



Greater Golden Horseshoe Major Markets High Rise Projects

New Homes Monthly Market Report
Data as of June 2021

GGH Overview

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q2 2021		Q2 2020		Change
Condominium Apartment	1,799		525		242.7%
Single Family	2,454		1,986		23.6%
Total	4,253		2,511		69.4%
Year to Date Sales	Jan.-Jun. 2021		Jan.-Jun. 2020		Y/Y Change
Condominium Apartment	3,185		1,705		86.8%
Single Family	5,277		4,430		19.1%
Total	8,462		6,135		37.9%
Year to Date Supply	Jan.-Jun. 2021		Jan.-Jun. 2020		Y/Y Change
Condominium Apartment	2,137		1,210		76.6%
Single Family	3,689		5,079		-27.4%
Total	5,826		6,289		-7.4%
Year to Date Completions	Jan.-Jun. 2021		Jan.-Jun. 2020		Y/Y Change
Condominium Apartment	1,262		937		34.7%
Remaining Inventory	Jun-21	Mar-21	Jun-20	M/M Change	Y/Y Change
Condominium Apartment	1,009	1,211	3,101	-16.7%	-67.5%
Single Family	768	845	3,689	-9.1%	-79.2%
Total	1,777	2,056	6,790	-13.6%	-73.8%
Average Asking Price	Jun-21	Mar-21	Jun-20	M/M Change	Y/Y Change
Condominium Apartment	\$651,224	\$634,610	\$508,375	2.6%	28.1%
Single Family	\$1,037,366	\$778,697	\$713,836	33.2%	45.3%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	10	60	238	178	
Condominium Apartment Units	1,278	7,816	8,985	5,122	
% Sold*	77%	87%	96%	88%	
Single Family Projects	24	122			
Single Family Units	1,224	10,564			
% Sold*	75%	98%			

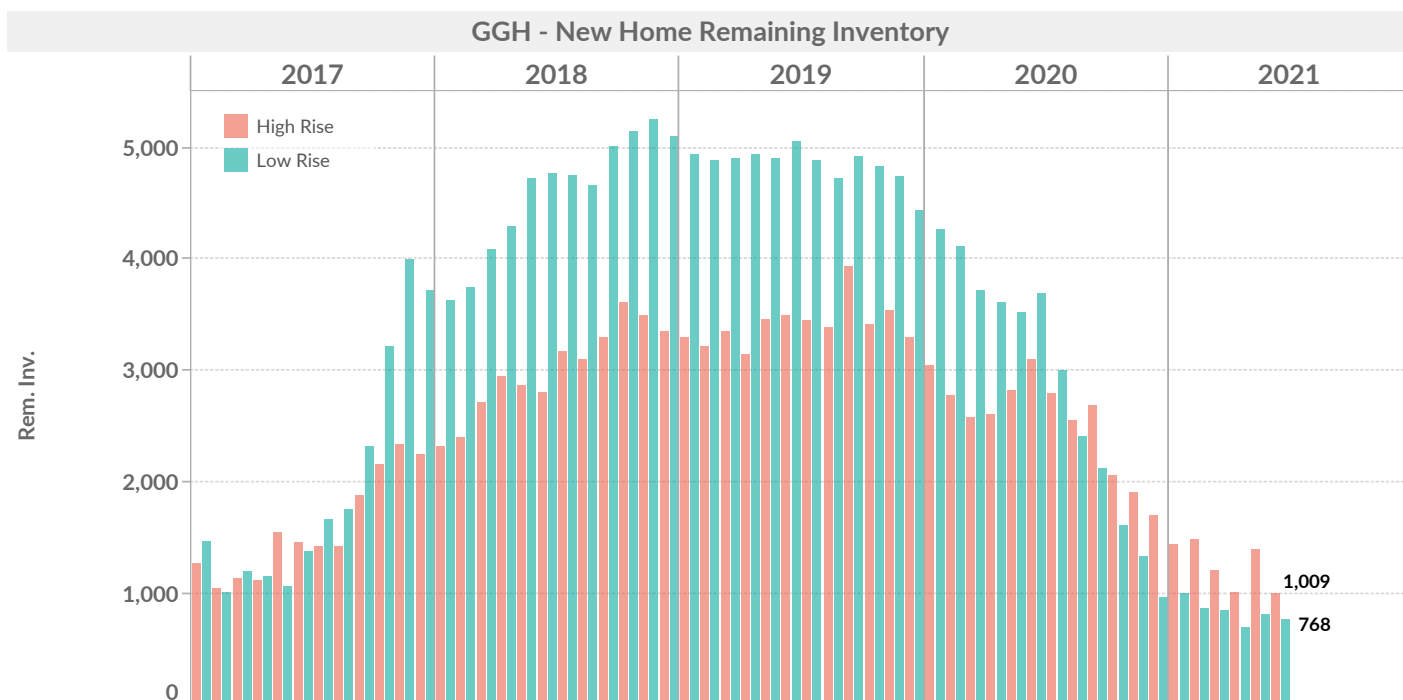
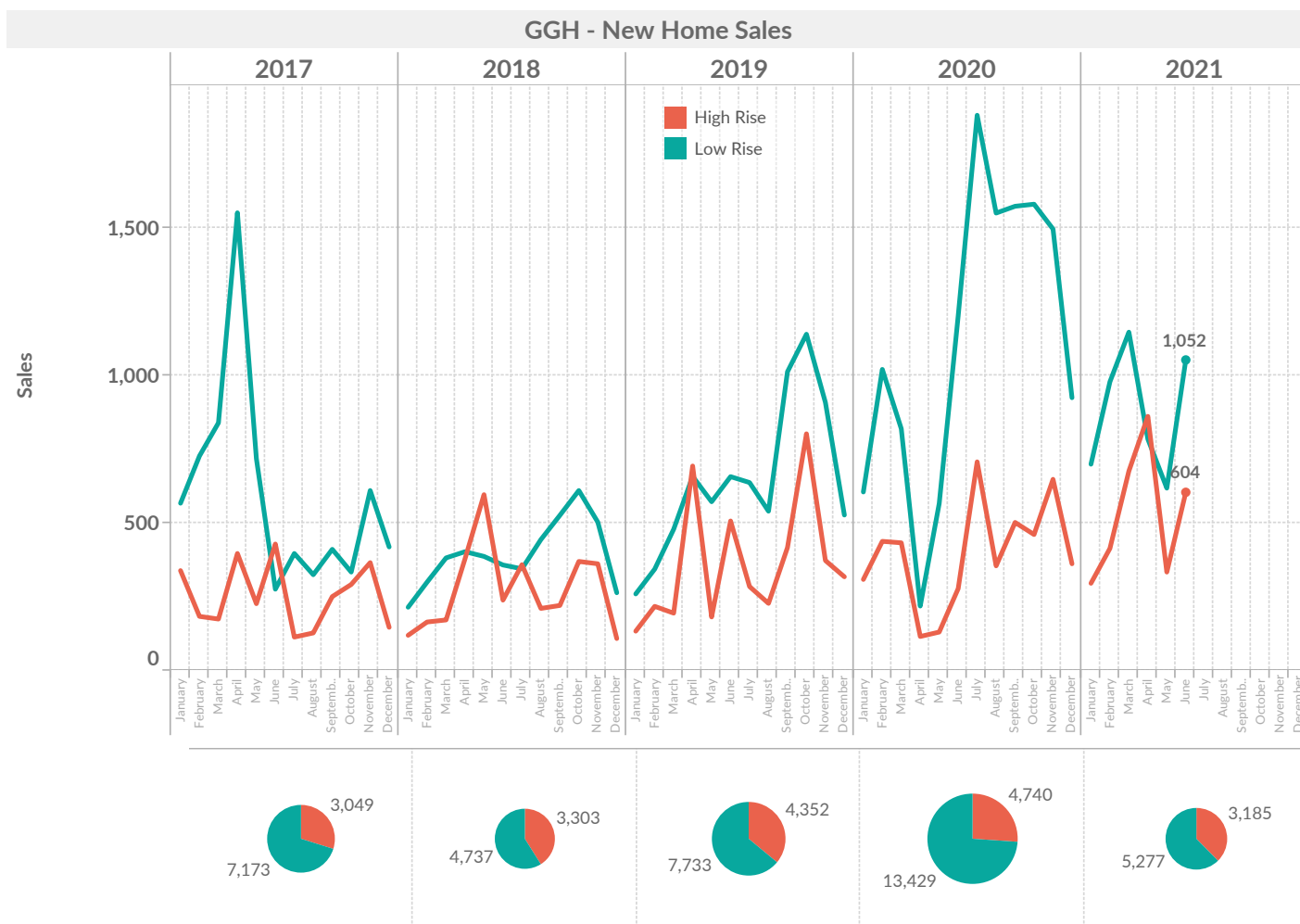
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

