



Greater Golden Horseshoe Major Markets High Rise Projects

New Homes Monthly Market Report
Data as of September 2021

GGH Overview

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q3 2021		Q3 2020		Change
Condominium Apartment	899		1,564		-42.5%
Single Family	1,119		5,002		-77.6%
Total	2,018		6,566		-69.3%
Year to Date Sales	Jan.-Sep. 2021		Jan.-Sep. 2020		Y/Y Change
Condominium Apartment	4,139		3,269		26.6%
Single Family	6,535		9,433		-30.7%
Total	10,674		12,702		-16.0%
Year to Date Supply	Jan.-Sep. 2021		Jan.-Sep. 2020		Y/Y Change
Condominium Apartment	2,640		1,210		118.2%
Single Family	6,127		7,125		-14.0%
Total	8,767		8,335		5.2%
Year to Date Completions	Jan.-Sep. 2021		Jan.-Sep. 2020		Y/Y Change
Condominium Apartment	1,946		1,798		8.2%
Remaining Inventory	Sep-21	Jun-21	Sep-20	M/M Change	Y/Y Change
Condominium Apartment	590	955	2,687	-38.2%	-78.0%
Single Family	546	782	2,117	-30.2%	-74.2%
Total	1,136	1,737	4,804	-34.6%	-76.4%
Average Asking Price	Sep-21	Jun-21	Sep-20	M/M Change	Y/Y Change
Condominium Apartment	\$761,206	\$666,325	\$533,159	14.2%	42.8%
Single Family	\$1,087,147	\$1,042,150	\$721,296	4.3%	50.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	4	50	238	182	
Condominium Apartment Units	714	6,327	8,767	5,191	
% Sold*	84%	91%	99%	87%	
Single Family Projects	15	110			
Single Family Units	598	10,090			
% Sold*	74%	95%			

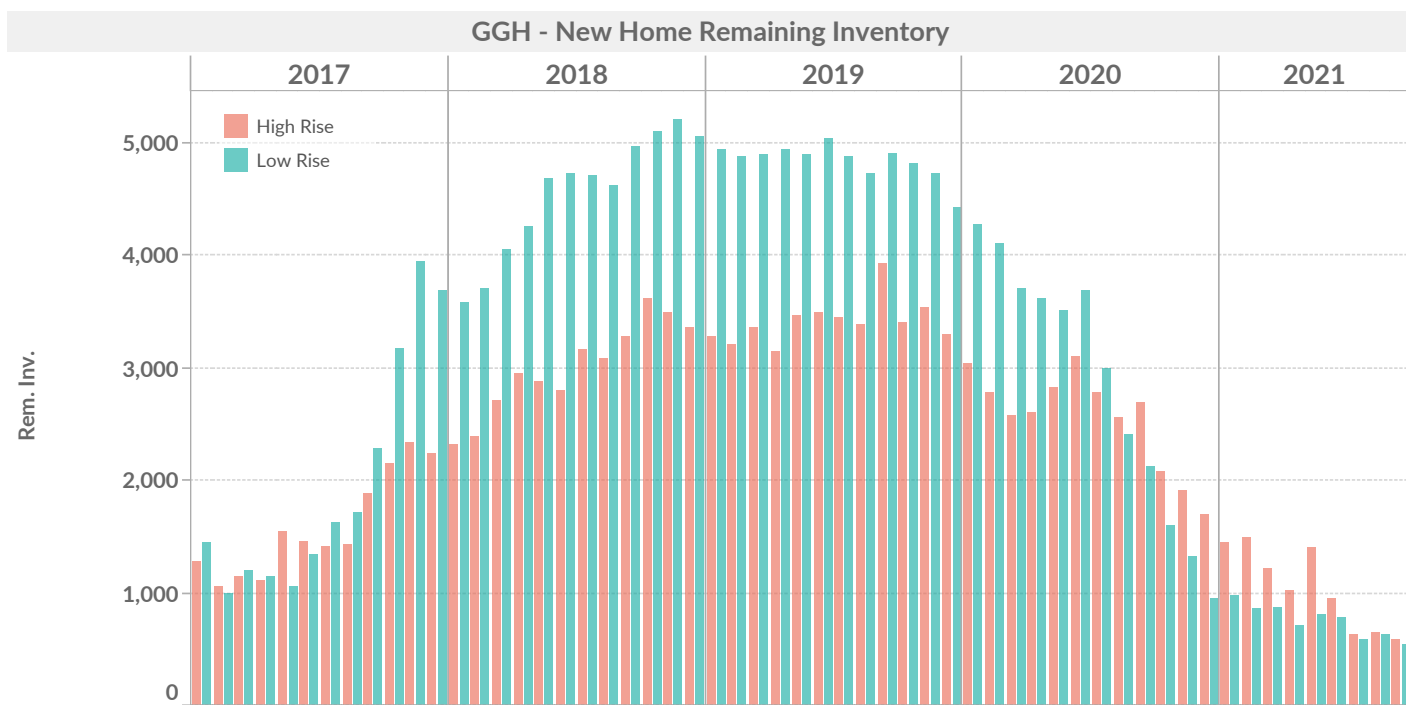
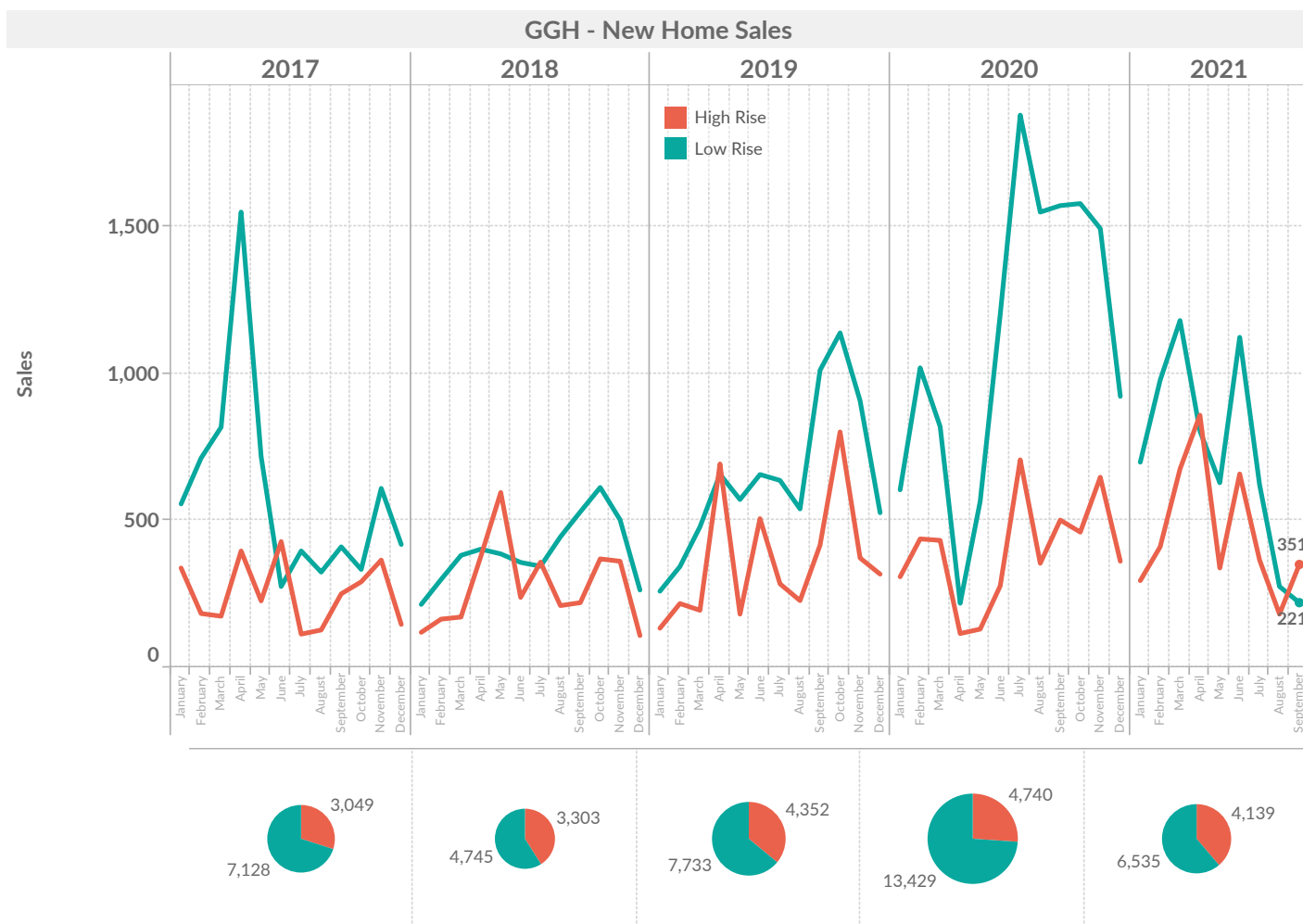
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

