



Greater Golden Horseshoe Major Markets Low 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%			

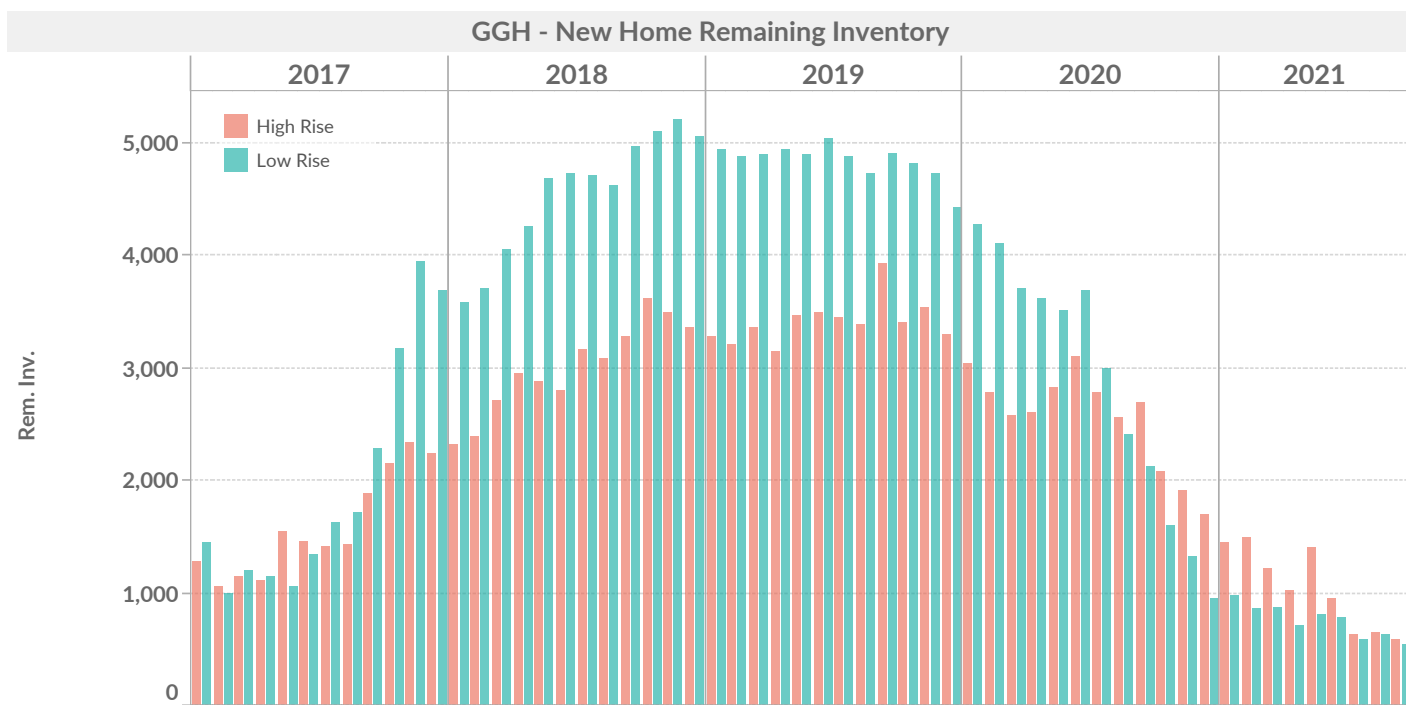
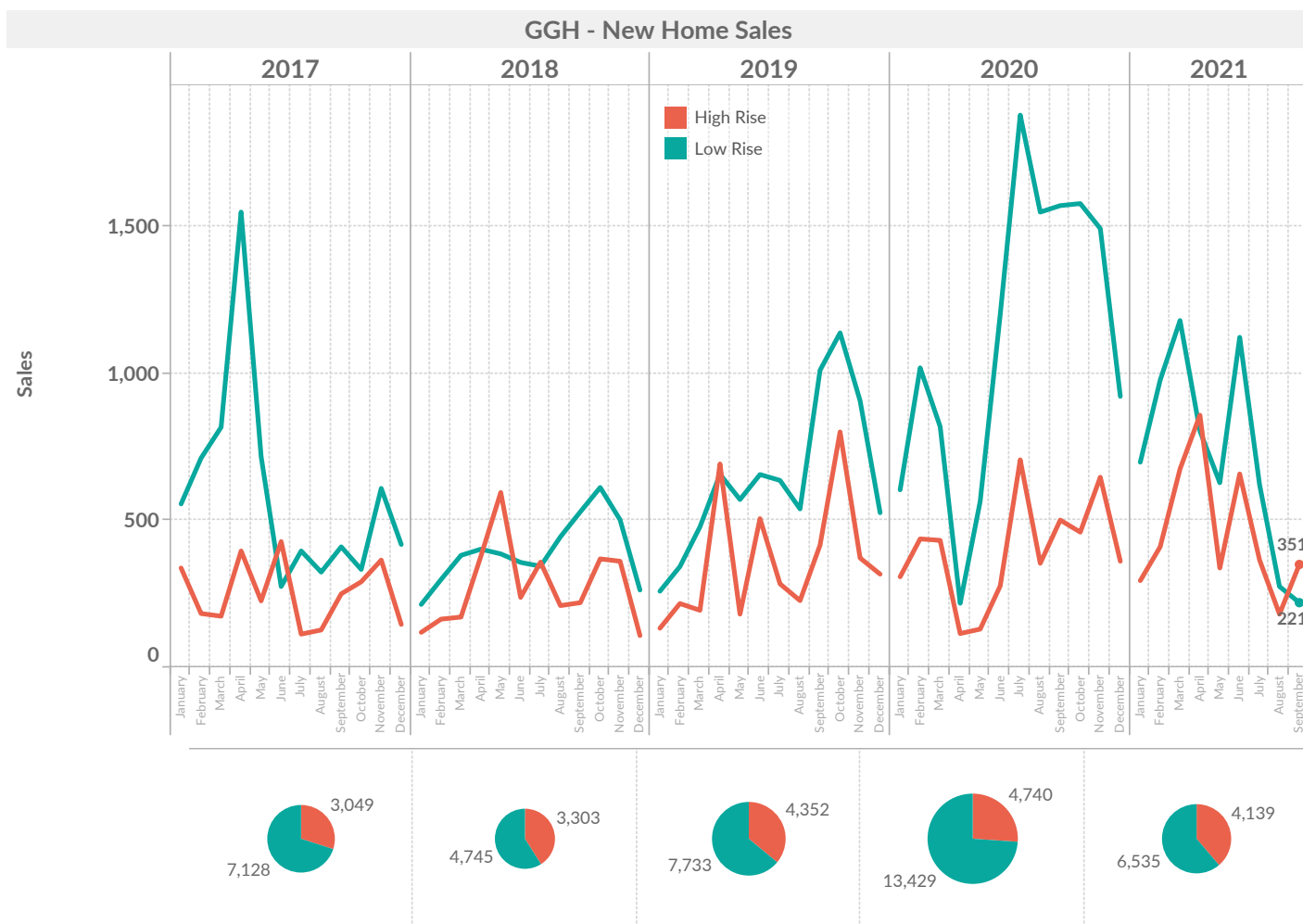
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