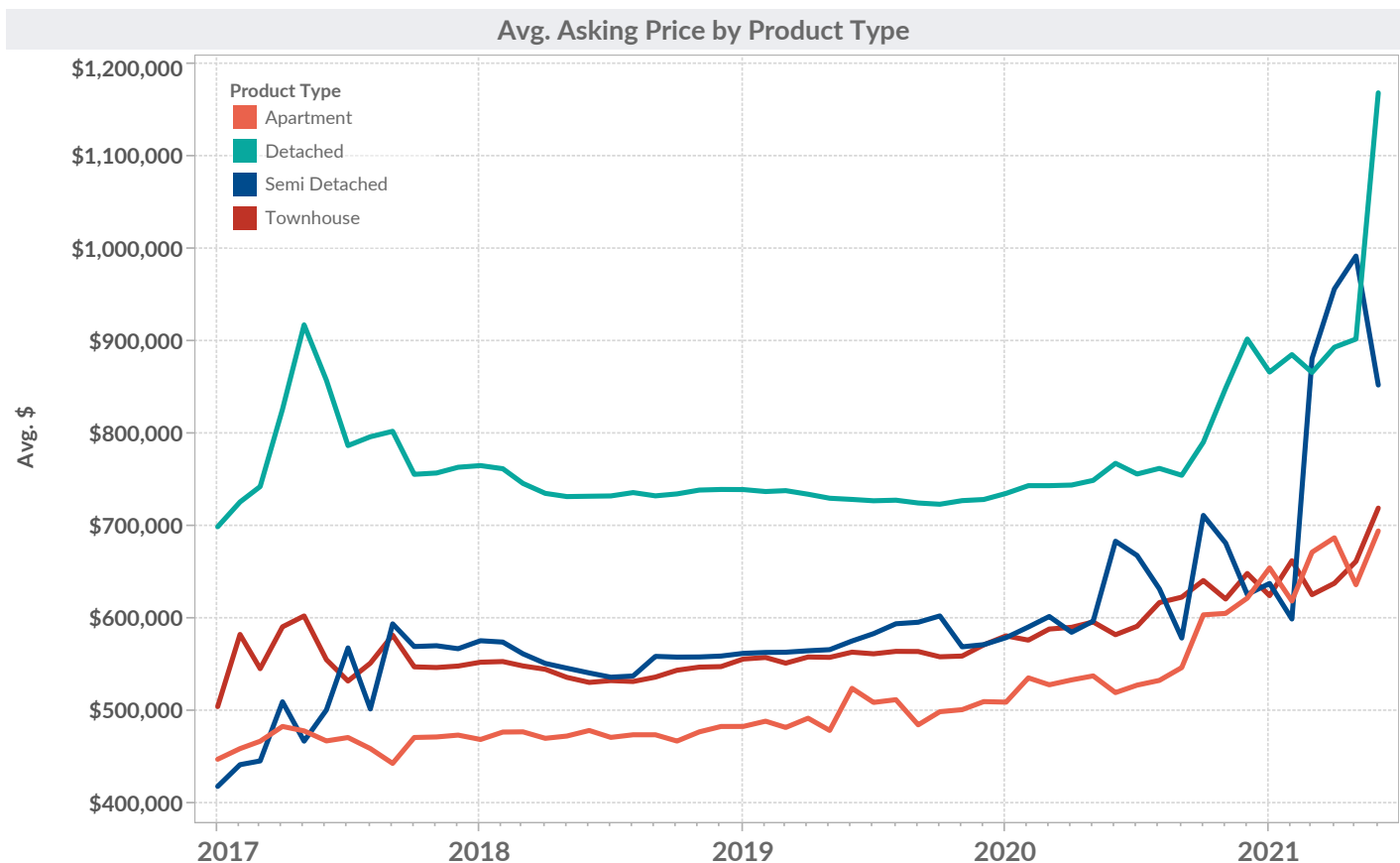
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