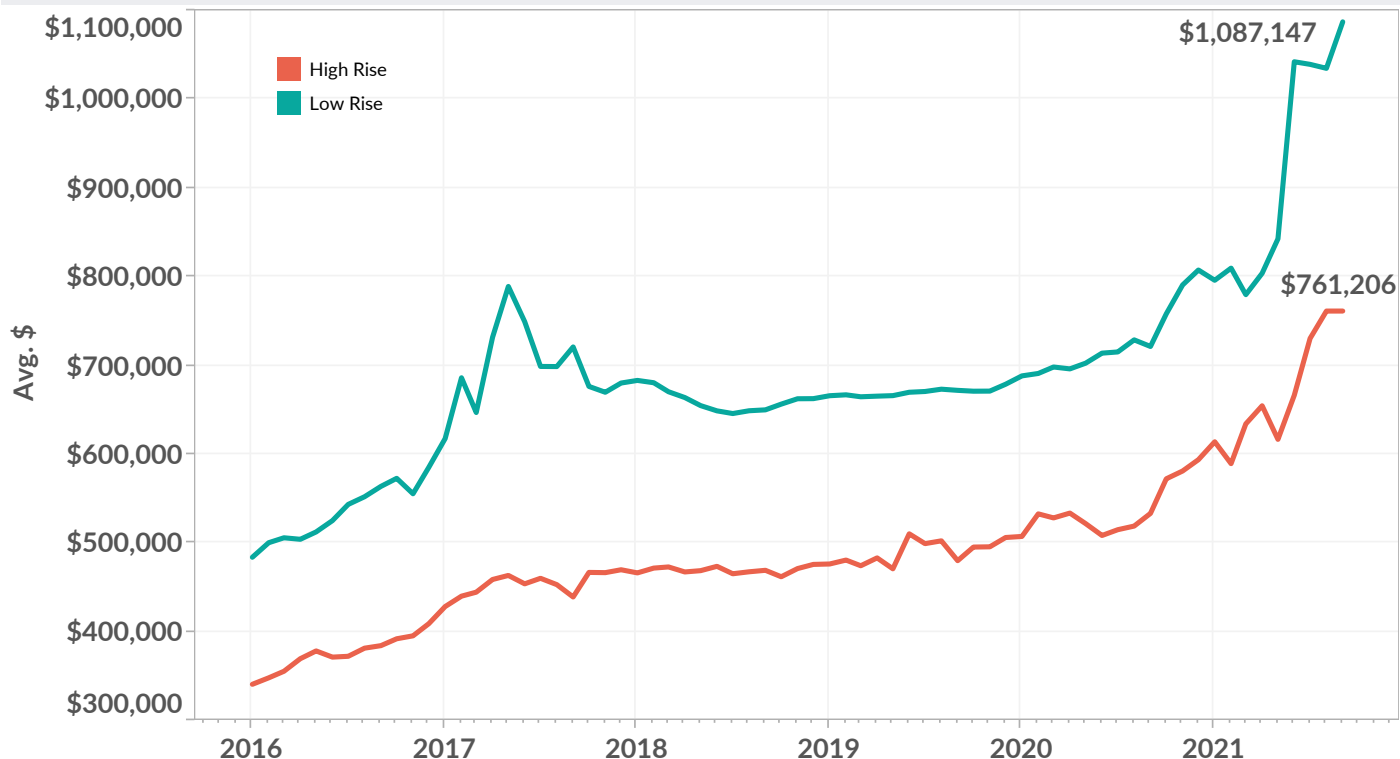
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