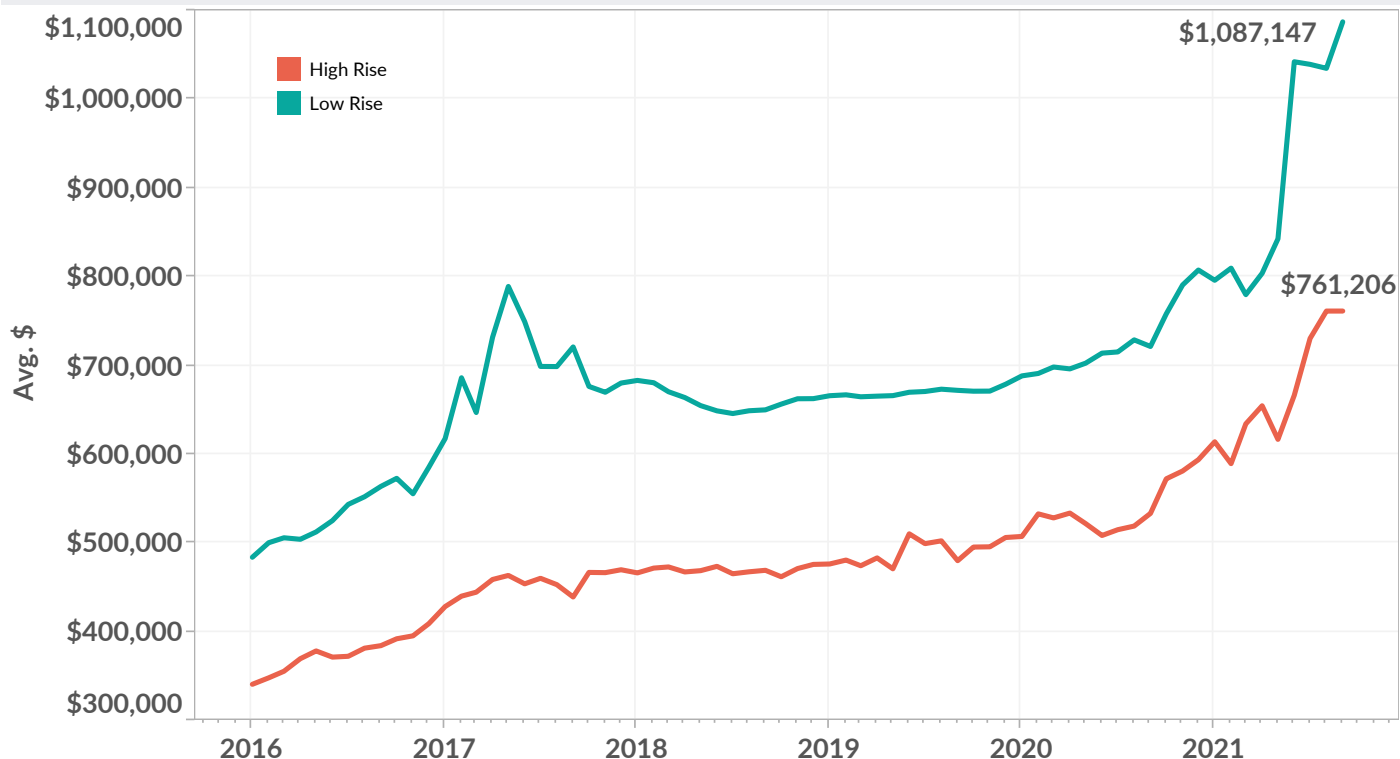
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