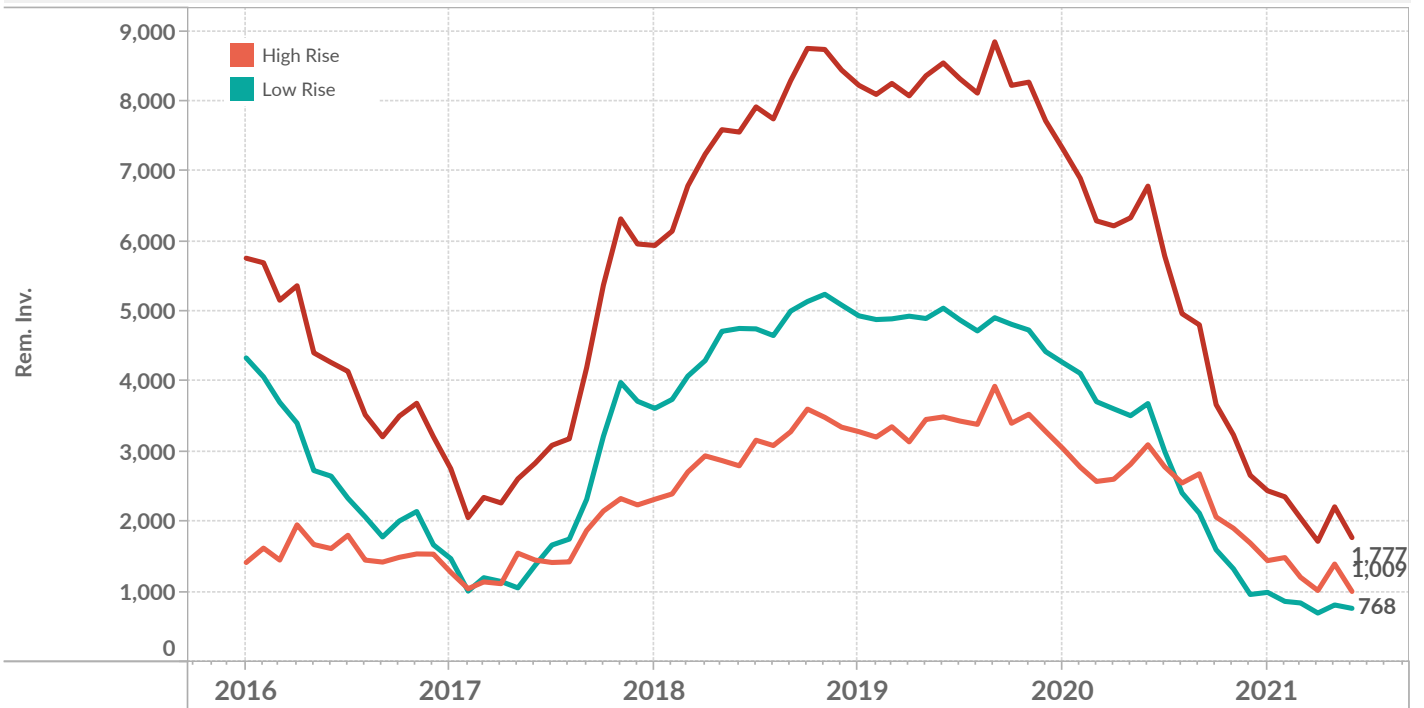


Pricing

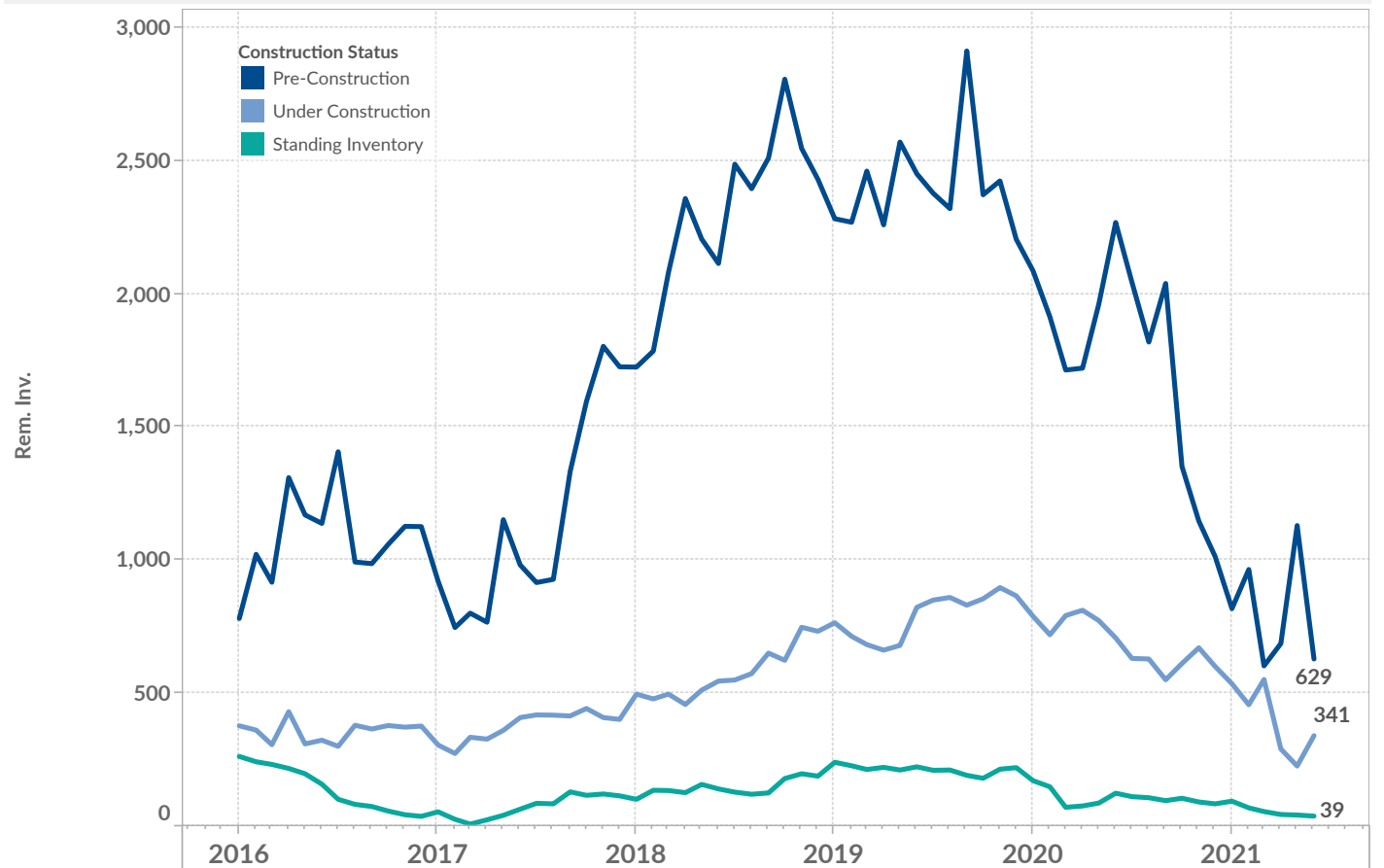


Remaining Inventory