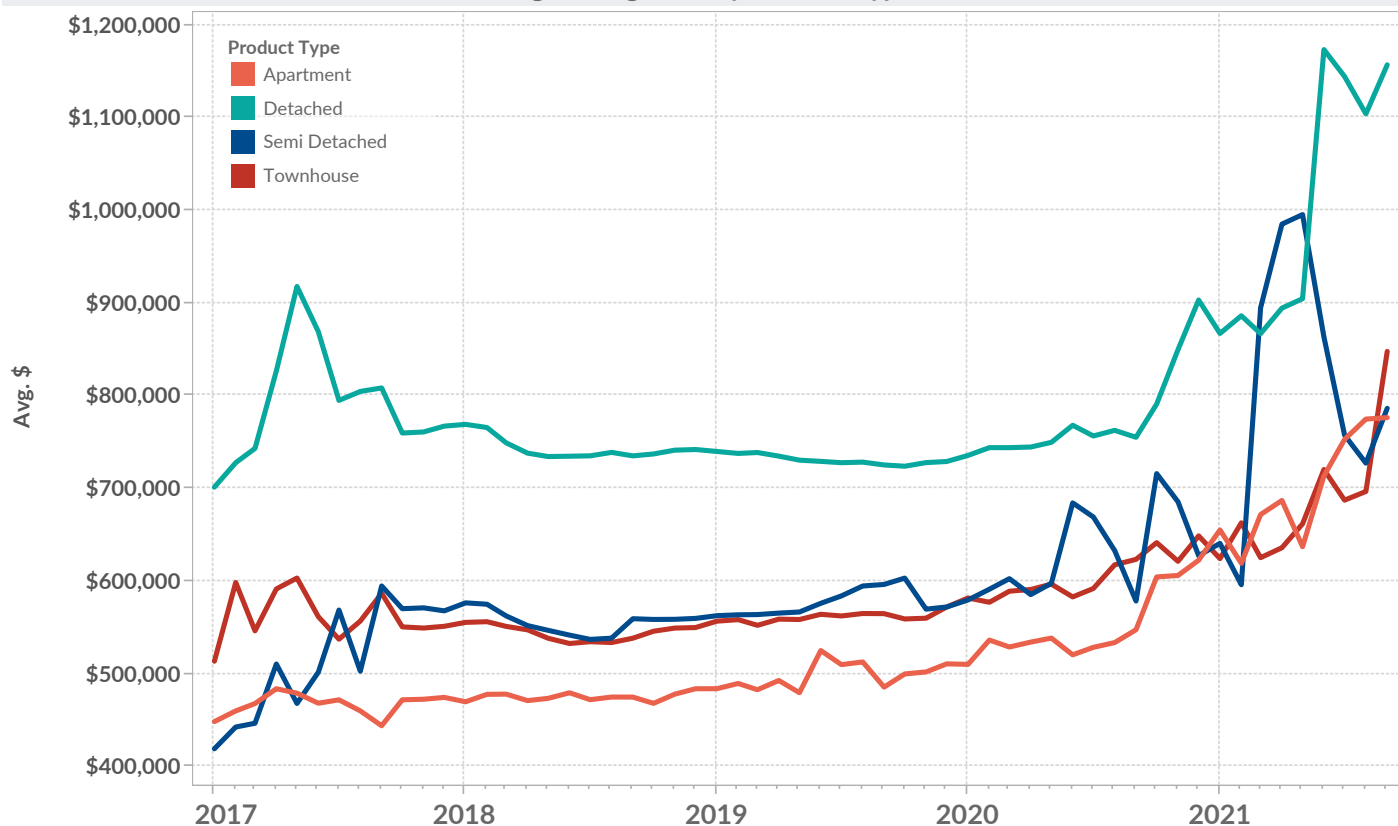


Pricing

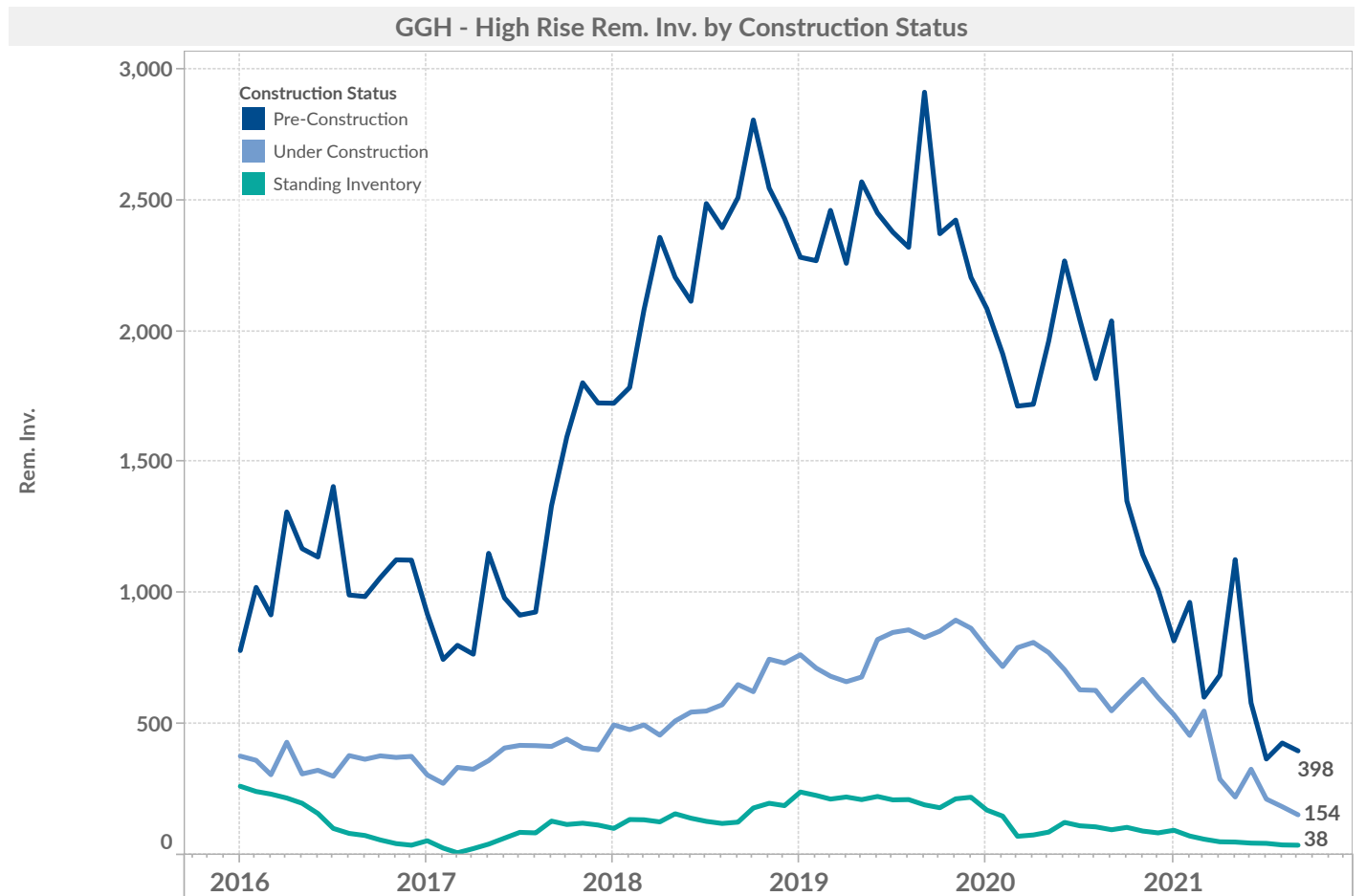
