellington	\$1,443,333	1,860	0.6
Collingwood	\$740,696	1,295	0.8
Grimsby	\$688,567	919	0.1
Guelph	\$646,759	1,439	1.8
Hamilton	\$486,453	774	6.9
Innisfil	\$655,525	894	1.5
Kitchener	\$587,654	1,013	0.3
Lincoln	\$499,665	971	0.5
Orangeville	\$604,900	1,067	0.6
Orillia	\$719,275	1,178	0.2
Oro-Medonte	\$522,400	831	3.3
Pelham			1.8
St. Catharines	\$799,934	1,242	0.4
Waterloo	\$565,657	845	1.2
Welland	\$519,900	678	0.3

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