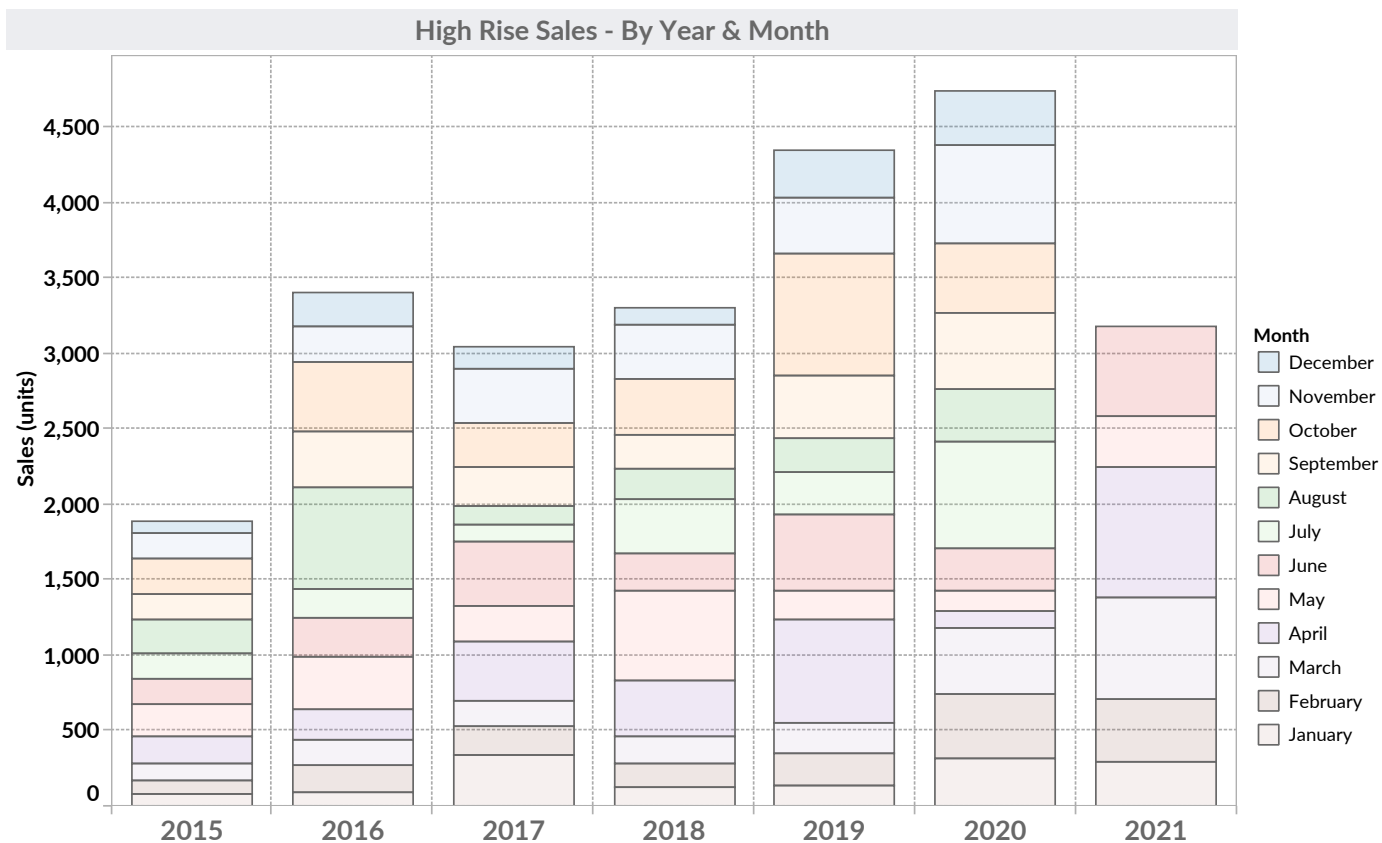
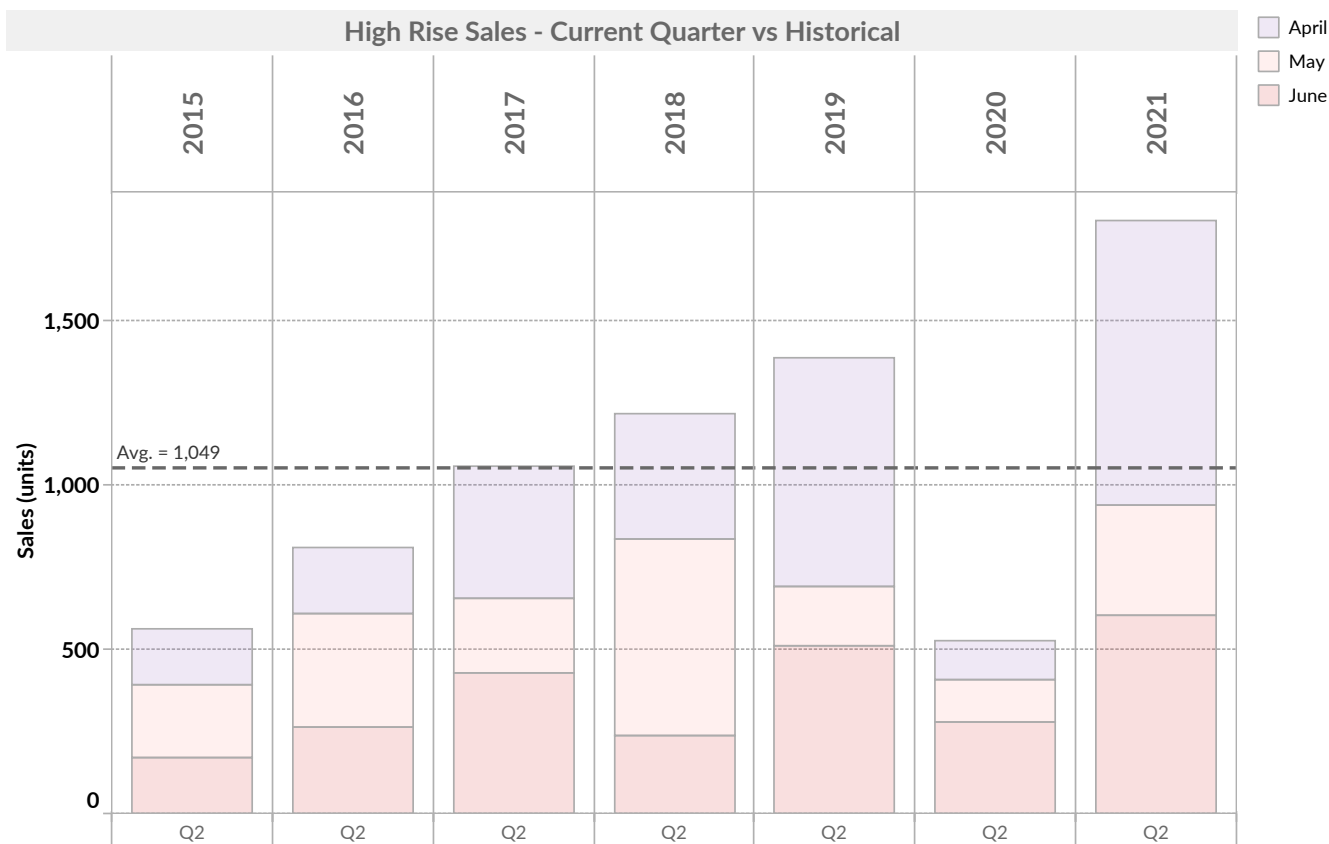
GGH - New Home Remaining Inventory



