



Greater Golden Horseshoe Low 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%			

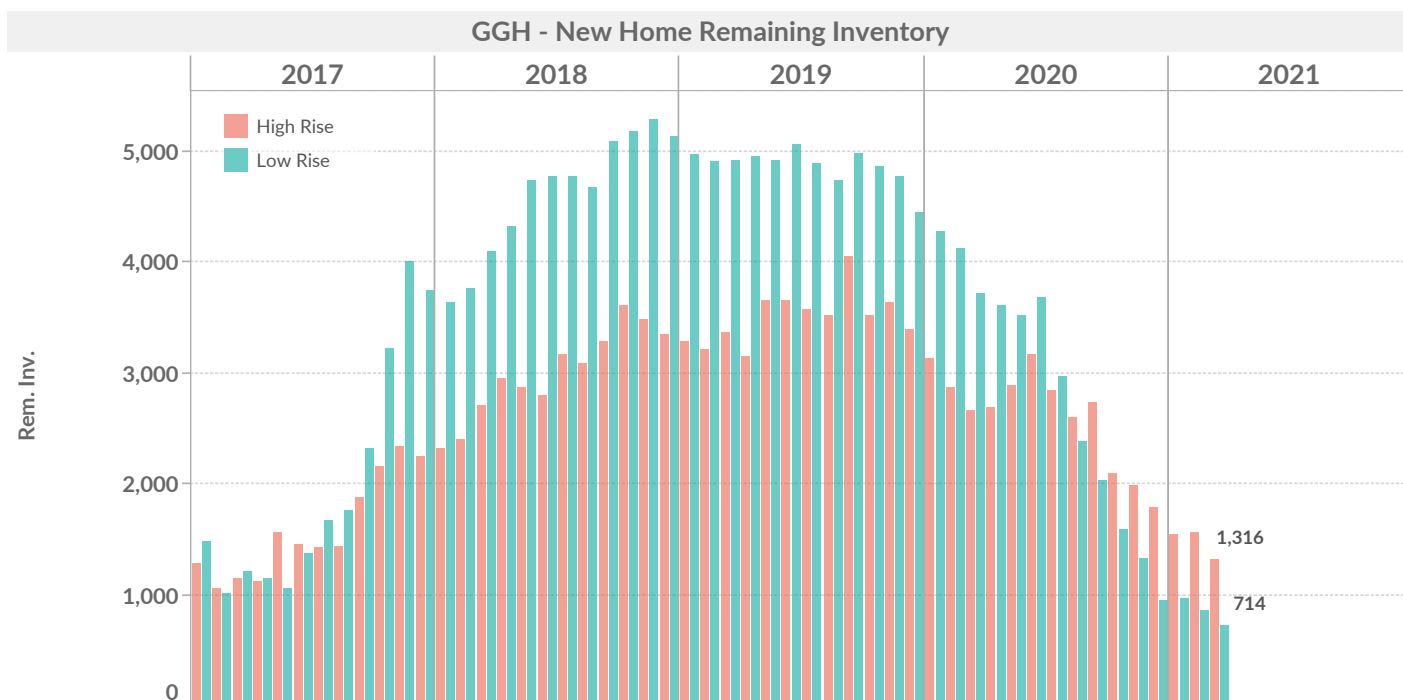
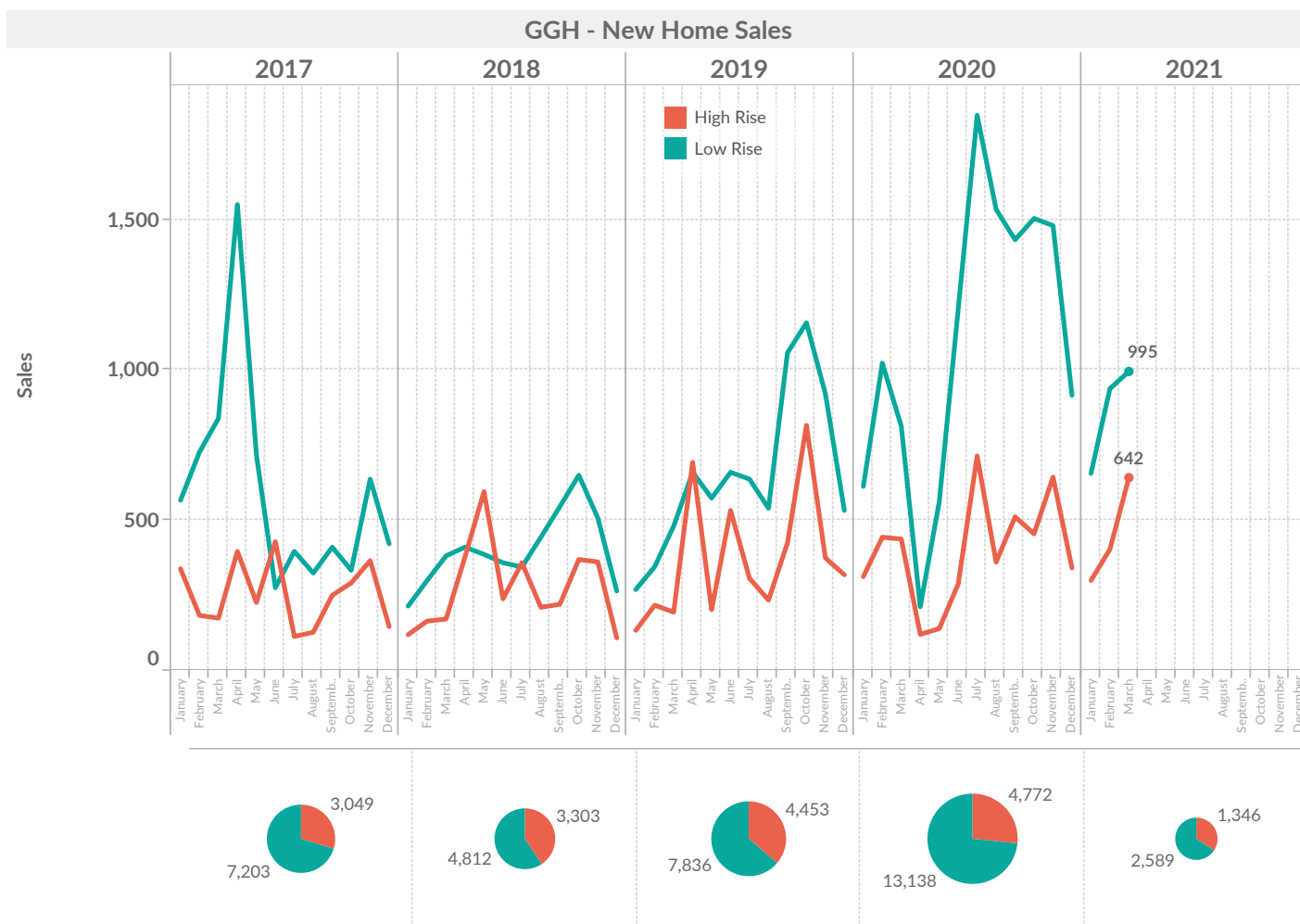
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