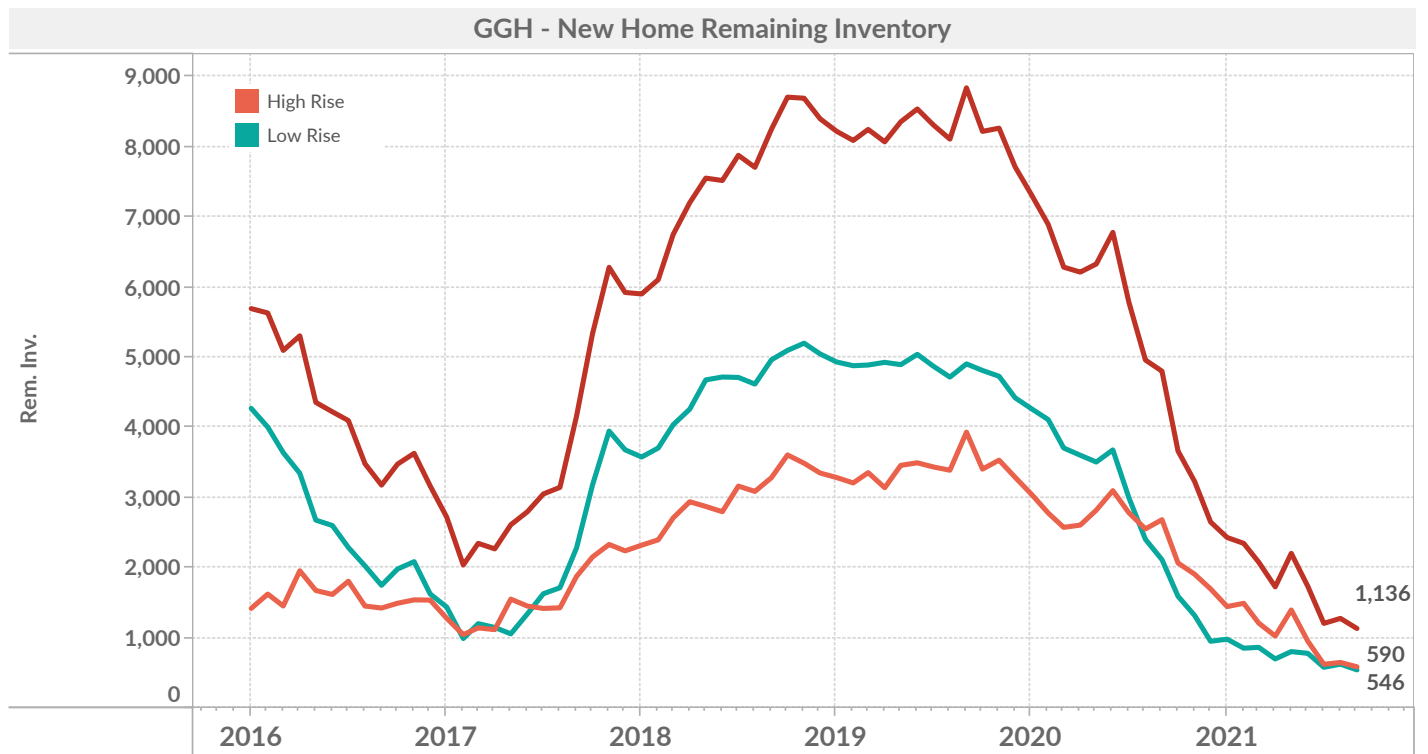
New Home Avg. Asking Price