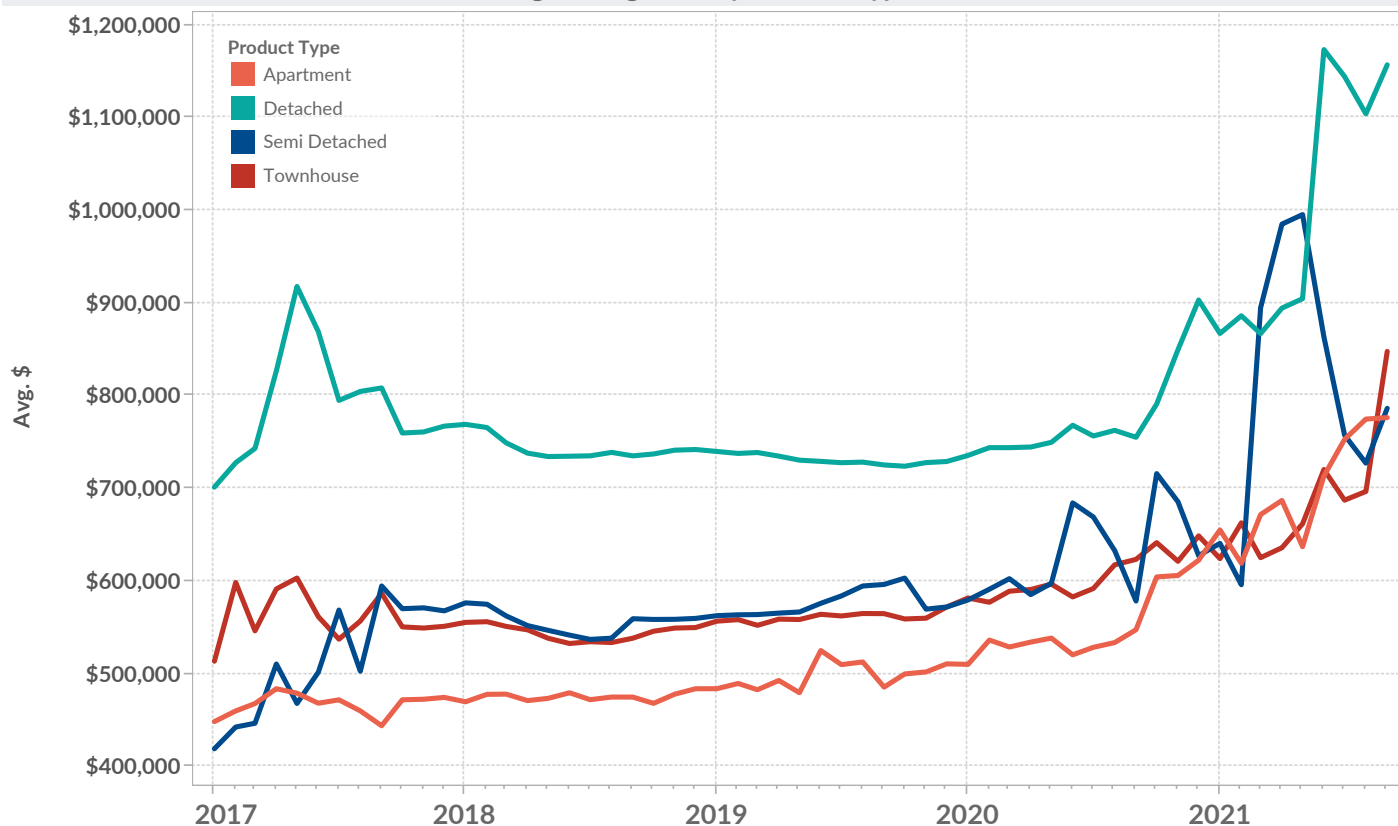


Pricing

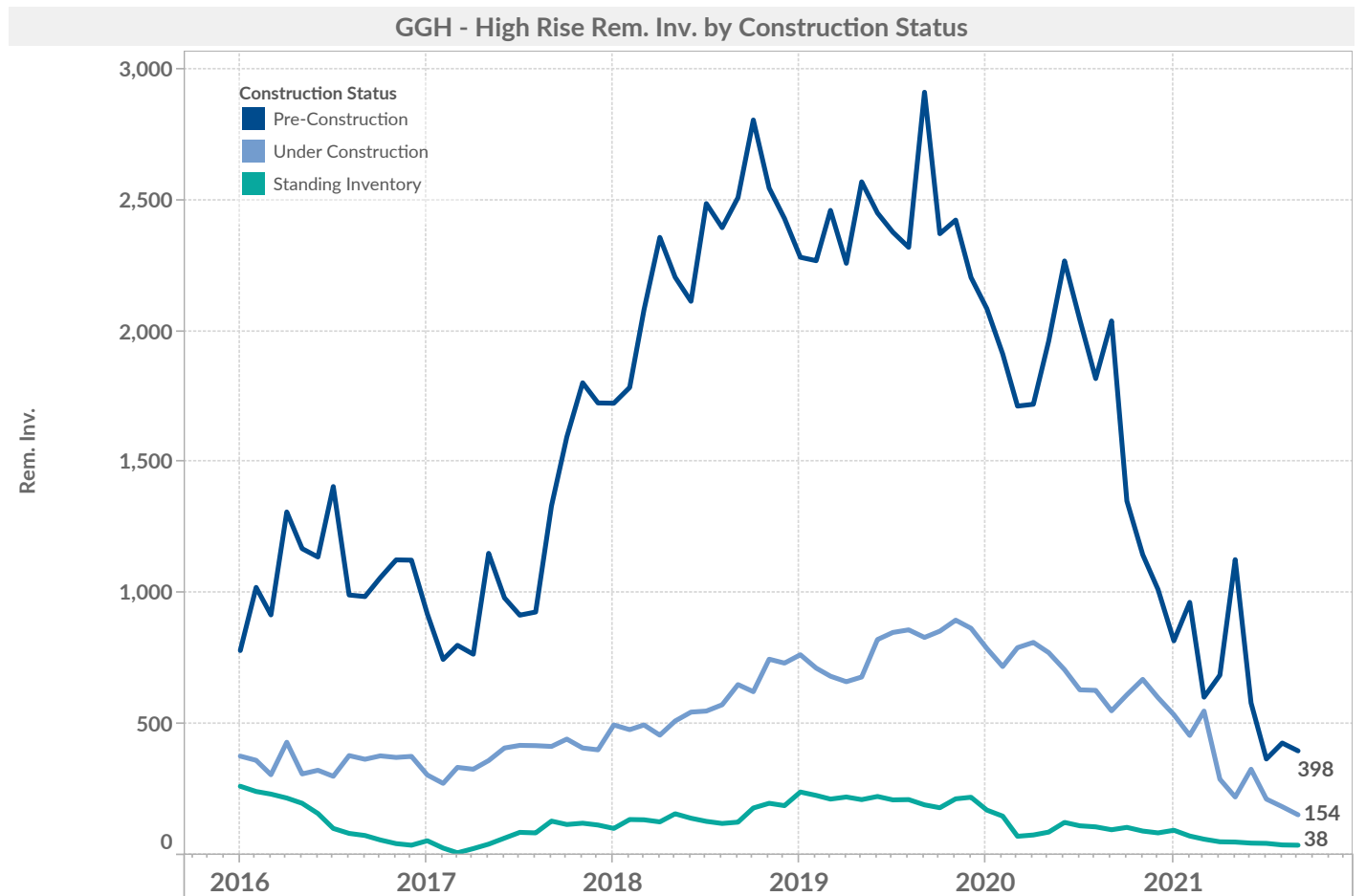