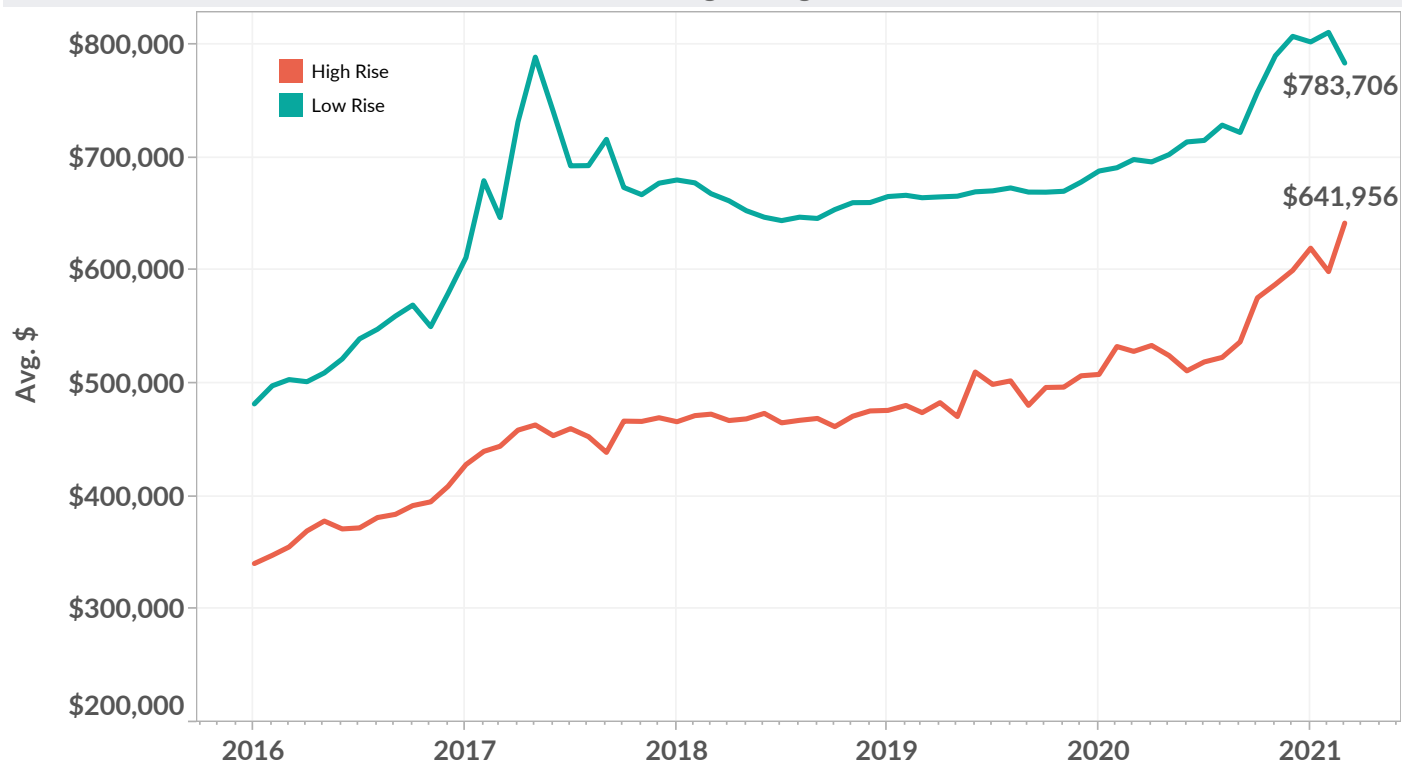
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