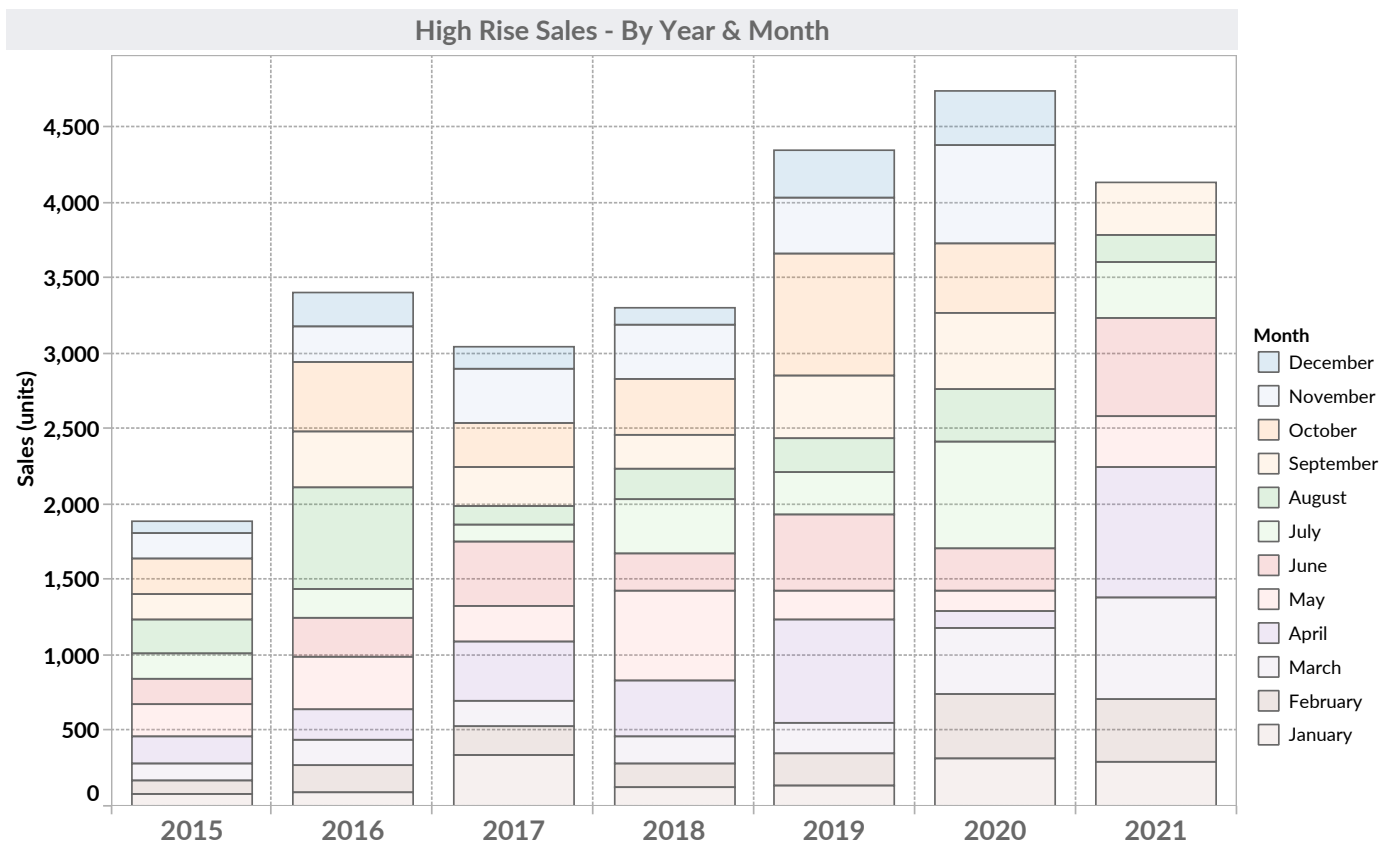
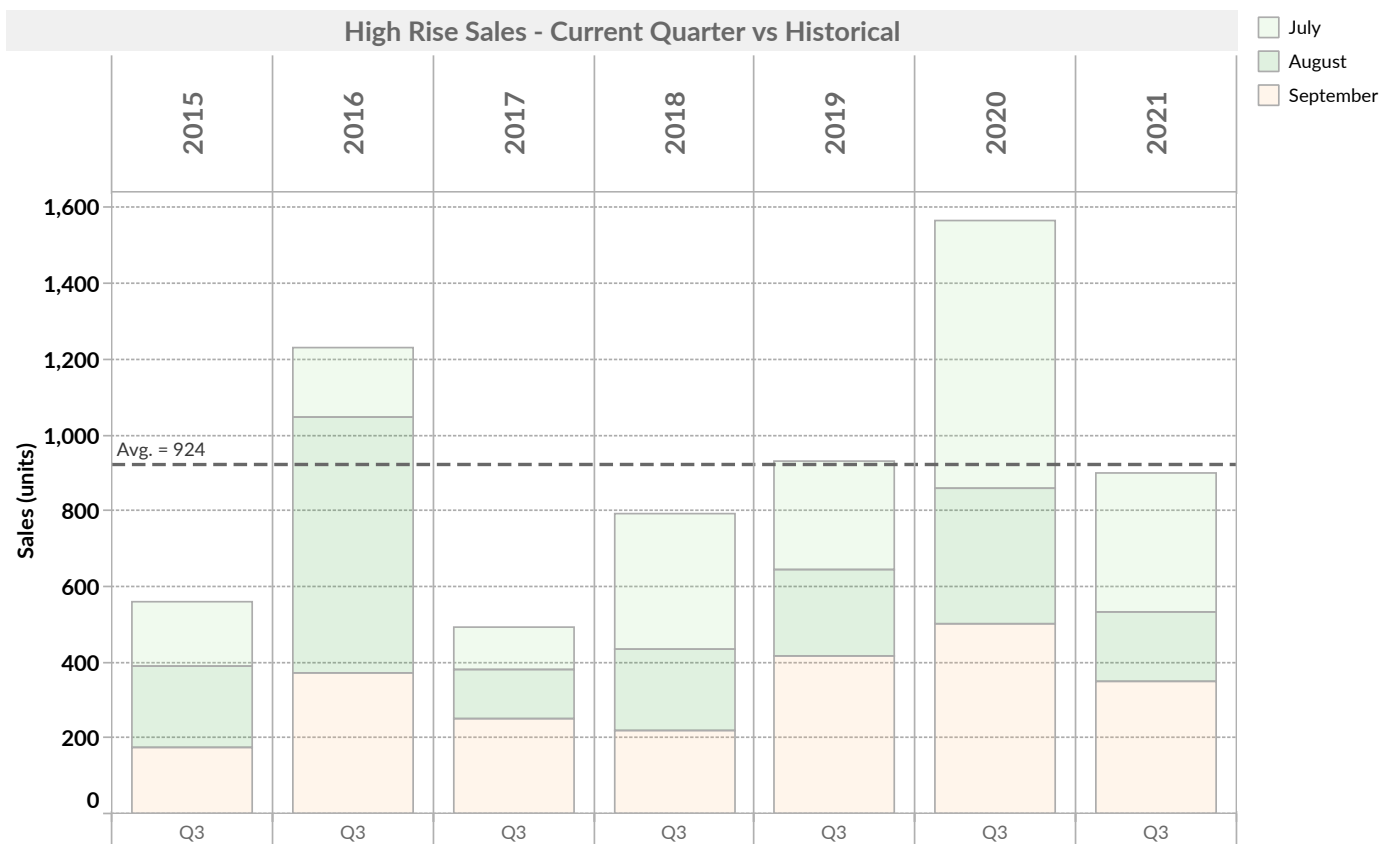
Avg. Asking Price by Product Type