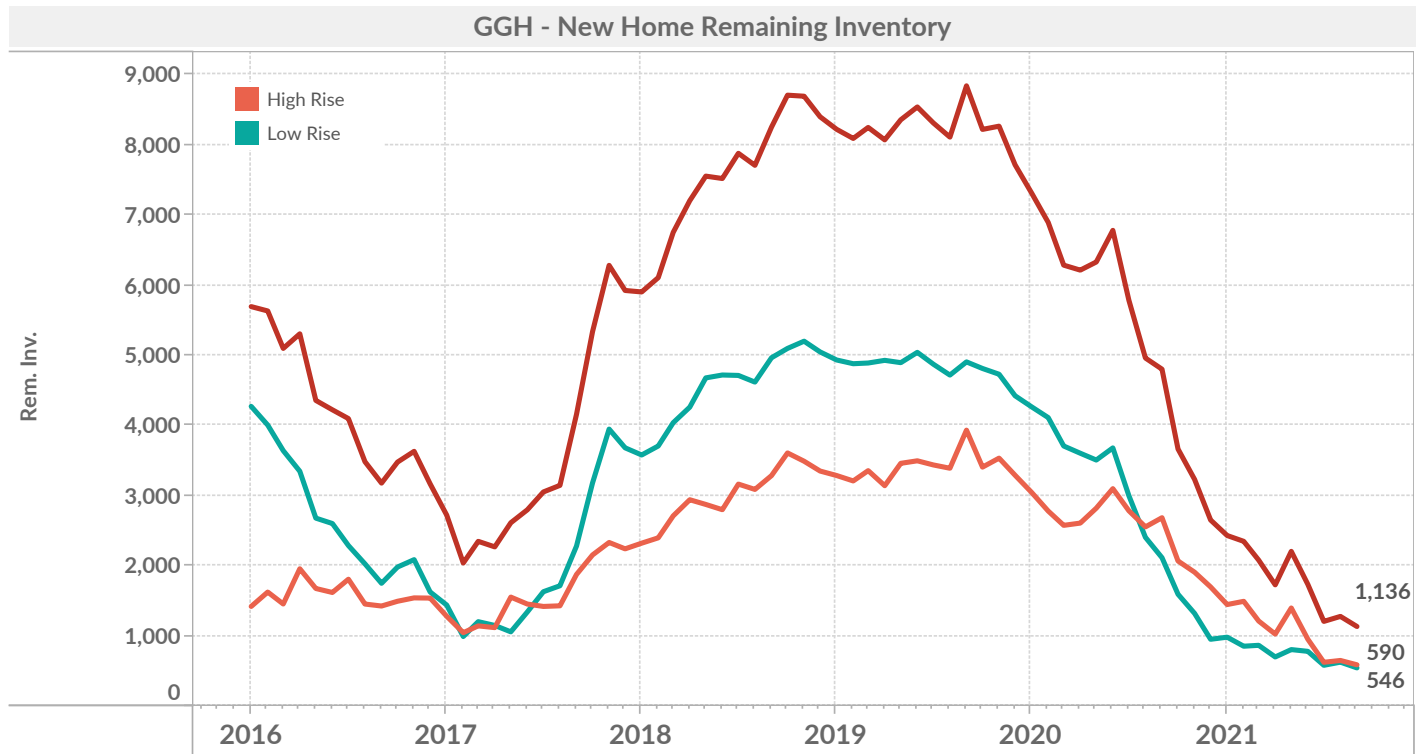
New Home Avg. Asking Price