GGH - High Rise Rem. Inv. by Construction Status

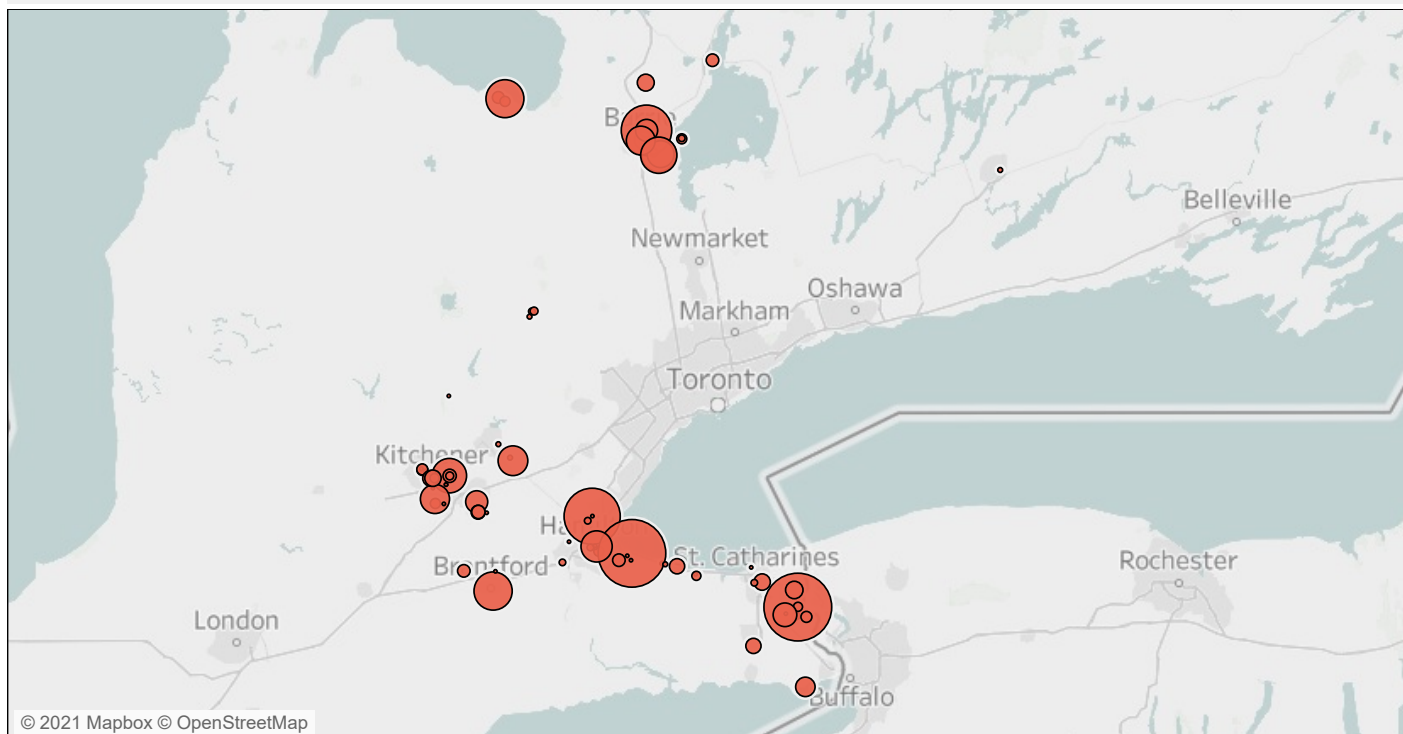


Historical Sales Comparison

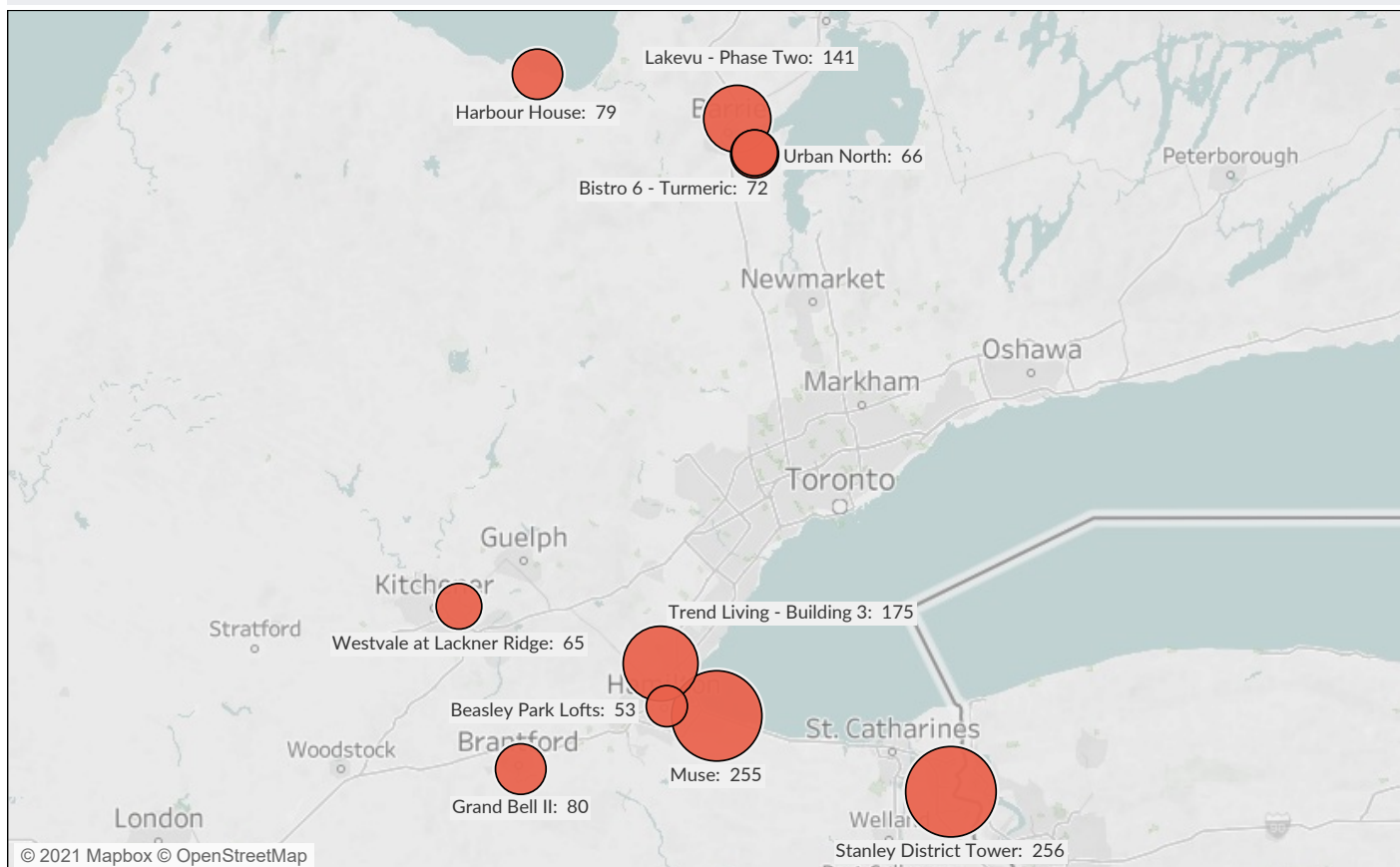


Current Sites

GGH - Active High Rise Sites by Sales



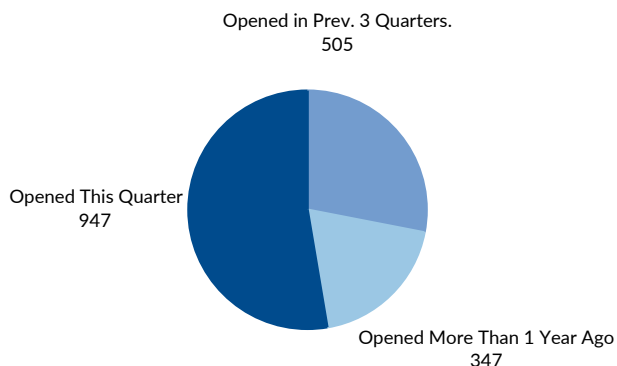
GGH - Top 10 Sites by Current Quarter Sales



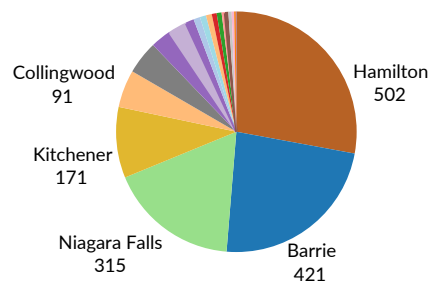
Sales Breakdown