Remaining Inventory

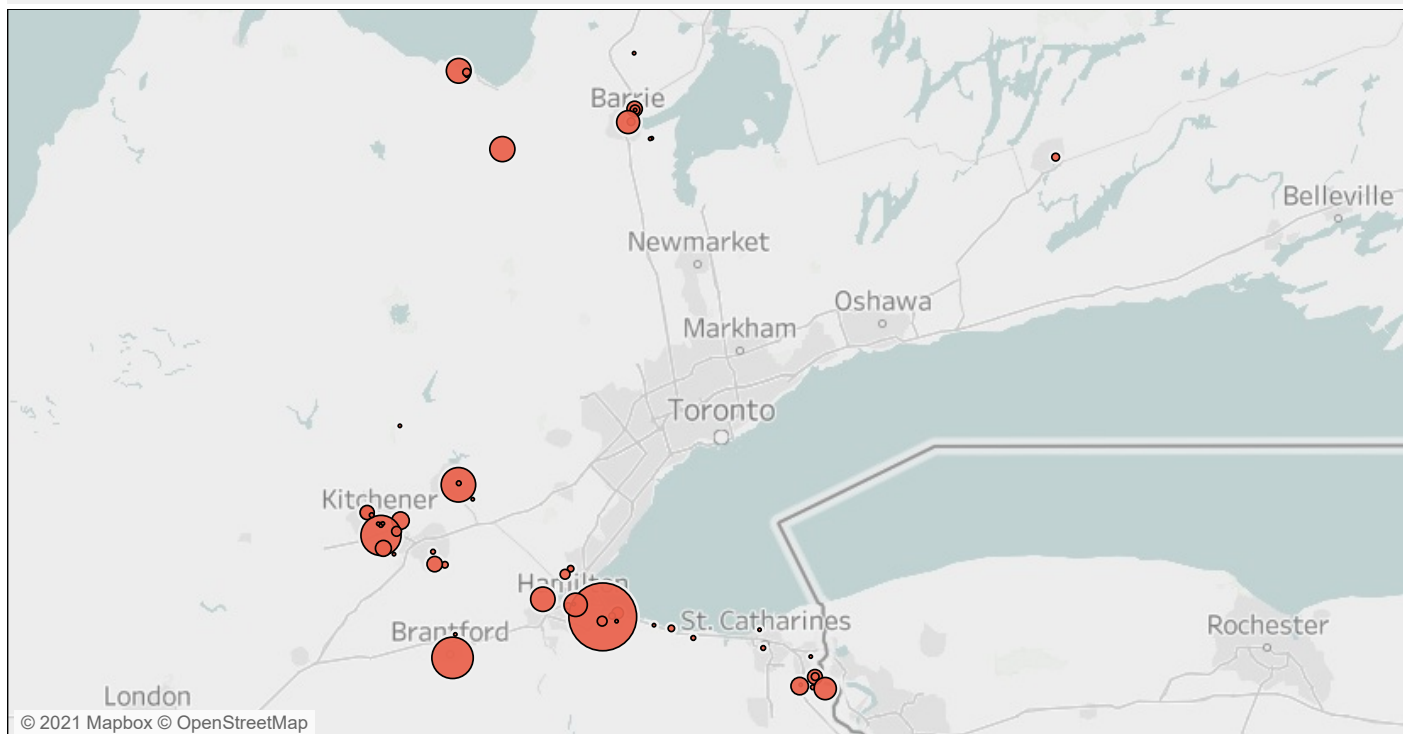


Historical Sales Comparison

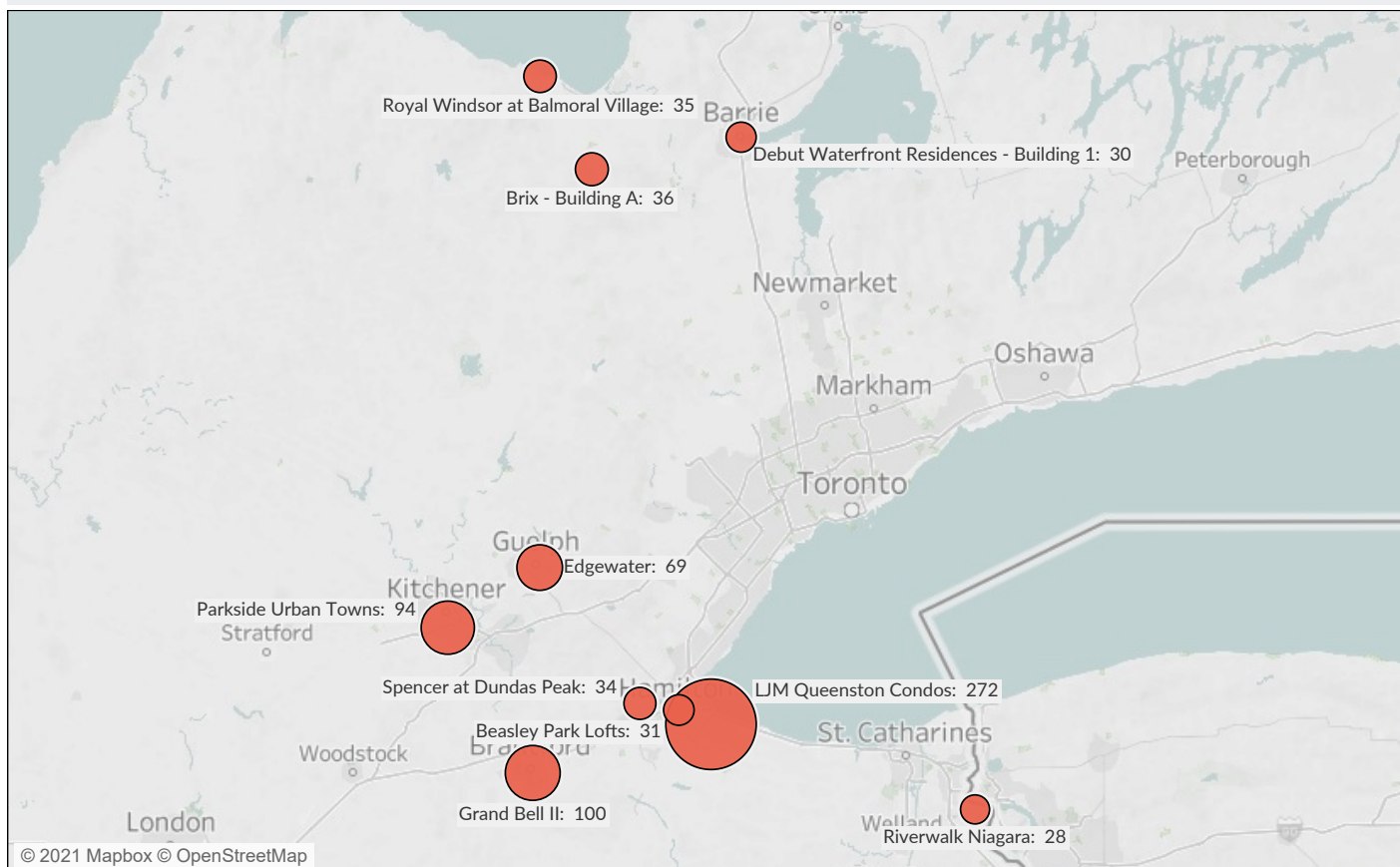


Current Sites

GGH - Active High Rise Sites by Sales



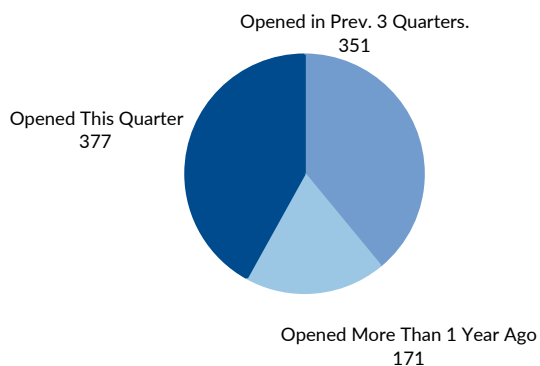
GGH - Top 10 Sites by Current Quarter Sales



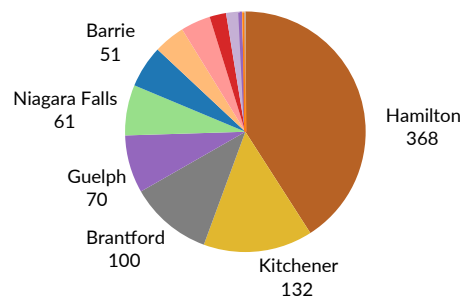
Sales Breakdown

Current Quarter Condominium Apartment Sales Breakdown

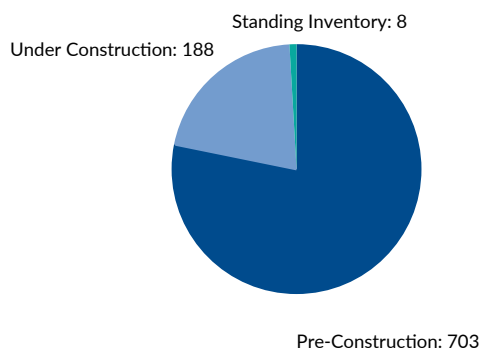
Sales by Opening Date



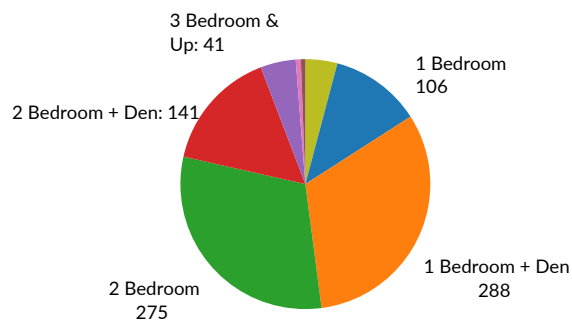
Sales by Municipality



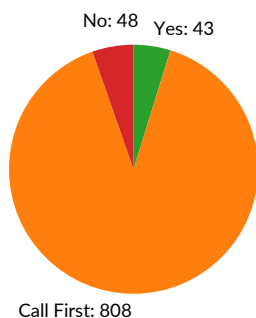
Sales by Const. Status



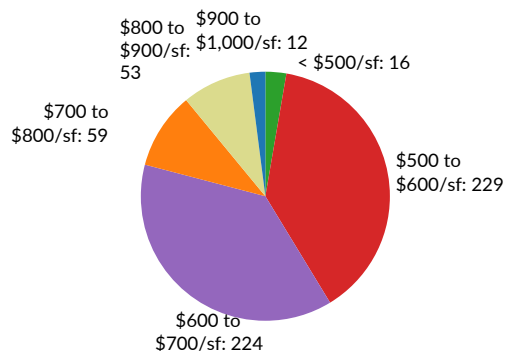
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