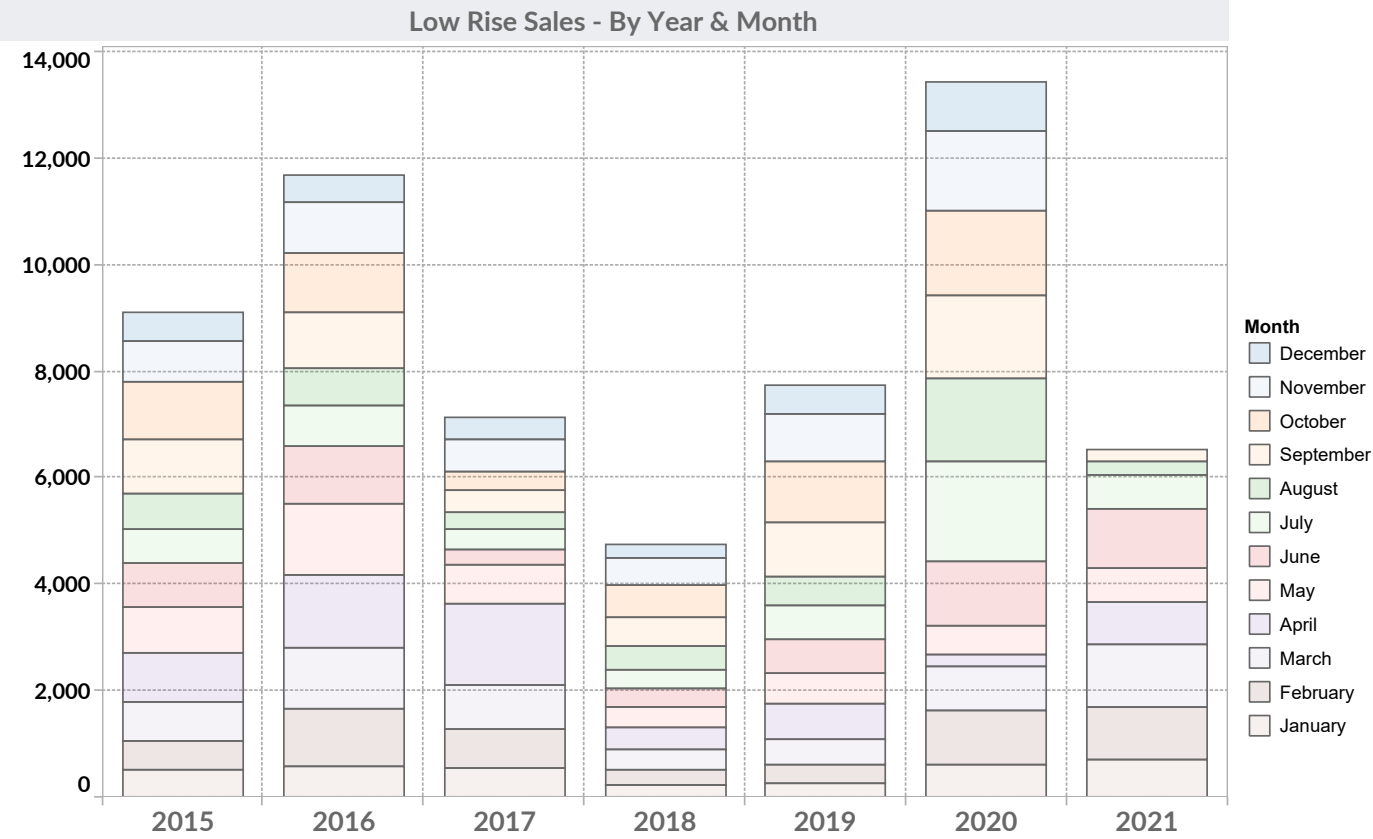
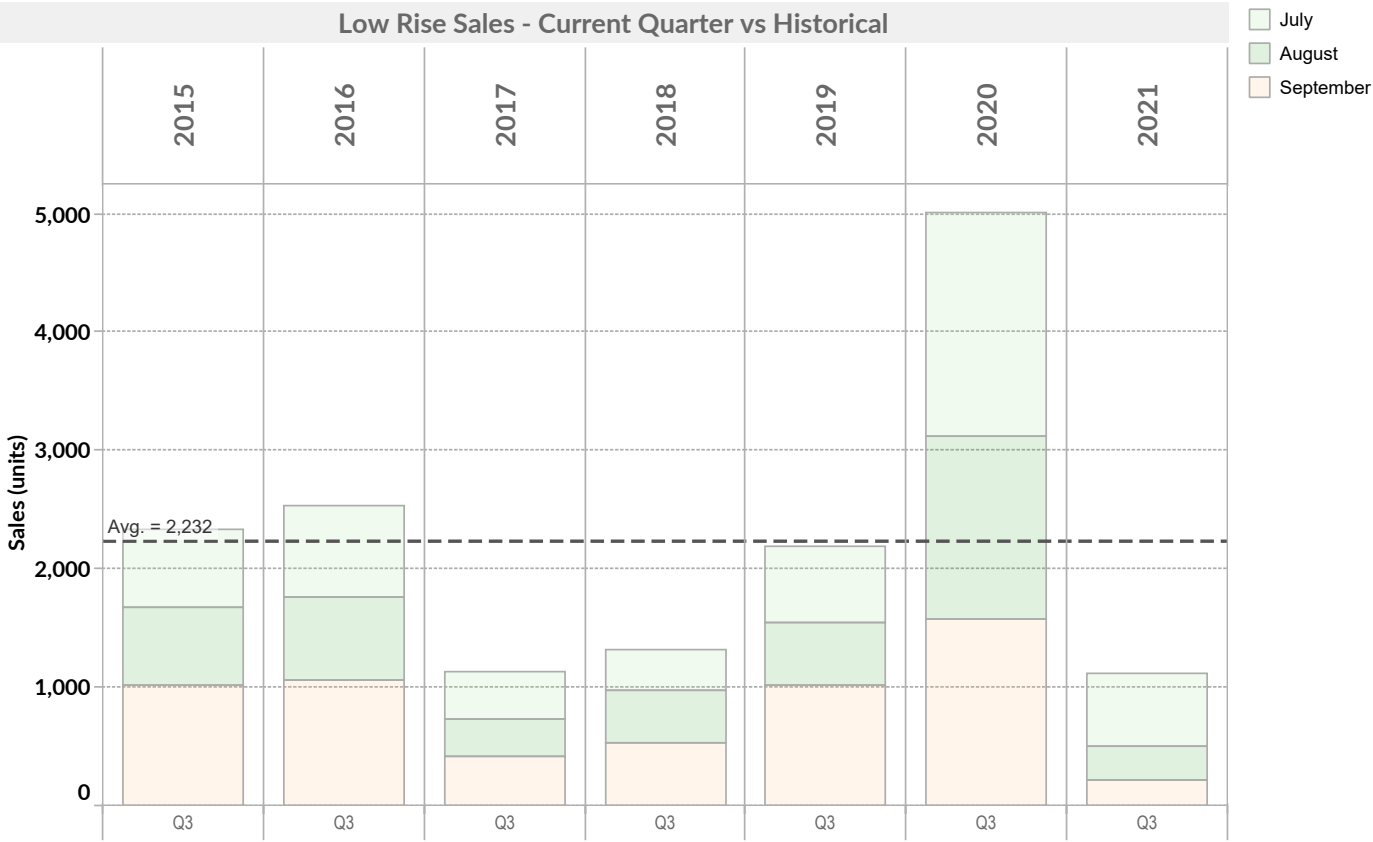
Avg. Asking Price by Product Type