Current Quarter Condominium Apartment Sales Breakdown

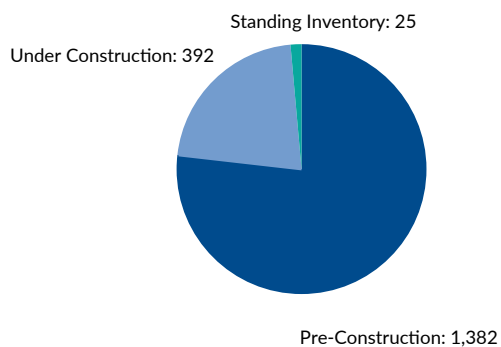
Sales by Opening Date



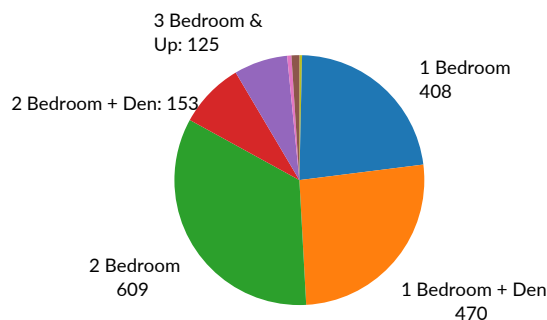
Sales by Municipality



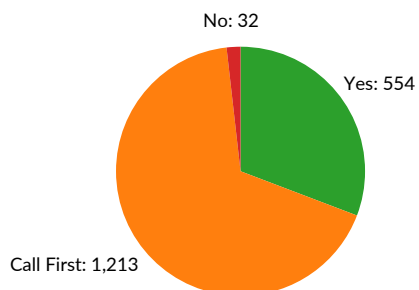
Sales by Const. Status



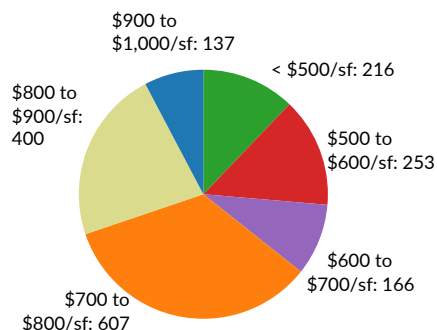
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