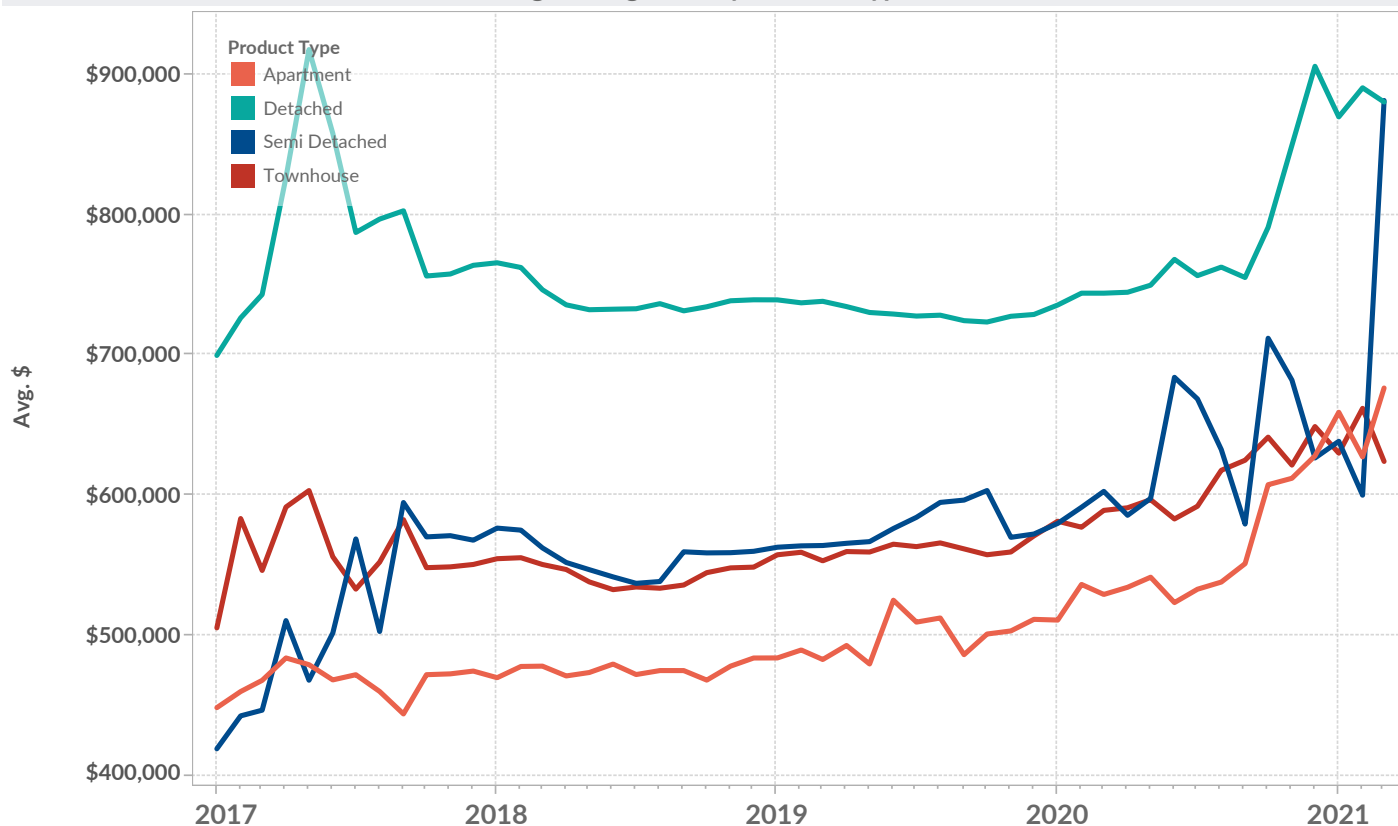


Pricing

New Home Avg. Asking Price

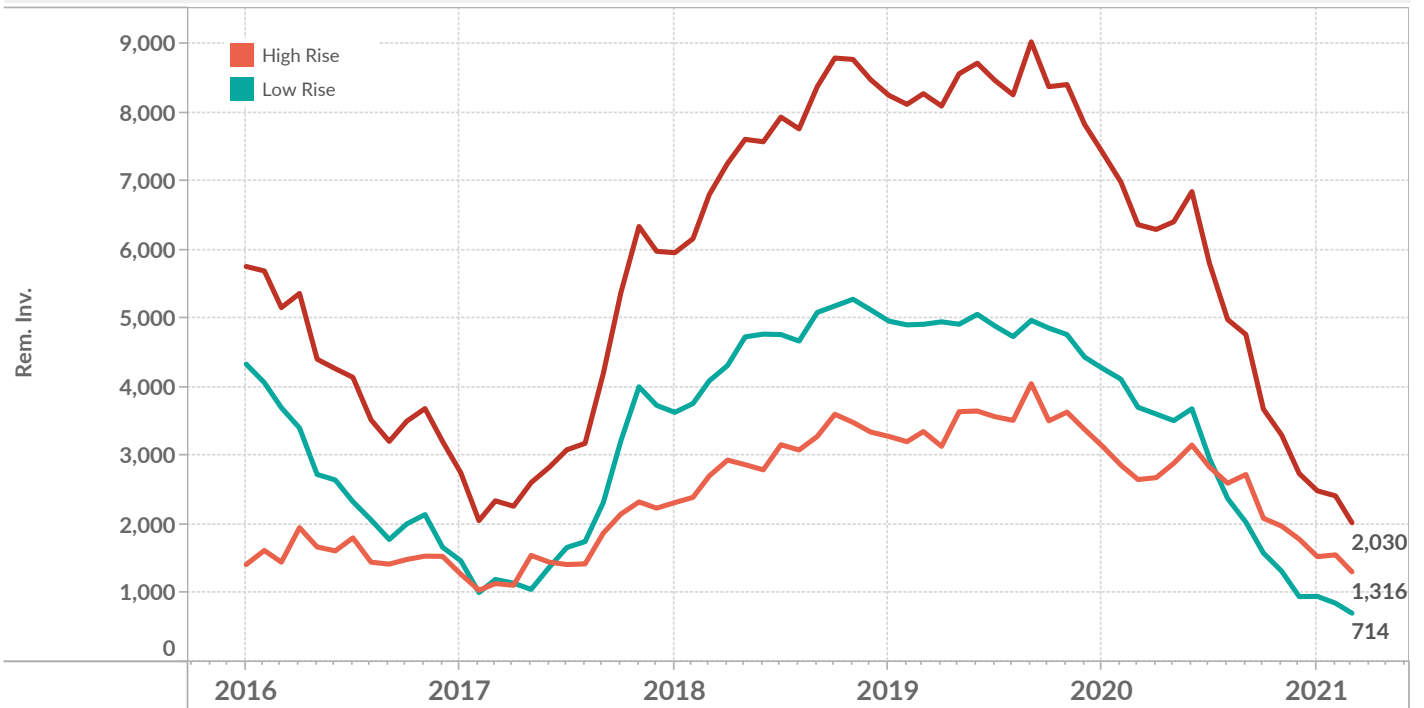