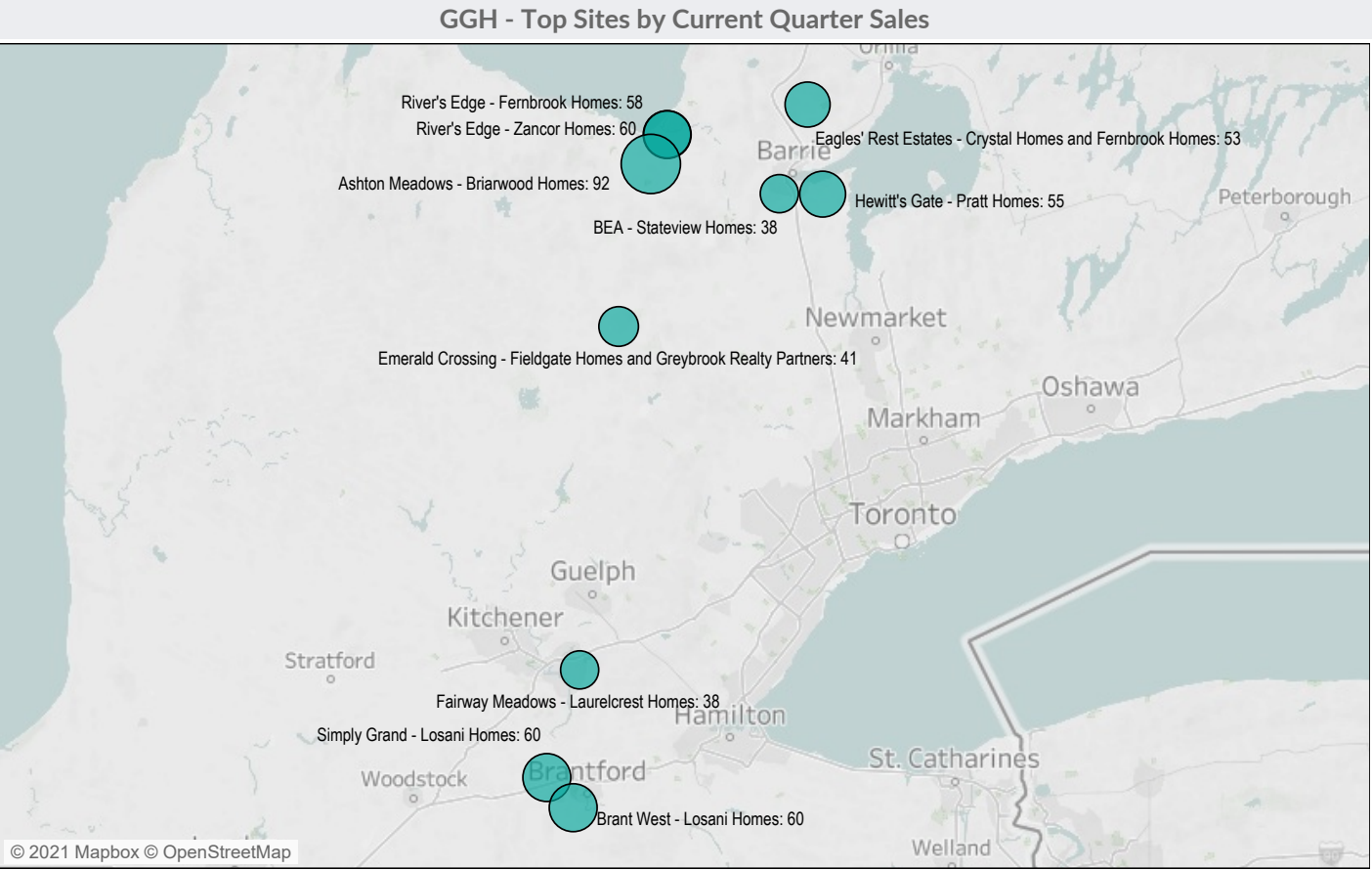
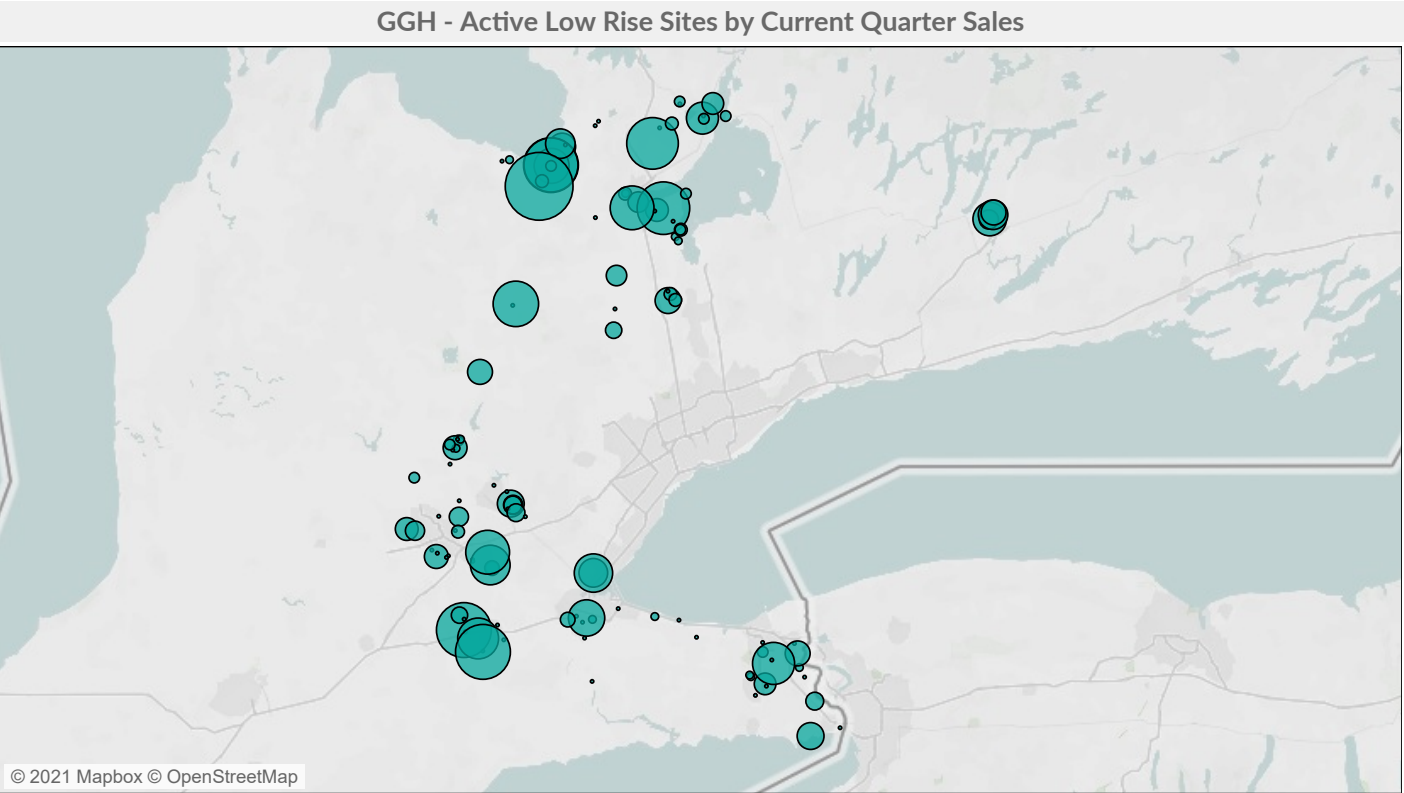
Remaining Inventory