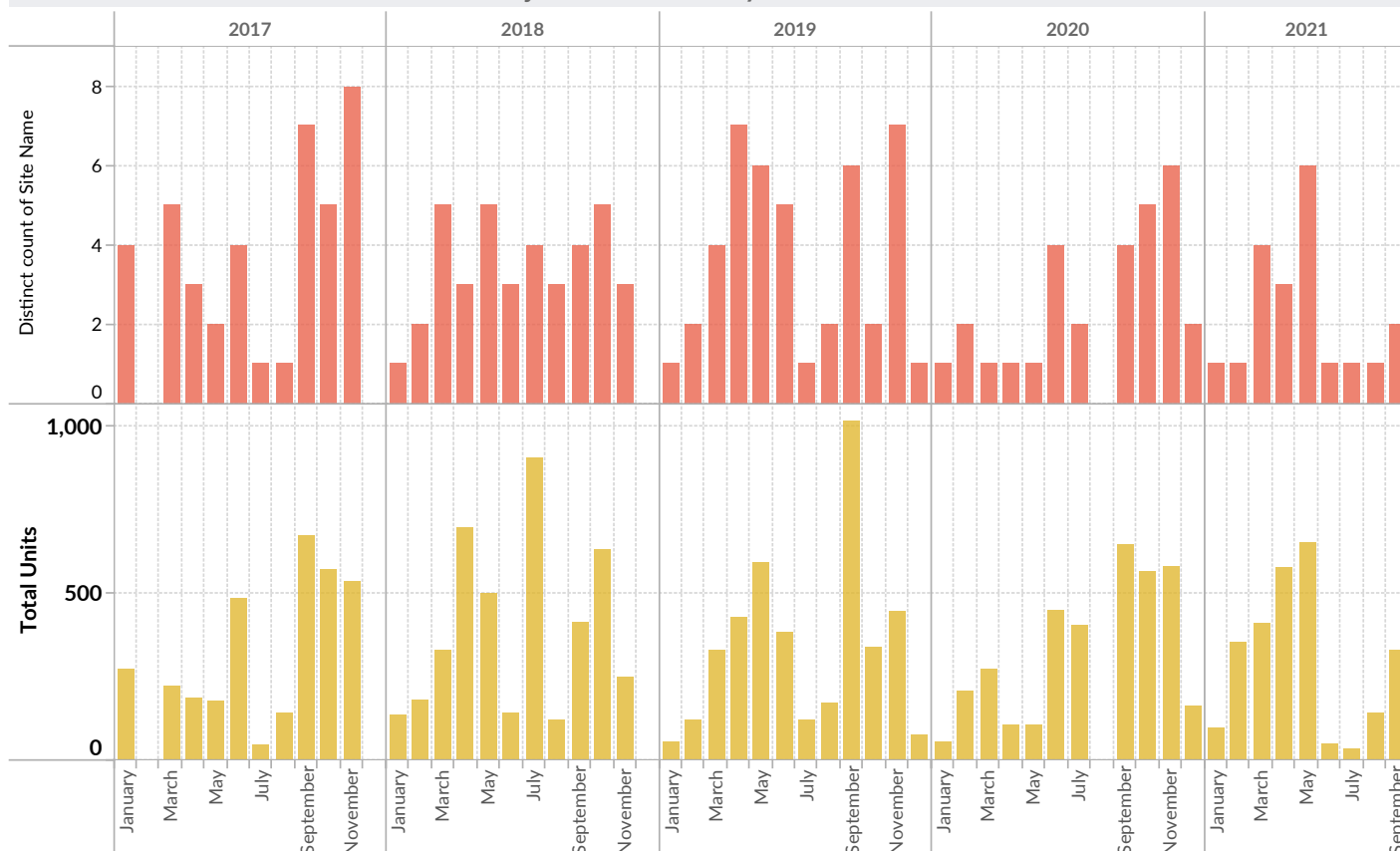
New Openings

Q3 2021 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Brix - Building A - MDM Developments	Clearview	2021-07-22	108	36	45	\$667
Edgewater - Tricar Group	Guelph	2021-08-09	278	69	140	\$566
LJM Queenston Condos - LJM Developments	Hamilton	2021-09-04	272	272	0	\$0
Bistro 6 - Chili Two - Pratt Homes *	Barrie	2021-09-25	56	0	56	\$517
Grand Total			714	377	241	\$508

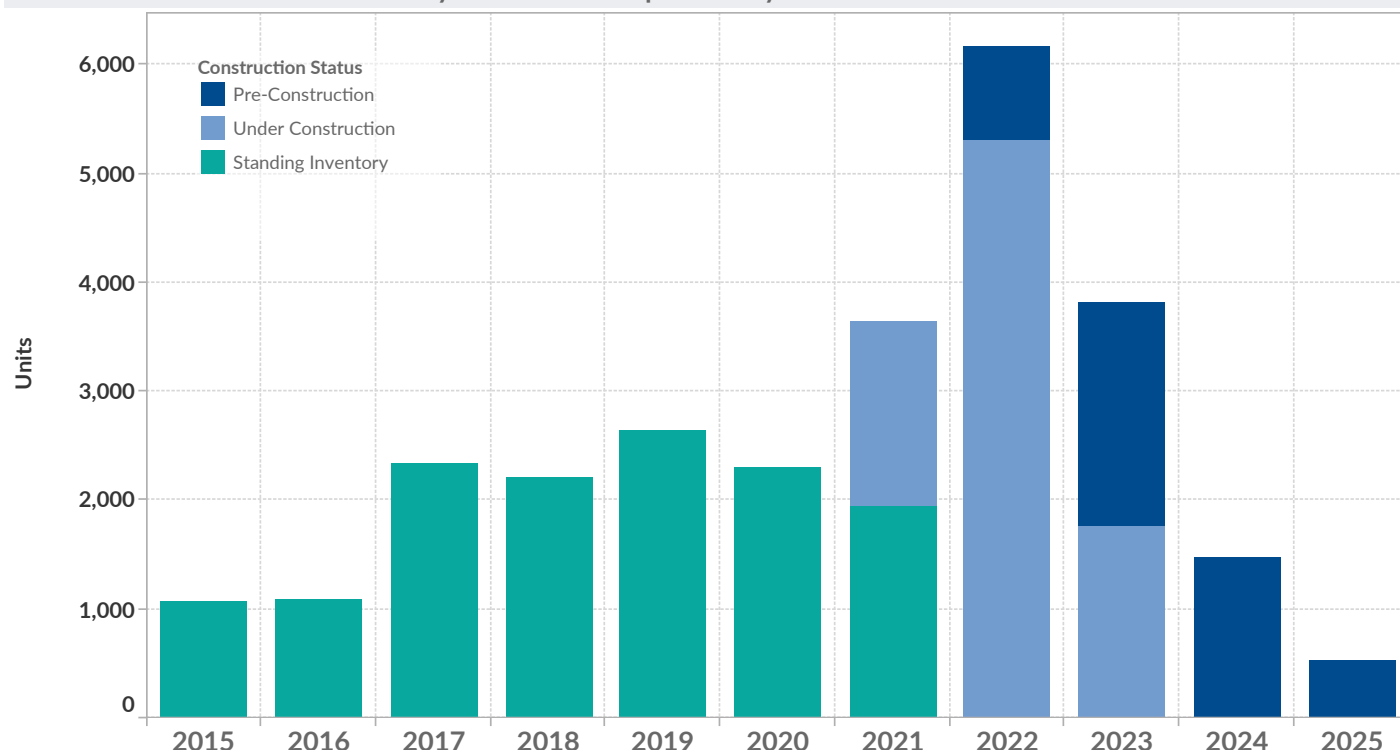
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