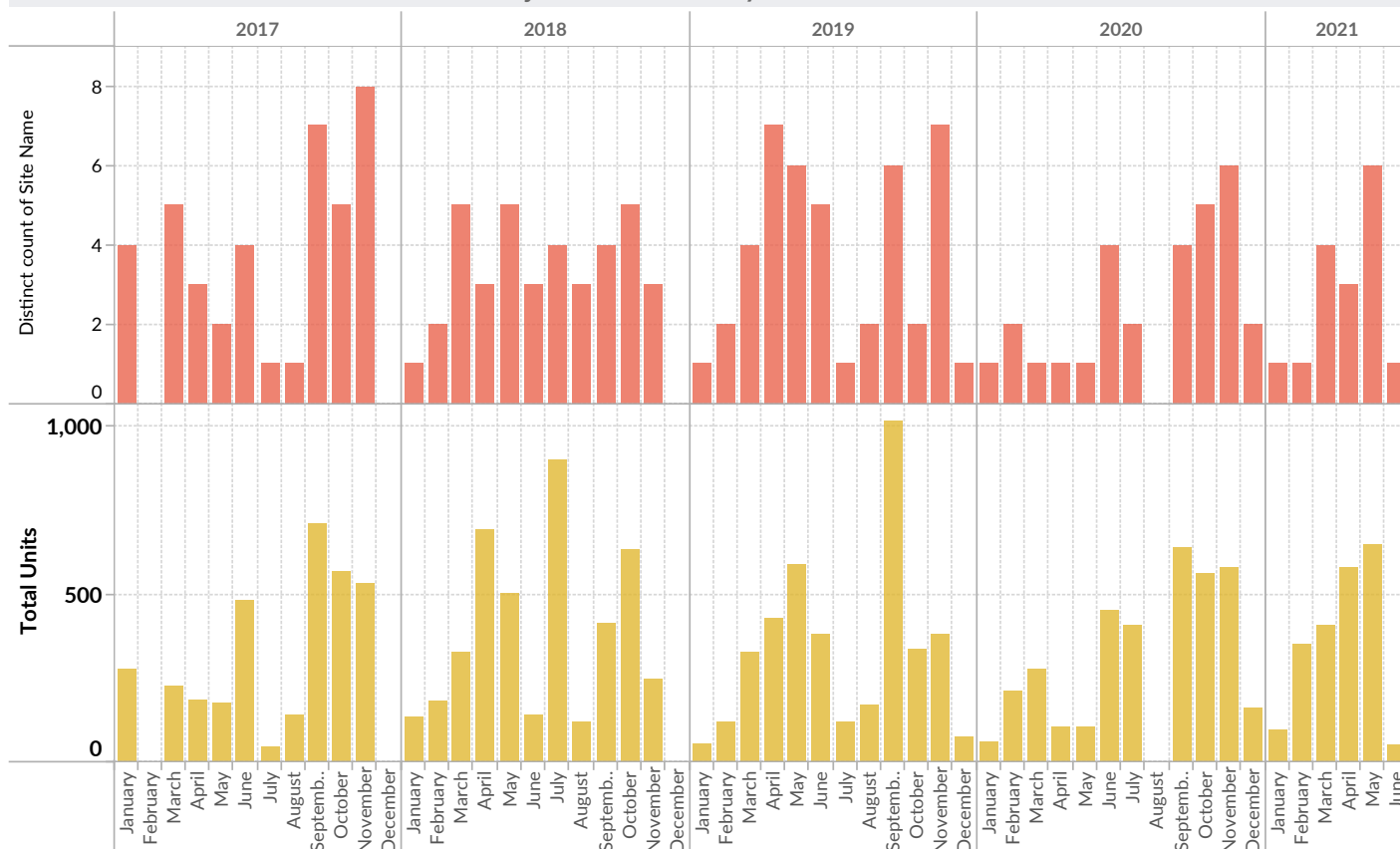
New Openings

Q2 2021 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Stanley District Tower - La Pue International	Niagara Falls	2021-04-03	282	20	26	\$926
Harbour House - Streetcar Developments Inc.	Collingwood	2021-04-10	130	7	51	\$779
Lakevu - Phase Two - JD Development Group	Barrie	2021-04-17	164	18	23	\$763
Shores - South Coast Village Towns - Marz Homes	Fort Erie	2021-05-01	20	6	0	\$0
Inspiration Point - Trisect Construction	Grimsby	2021-05-03	25	3	13	\$878
Westvale at Lackner Ridge - Reid's Heritage Homes	Kitchener	2021-05-06	82	16	17	\$646
Grand Bell II - Lakeview Development Holdings Inc.	Brantford	2021-05-21	222	80	142	\$702
Muse - DeSantis Homes *	Hamilton	2021-05-28	259	255	4	\$772
Hewitt's Gate - Hillcrofts - Pratt Homes	Barrie	2021-05-29	42	39	3	\$996
Spencer at Dundas Peak - Sage Development	Hamilton	2021-06-26	52	0	52	\$0
Grand Total			1,278	444	331	\$645

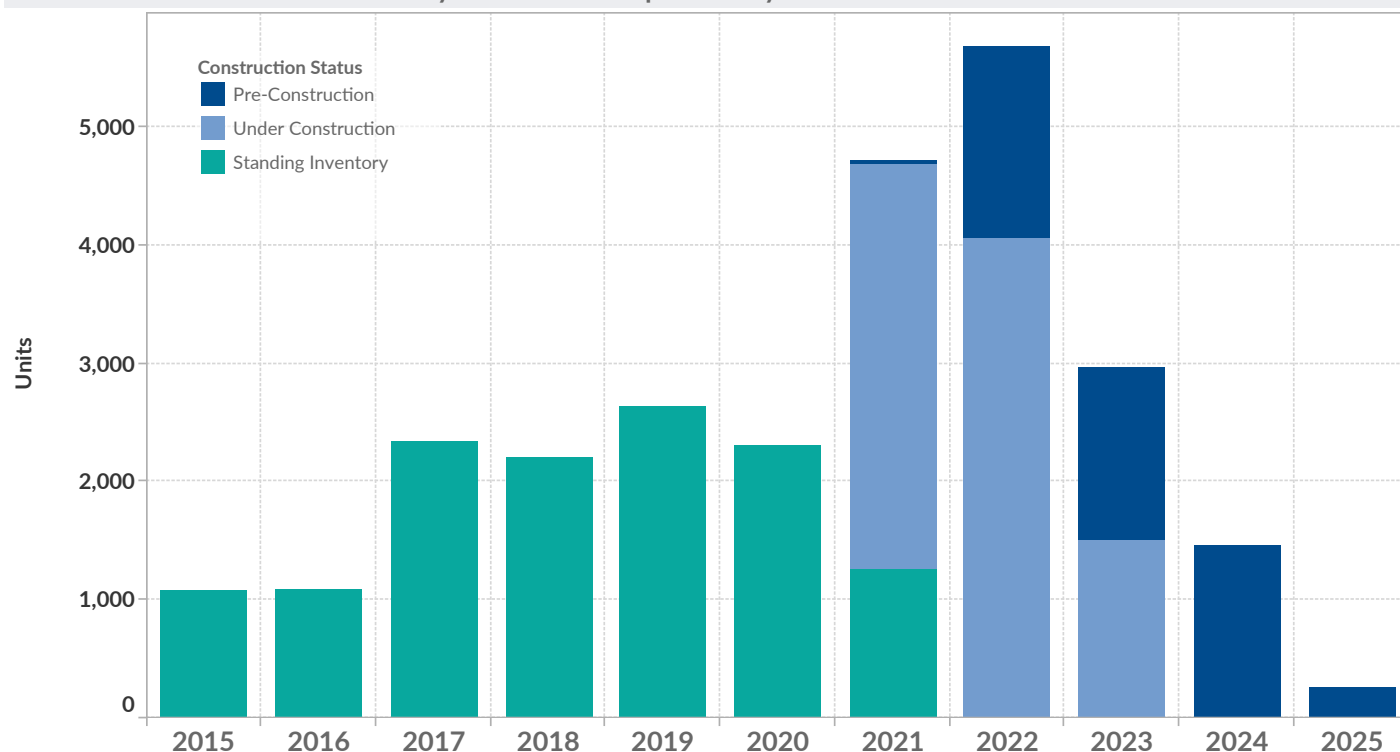
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