Avg. Asking Price by Product Type

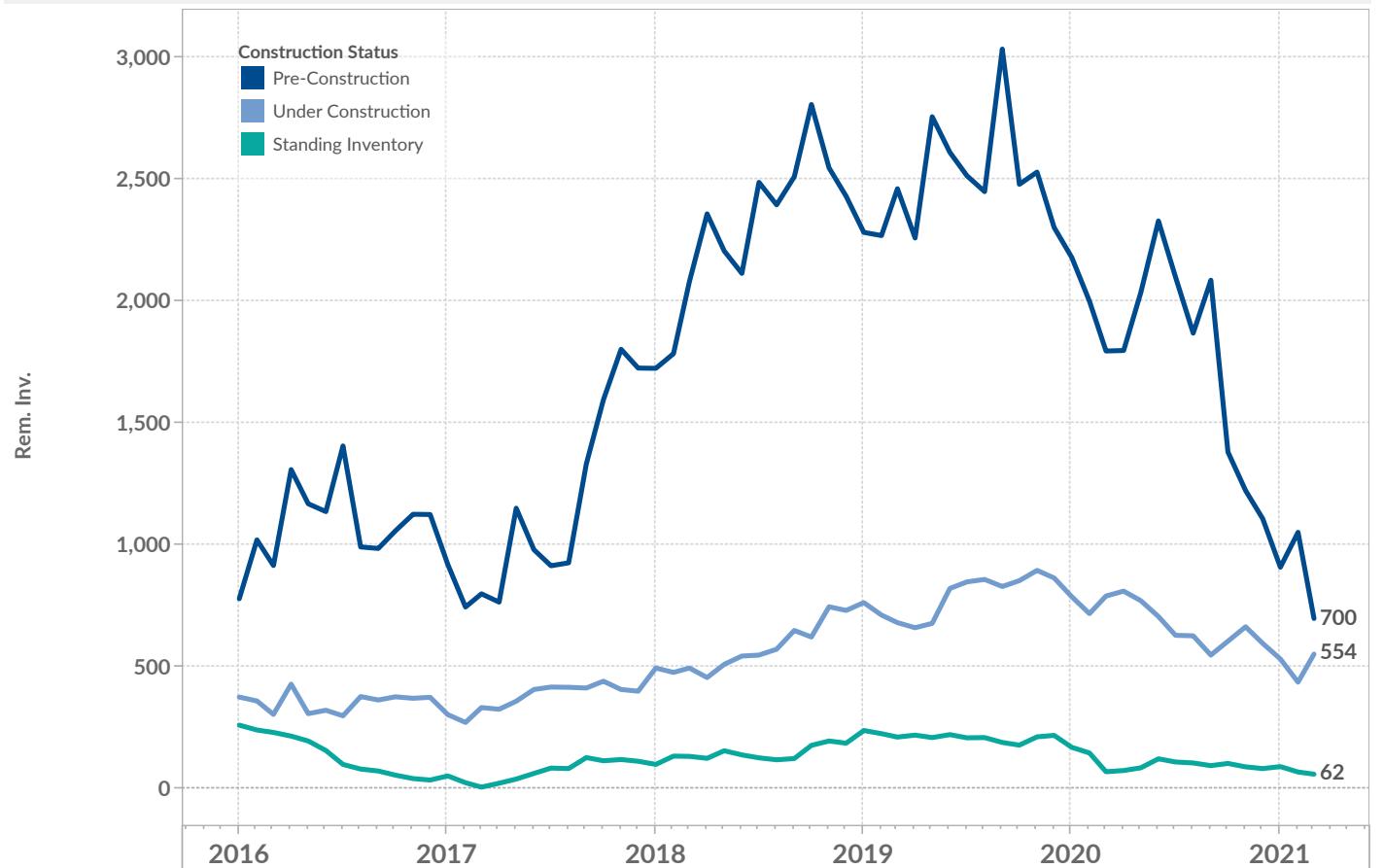


Remaining Inventory