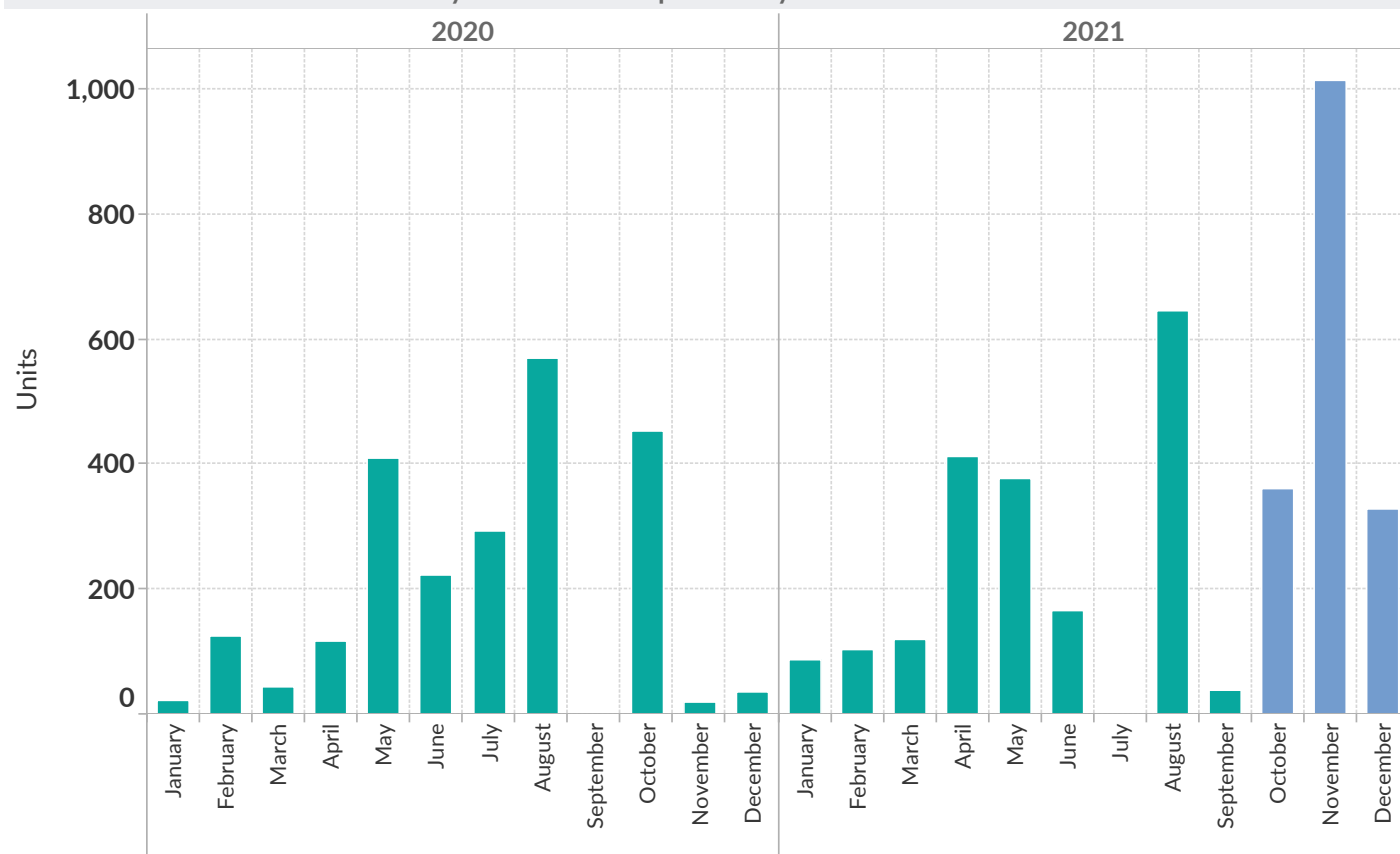


Scheduled Completions

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	8.6%
La Pue International	1	1	1	169	71	20	12	1	2				278	6.7%
LJM Developments	0	0	1	0	1	0	1	1	272				276	6.7%
DeSantis Homes	0	0	0	0	1	252	2	3	2				260	6.3%
New Horizon Development Group	0	0	41	170	5	5	3	1					225	5.4%
Lakeview Development Holdings Inc.	1				0	122	100						223	5.4%
JD Development Group	1	1	4	84	64	19	5	0	0				178	4.3%
Stinson Properties	17	24	39	40	10	13	19	12	0				174	4.2%
Tricar Group	9	20	26	33	11	4		69	0				172	4.2%
Pratt Homes	27	24	0	72	0	39	0	0	0				162	3.9%
Total (All 80 Builders)	296	411	676	859	339	659	366	182	351				4,139	

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 %
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.		
Emblem Developments					0	354							354	6.3%
Reid's Heritage Homes	21	90	49	22	19	10	10	50	18	17	0	0	306	5.5%
La Pue International	0	20	2	1	1	1	169	71	20	12	1	2	300	5.3%
New Horizon Development Group	2	3	59	0	0	41	170	5	5	3	1		289	5.2%
LJM Developments	9	0	0	0	0	1	0	1	0	1	1	272	285	5.1%
DeSantis Homes	3	0	0	0	0	0	0	1	252	2	3	2	263	4.7%
Tricar Group	72	11	4	9	20	26	33	11	4		69	0	259	4.6%
Lakeview Development Holdings Inc.	10	6	4	1				0	122	100			243	4.3%
Evertrust Development Group Canada	0	63	28	4	107	3	2	0	13	0	1	0	221	3.9%
Stinson Properties	18	14	5	17	24	39	40	10	13	19	12	0	211	3.8%
Total (All 85 Builders)	461	648	362	296	411	676	859	339	659	366	182	351	5,610	

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 Q3
LJM Queenston Condos - LJM Developments	Hamilton	Apartment	1 Bedroom	21
			1 Bedroom + Den	149
			2 Bedroom + Den	30
			2 Bedroom	35
			Studio	37
			Total	272
Grand Bell II - Lakeview Development Holdings Inc.	Brantford	Apartment	1 Bedroom	9
			1 Bedroom + Den	56
			2 Bedroom + Den	22
			2 Bedroom	13
			Total	100
Parkside Urban Towns - Averton Homes and Downing Street	Kitchener	Stacked	1 Bedroom	12
			3 Bedroom & Up	4
			2 Bedroom	78
			Total	94
Edgewater - Tricar Group	Guelph	Apartment	1 Bedroom	6
			1 Bedroom + Den	12
			2 Bedroom + Den	24
			3 Bedroom & Up	3
			2 Bedroom	24
			Total	69
Brix - Building A - MDM Developments	Clearview	Apartment	1 Bedroom	3
			1 Bedroom + Den	6
			3 Bedroom & Up	6
			2 Bedroom	21
			Total	36
Royal Windsor at Balmoral Village - Sherwood Homes	Collingwood	Apartment	1 Bedroom	9
			1 Bedroom + Den	1
			2 Bedroom + Den	12
			2 Bedroom	13
			Total	35

Municipal Comparison

Current Quarter Sales Compared to Previous Year by Select Municipality

Municipality	2021 Q3			2020 Q3		
	Apartment	Loft	Stacked	Apartment	Loft	Stacked
Barrie	51			155		90
Brantford	100			29		
Cambridge	15					
Centre Wellington				14		
Clearview	36					
Collingwood	38			28		
Grimsby				9		
Guelph	70			91		73
Hamilton	335	31		58	45	
Innisfil				23		
Kitchener	24		108	422		48
Lincoln				10		
New Tecumseth				5		
Niagara Falls	61			6		
Orangeville				6		
Pelham				5		
Peterborough				11		
St. Catharines				101		
Waterloo	20			313		
Welland				7		
Grand Total	750	31	108	1,293	45	211

Current KPI's

	Avg. Asking Price	Avg. Remaining Unit Size (SF)	Avg. Absorption (Sales/Site)
Barrie	\$678,453	1,059	0.3
Clearview			2.3
Collingwood	\$728,423	1,025	0.7
Hamilton	\$649,362	965	0.2
Niagara Falls	\$883,961	1,150	0.7
Waterloo	\$641,259	884	4.0

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