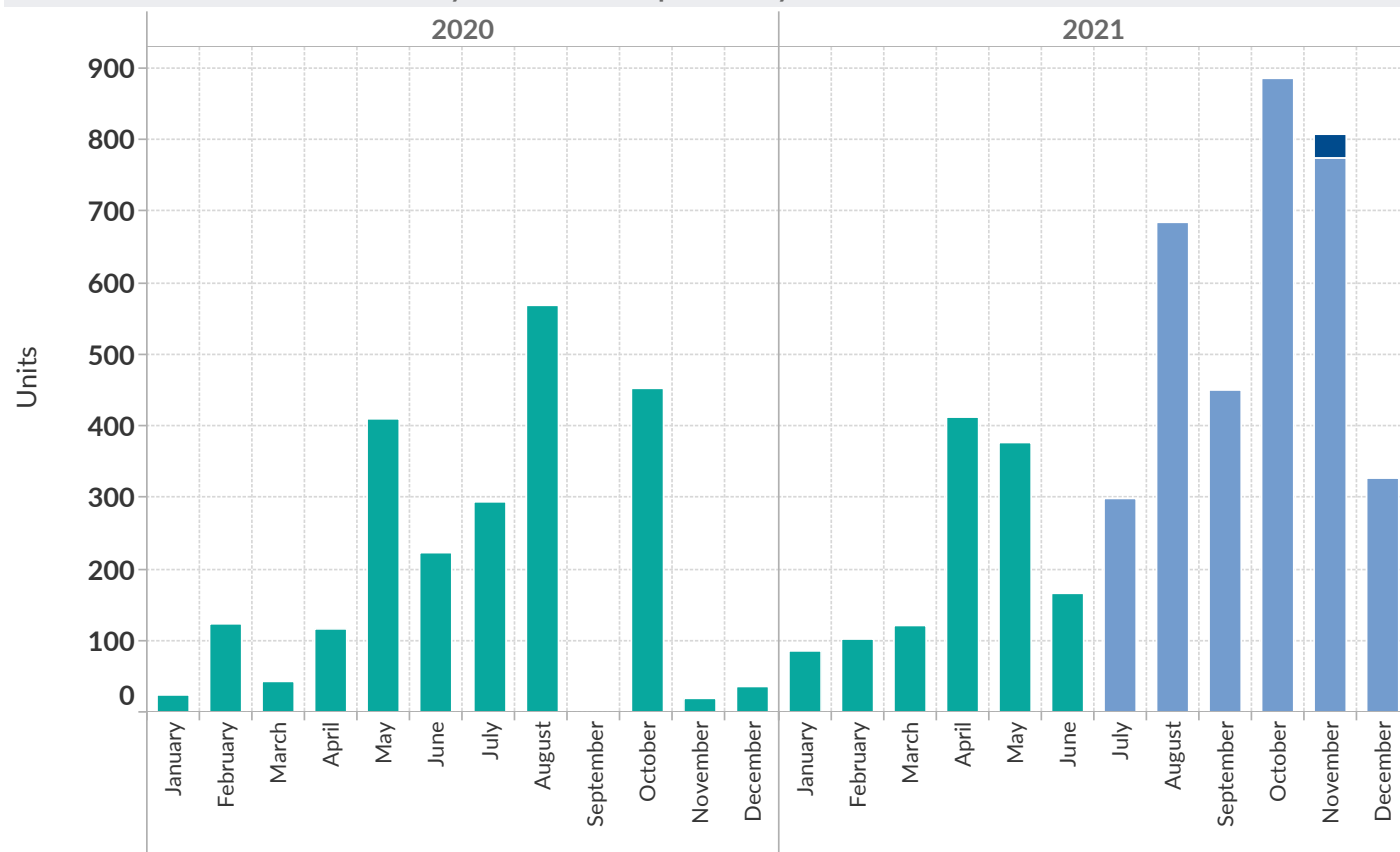


Scheduled Completions

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	11.1%
La Pue International	1	1	1	169	71	20							263	8.3%
DeSantis Homes	0	0	0	0	1	255							256	8.0%
New Horizon Development Group	0	0	41	170	5	0							216	6.8%
JD Development Group	1	1	4	84	64	19							173	5.4%
Pratt Homes	27	24	0	72	0	39							162	5.1%
Acliva	1	34	37	26	18	28							144	4.5%
Stinson Properties	17	24	39	40	10	3							133	4.2%
Evertrust Development Group Canada	4	107	3	2	0	13							129	4.1%
Reid's Heritage Homes	22	19	10	10	50	18							129	4.1%
Total (All 101 Builders)	296	414	676	861	334	604							3,185	

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 Share %
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.		
Reid's Heritage Homes	92	2	59	21	90	49	22	19	10	10	50	18	442	7.1%
Society Developments Inc.	184	24	20	8	121	17	10	0	0	0	0	0	384	6.2%
Emblem Developments								0	354				354	5.7%
New Horizon Development Group	6	1	13	2	3	59	0	0	41	170	5	0	300	4.8%
La Pue International				0	20	2	1	1	1	169	71	20	285	4.6%
Pamela Hospitality Inc.	102	48	10	1	1	30	86	0	0	0	0	0	278	4.5%
Pratt Homes	19	21	18	22	8	10	27	24	0	72	0	39	260	4.2%
DeSantis Homes	0	0	0	3	0	0	0	0	0	0	1	255	259	4.2%
Marydel Homes			90	48	35	27	20	12	7	14			253	4.1%
HIP Developments	159	51	13	1	1	3	0	0	0	0	0	19	247	4.0%
Total (All 131 Builders)	707	355	502	461	648	362	296	414	676	861	334	604	6,220	

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 Q2
Stanley District Tower - La Pue International	Niagara Falls	Apartment	1 Bedroom	67
			1 Bedroom + Den	54
			2 Bedroom	132
			Penthouse	3
			Total	256
Muse - DeSantis Homes	Hamilton	Apartment	1 Bedroom	101
			1 Bedroom + Den	114
			2 Bedroom + Den	9
			2 Bedroom	31
			Total	255
Trend Living - Building 3 - New Horizon Development Group	Hamilton	Apartment	1 Bedroom	55
			1 Bedroom + Den	84
			2 Bedroom + Den	2
			2 Bedroom	34
			Total	175
Lakevu - Phase Two - JD Development Group	Barrie	Apartment	1 Bedroom	31
			1 Bedroom + Den	65
			2 Bedroom + Den	10
			2 Bedroom	35
			Total	141
Grand Bell II - Lakeview Development Holdings Inc.	Brantford	Apartment	1 Bedroom	12
			1 Bedroom + Den	52
			2 Bedroom + Den	7
			2 Bedroom	9
			Total	80
Harbour House - Streetcar Developments Inc.	Collingwood	Apartment	1 Bedroom	20
			1 Bedroom + Den	17
			2 Bedroom + Den	3
			2 Bedroom	28
			Other	11
			Total	79

Municipal Comparison

Current Quarter Sales Compared to Previous Year by Select Municipality

Municipality	2021 Q2			2020 Q2		
	Apartment	Loft	Stacked	Apartment	Loft	Stacked
Barrie	 316		 105	 50		 67
Brant			 8			
Brantford	 80			 8		
Cambridge	 19		 26		 8	
Collingwood	 91			 10		
Fort Erie			 20			
Grimsby	 14			 21		
Guelph	 50			 8		 35
Hamilton	 447	 53		 72	 37	
Innisfil	 8					
Kitchener	 120		 51	 11		 21
Lincoln				 44		
Niagara Falls	 315					
Orillia		 8				
Oro-Medonte	 15					
St. Catharines	 16					
Waterloo	 12			 98		
Welland	 12					
Grand Total	 1,515	 61	 210	 322	 45	 123

Current KPI's

	Avg. Asking Price	Avg. Remaining Unit Size (SF)	Avg. Absorption (Sales/Site)
Barrie	\$783,121	1,061	3.5
Brantford	\$471,492	671	13.3
Cambridge	\$594,100	1,035	2.6
Collingwood	\$691,589	974	0.5
Grimsby	\$1,303,415	1,523	0.5
Guelph	\$881,900	1,919	0.4
Hamilton	\$520,143	881	4.6
Kitchener	\$556,821	1,004	1.7
Niagara Falls	\$879,360	1,104	1.9
Orangeville			0.4
Orillia			0.6
St. Catharines	\$987,000	1,698	0.1
Welland			3.0

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