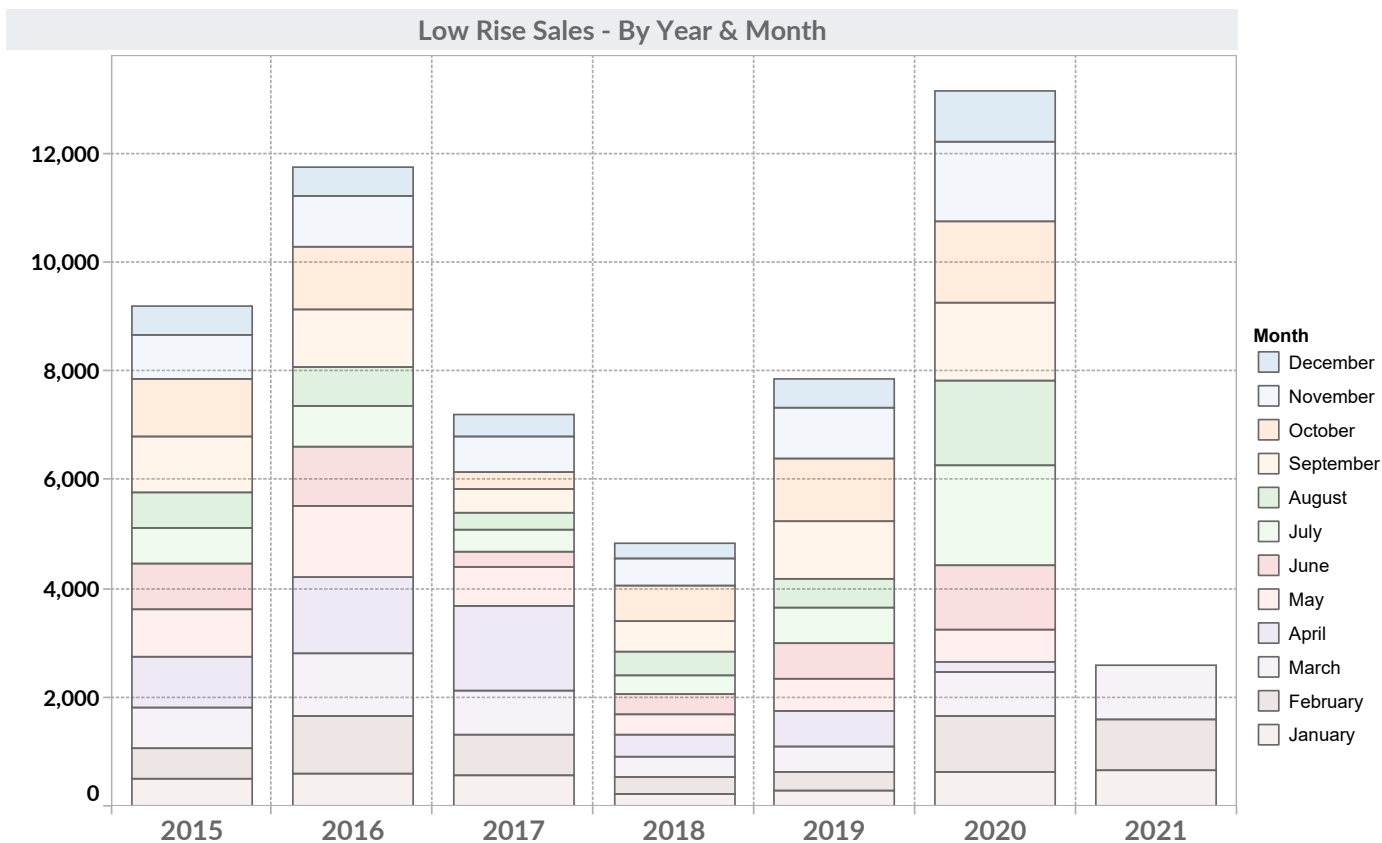
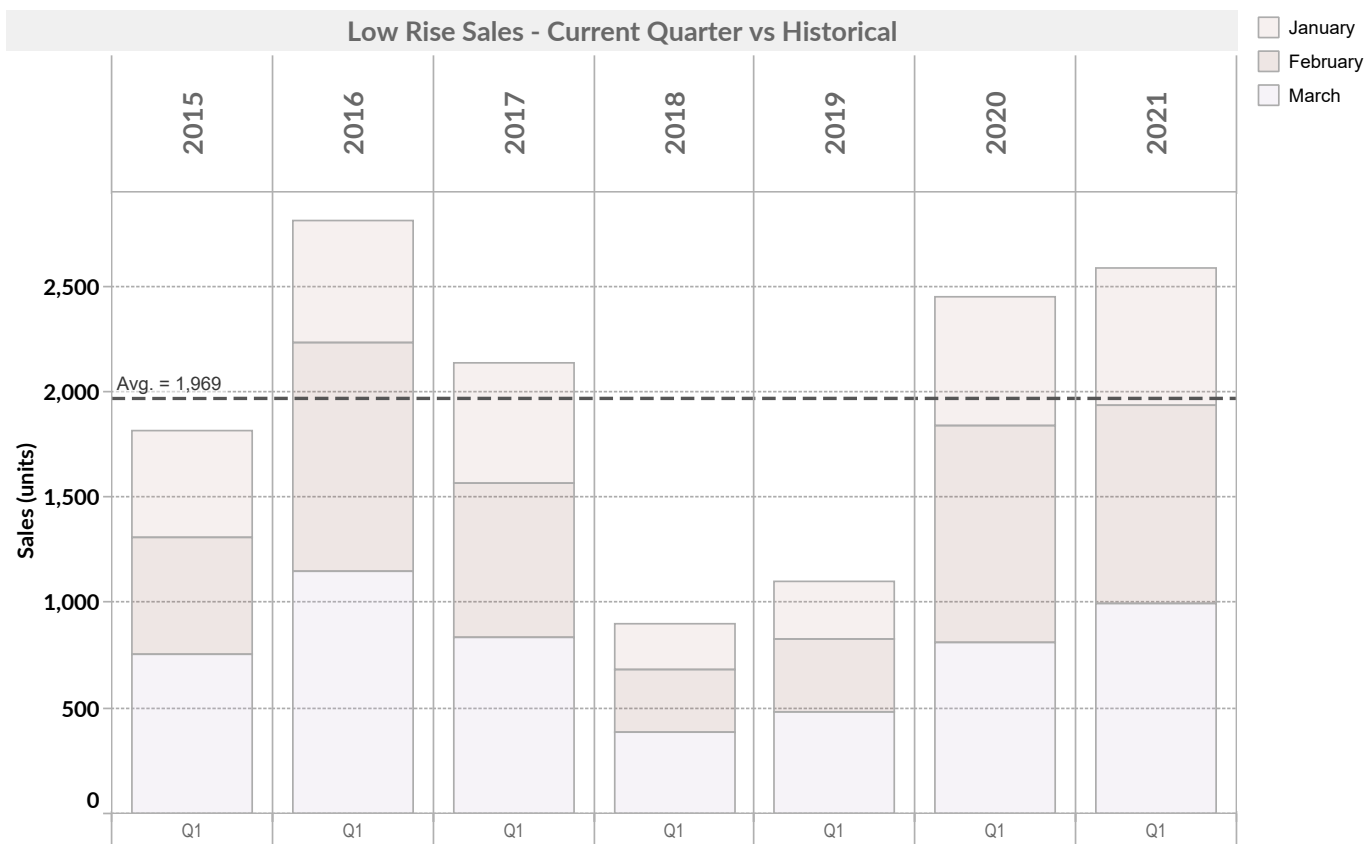
GGH - New Home Remaining Inventory



GGH - High Rise Rem. Inv. by Construction Status

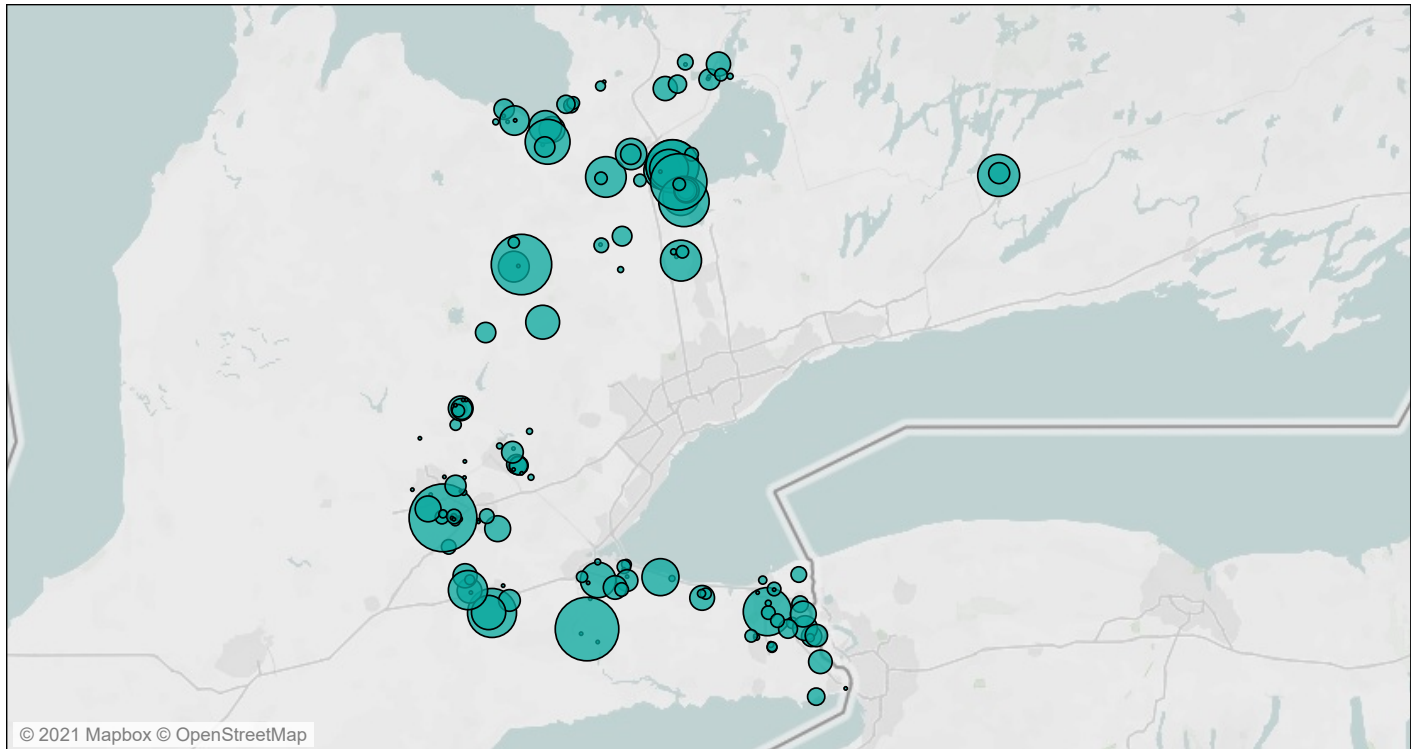


Historical Sales Comparison

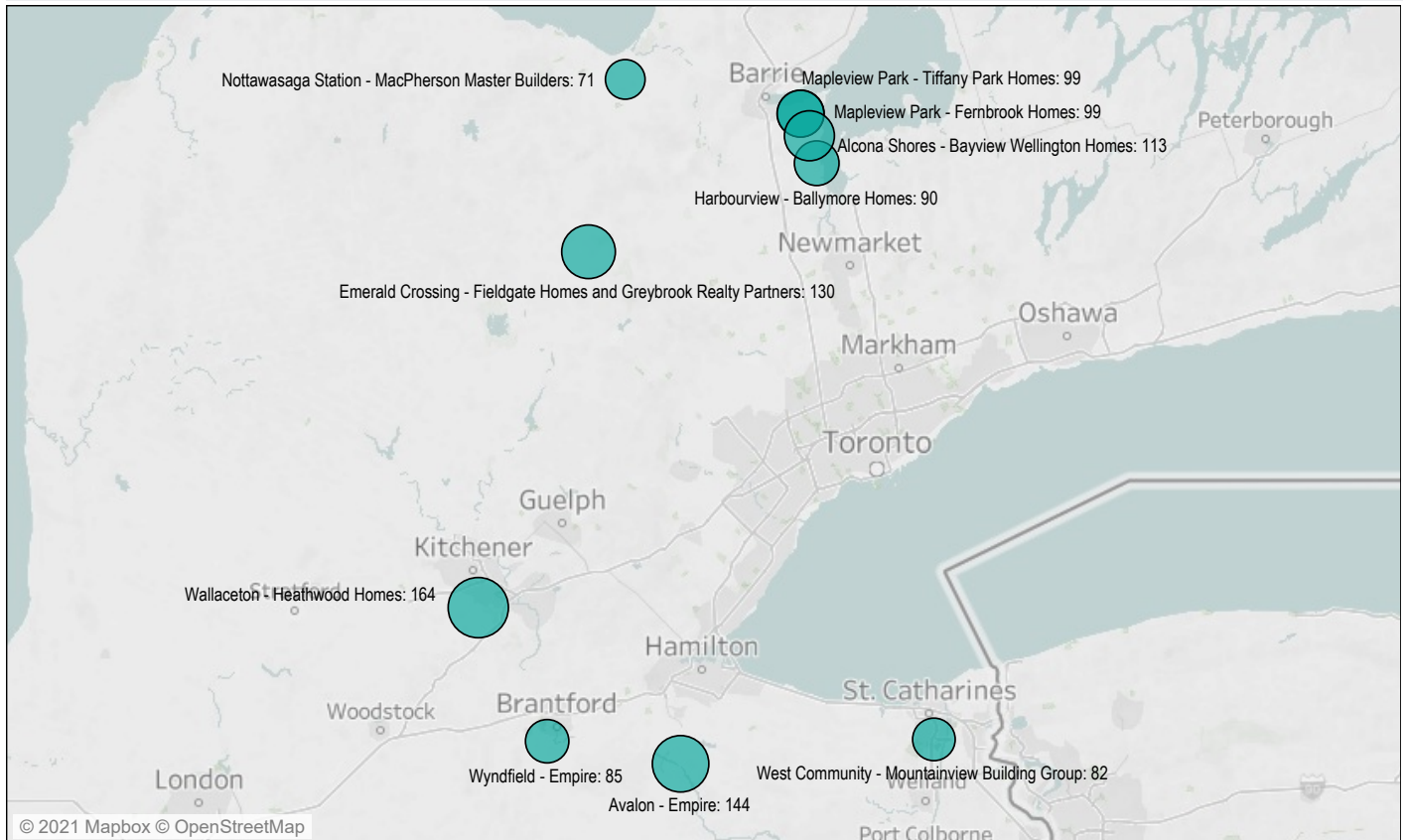


Current Sites

GGH - Active Low Rise Sites by Current Quarter Sales



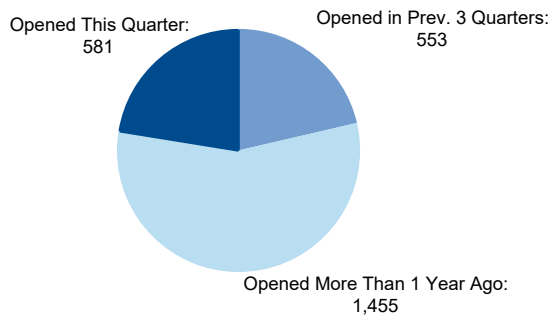
GGH - Top Sites by Current Quarter Sales



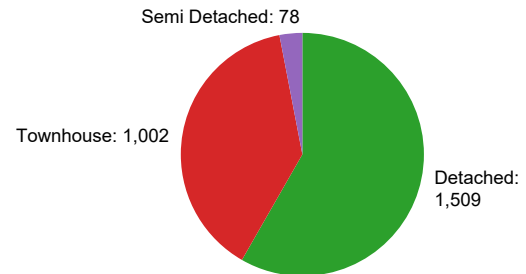
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

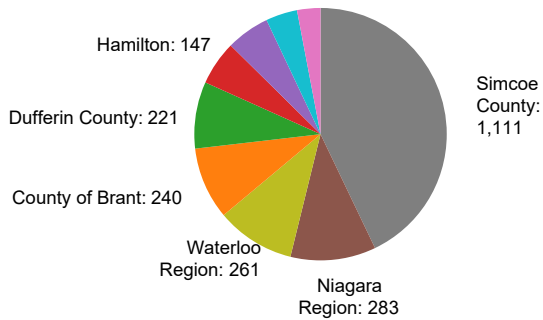
Sales by Opening Date



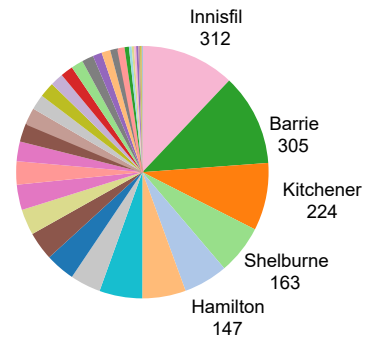
Sales by Product Type



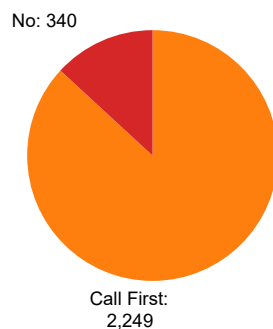
Sales by Region



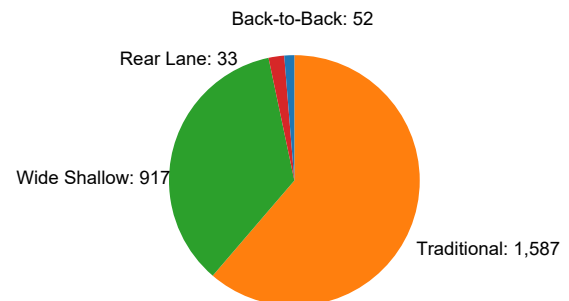
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



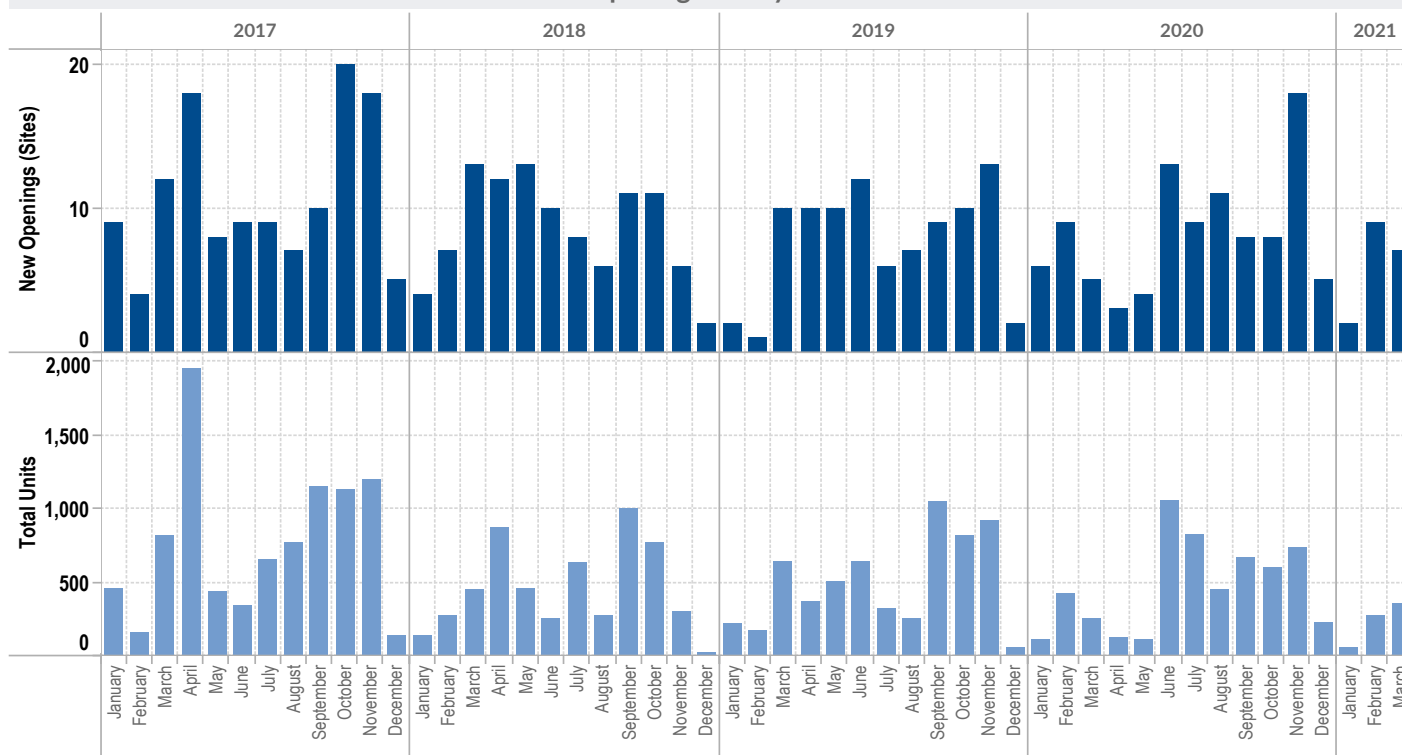
New Openings

Q1 2021 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Arlington Meadows - Grandview Homes	Freehold	Brant	1/28/2021	31	3	3	\$352
Lush - Empire	Freehold	Hamilton	2/6/2021	1	1	0	
Mist Condos & Towns - Baycrest Homes	Freehold Common Element	Niagara Falls	2/6/2021	42	5	21	\$358
Shoreline Point - Zancor Homes	Freehold	Wasaga Beach	2/13/2021	23	2	0	
Trussler West - Activa	Freehold	Kitchener	2/20/2021	28	23	5	\$371
Harbourview - Ballymore Homes	Freehold	Innisfil	2/25/2021	90	48	0	
Hewitt's Gate - Pratt Homes	Freehold	Barrie	2/27/2021	53	13	0	
Stonegate Park - DiCenzo Homes	Condominium	Hamilton	2/27/2021	18	12	6	\$550
Black Creek Signature Community - Rinaldi Homes	Freehold	Fort Erie	3/1/2021	35	19	16	\$370
Millennium Towns on Portage - Mountainview Building Group	Freehold Common Element	Niagara Falls	3/6/2021	56	23	33	\$314
Southpoint - Gemini Homes	Freehold	Cambridge	3/8/2021	10	7	3	
First Street Towns - Saberwood Homes	Freehold Common Element	Orangeville	3/15/2021	40	40	0	
Terra - Great Gulf	Freehold	Barrie	3/20/2021	68	49	19	\$374
Emerald Crossing - Fieldgate Homes and Greybrook Realty Partners	Freehold	Shelburne	3/25/2021	138	130	8	\$405
Beachway Crossing - Stonebridge Building Group Inc.	Freehold	Wasaga Beach	3/31/2021	15	11	4	\$406
Grand Total				648	386	118	\$363

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	2021												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Empire	92	83	70										245	9.0%		9.0%	
Bayview Wellington Homes	0	57	115										172	5.9%		14.9%	
Heathwood Homes	98	66											164	5.2%		20.0%	
Fieldgate Homes and Greybrook Realty Partners			130										130	3.8%		23.8%	
Fernbrook Homes	1	43	74										118	2.4%		26.2%	
Losani Homes	52	44	11										107	2.4%		28.6%	
Mountainview Building Group	28	41	38										107	2.3%		30.9%	
Tiffany Park Homes		41	58										99	2.0%		32.9%	
DiCenzo Homes	20	33	39										92	1.9%		34.7%	
Ballymore Homes		42	48										90	1.8%		36.5%	
	613	1,023	813	213	561	1,201	1,847	1,534	1,433	1,504	1,480	916	13,138				

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

Builder	2020										2021			Total	Market Share %		Cum. Mkt. Share %	
	April	May	June	July	August	September	October	November	December	January	February	March						
Empire	19	126	125	269	78	88	179	105	73	92	83	70	1,307	9.8%	9.8%			
Losani Homes	13	13	27	50	88	38	113	158	61	52	44	11	668	5.0%	14.9%			
Cachet Estate Homes	7	3	43	16	129	149	165	100	22	5	0	0	639	4.8%	19.7%			
Branthaven Homes	2	3	30	189	180	42	50						496	3.7%	23.4%			
Heathwood Homes	0	3	7	42	50	32	10	0	109	98	66		417	3.1%	26.6%			
Mountainview Building Group	19	29	33	47	40	33	0	19	68	28	41	38	395	3.0%	29.5%			
Brianwood Homes	0	4	3	23	33	42	45	43	32	42	30		297	2.2%	31.8%			
Pratt Homes	1	7	41	23	60	7	32	46	5		40	13	275	2.1%	33.8%			
Activa	8	5	21	18	16	8	37	94	24	2	0	23	256	1.9%	35.8%			
LIV Communities	4	3	96	68	0	15	70	0	0	0	0	0	256	1.9%	37.7%			
	213	561	1,201	1,847	1,534	1,433	1,504	1,480	916	656	938	995	13,278					

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2021 Q1
Wallaceton - Heathwood Homes	Kitchener	Detached	31'	31
			34'	66
		Townhouse	20'	67
		Total		164
Avalon - Empire	Haldimand County	Detached	27'	38
			33'	70
			38'	36
		Total		144
Emerald Crossing - Fieldgate Homes and Greybrook Realty Partners	Shelburne	Detached	36'	58
			40'	20
		Townhouse	22'	52
		Total		130
Alcona Shores - Bayview Wellington Homes	Innisfil	Detached	30'	3
			32'	38
			39'	2
			45'	5
			48'	7
		Townhouse	20'	58
		Total		113
Mapleview Park - Fernbrook Homes	Barrie	Detached	33'	46
			38'	6
			45'	2
		Townhouse	20'	45
		Total		99
Mapleview Park - Tiffany Park Homes	Barrie	Detached	33'	44
			38'	7
			45'	1
		Townhouse	20'	47
		Total		99
Harbourview - Ballymore Homes	Innisfil	Detached	32'	48
			40'	42
		Total		90
Wyndfield - Empire	Brantford	Detached	27'	21
			34'	31
			42'	13
		Townhouse	20'	20
		Total		85
West Community - Mountainview Building Group	Thorold	Detached	36'	11
			40'	11
		Townhouse	20'	24
			23'	36
		Total		82

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2021 Q1			2020 Q1			
		Detached	Semi Detached	Townhouse	Detached	Link	Semi Detached	Townhouse
County of Brant	Brant	78		20	48		5	4
	Brantford	70		72	45		0	35
	Total	148		92	93		5	39
Dufferin County	Grand Valley	14			2			
	Melancthon	4			1			
	Orangeville			40				0
	Shelburne	78		85	3		7	3
	Total	96		125	6		7	3
Haldimand County	Haldimand County	144			33			7
	Total	144			33			7
Hamilton	Hamilton	33	0	114	155		15	192
	Total	33	0	114	155		15	192
Niagara Region	Fort Erie	27		2	23			5
	Grimsby			1				14
	Lincoln	12	3	12	22		4	26
	Niagara Falls	9	2	91	15		6	14
	Niagara-on-the-Lake			8	0		0	2
	Pelham	1	2	3	5		1	7
	St. Catharines	0		9	5		2	31
	Thorold	28		66	120		2	51
	Welland	6		1	20			6
	West Lincoln				2		1	26
	Total	83	7	193	212		16	182
Peterborough County	Peterborough	62		15	18			0
	Total	62		15	18			0
Simcoe County	Adjala-Tosorontio							
	Barrie	111	30	164	62			49
	Clearview	86	0		26		0	0
	Collingwood	0		44	25	2	0	22
	Essa	63			8	14		15
	Innisfil	248		64	153	38		25
	New Tecumseth	12	6	3	67		2	45
	Orillia	15		26	18			18
	Oro-Medonte	39			9			2
	Springwater	51			15			
	Wasaga Beach	50		34	3			7
	West Gwillimbury	29	24	12	83		5	6
	Total	704	60	347	469	54	7	189
Waterloo Region	Cambridge	0		30	24			31
	Kitchener	155	0	69	161		29	172
	North Dumfries			7				
	Waterloo	0			10		8	28
	Woolwich	0		0	44			6
	Total	155	0	106	239		37	237
Wellington County	Centre Wellington	43	2	5	90		0	17
	Guelph	39	9	5	28		0	87
	Guelph/Eramosa	1			12			
	Puslinch	1			0			
	Total	84	11	10	130		0	104
Grand Total		1,509	78	1,002	1,355	54	87	953

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