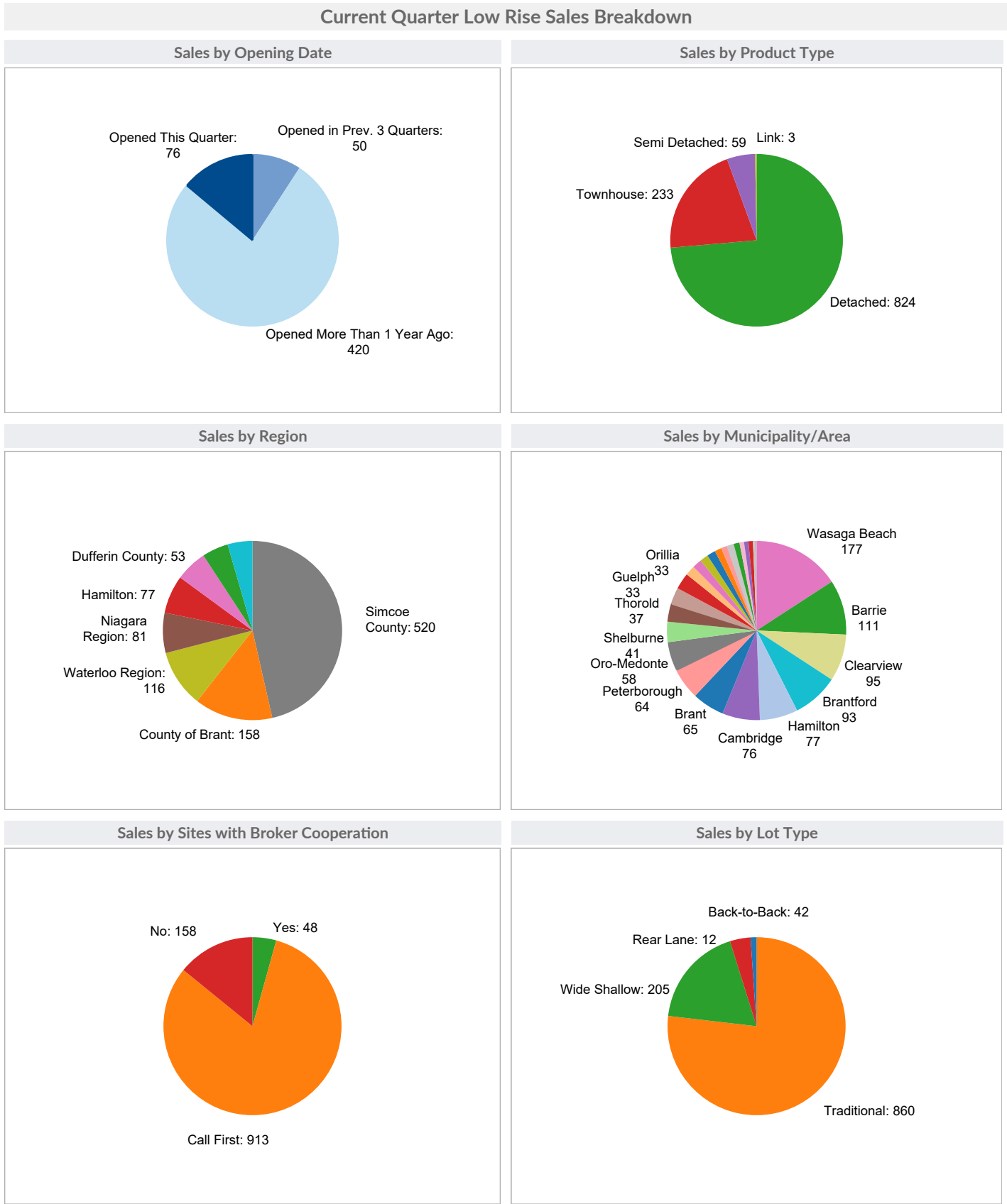
Historical Sales Comparison



Current Sites



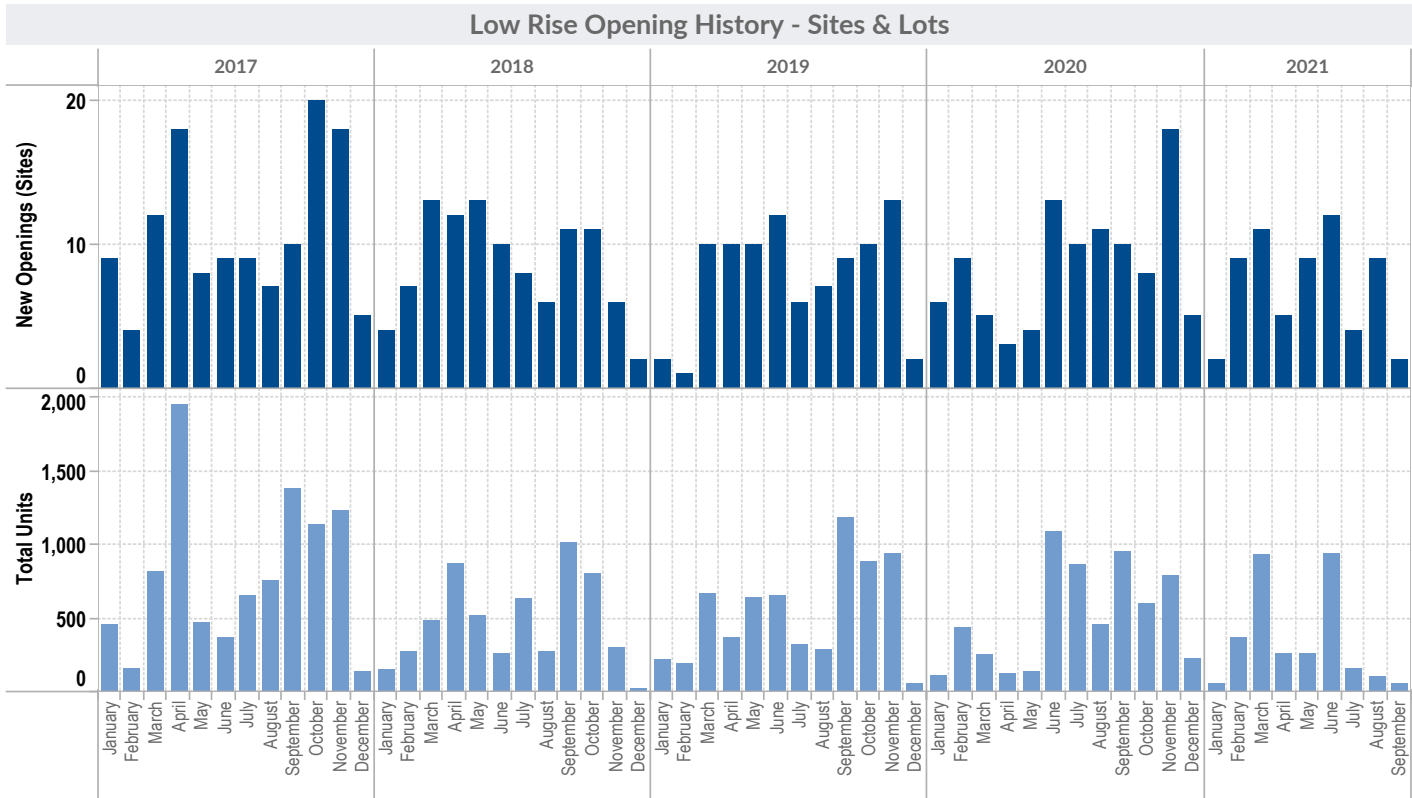
Sales Breakdown



New Openings

Q3 2021 - Low Rise Openings - New Projects & Product Offerings							
Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
River's Edge - Fernbrook Homes	Freehold	Wasaga Beach	2021-07-03	8	8	0	
River's Edge - Zancor Homes	Freehold	Wasaga Beach	2021-07-03	9	9	0	
Westbrook 2 - First View Homes	Freehold	West Gwillimbury	2021-07-06	267	13	240	\$480
Hewitt's Gate - Pratt Homes	Freehold	Barrie	2021-07-24	110	55	32	
Ashton Meadows - Briarwood Homes	Freehold	Clearview	2021-08-03	6	1	5	
Mayberry Hill - Thomasfield Homes Limited	Freehold	Grand Valley	2021-08-03	10	4	3	\$452
Trails of Lily Lake - Peterborough Homes	Freehold	Peterborough	2021-08-03	2	1	0	
Trails of Lily Lake - Maplewood Homes	Freehold	Peterborough	2021-08-05	29	7	22	\$401
West Ridge Trailside Orillia - Dimanor Homes	Freehold	Orillia	2021-08-09	21	9	10	\$315
Greengate Village - Grandview Homes	Freehold	Cambridge	2021-08-14	14	5	5	
Mariner's Pier - Royalpark Homes	Condominium	Orillia	2021-08-24	42	2	40	\$620
South River - Granite Homes	Condominium	Centre Wellington	2021-08-25	22	11	11	\$437
Stonemanor Woods - Yorkwood Homes	Freehold	Springwater	2021-08-30	5	1	3	
Fairway Meadows - Laurelcrest Homes	Freehold	Cambridge	2021-09-08	38	38	0	
Sterling Estates - Sterling Homes	Freehold	Wasaga Beach	2021-09-11	15	14	1	\$468
Grand Total				598	178	372	\$483

Condominium project openings within 10 days of month end are not able to record firm sales until the following month due to rescission period.



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					
Empire	92	83	70			87	35			367		5.6%		5.6%
Losani Homes	52	44	16	5	0	67	70	25	25	304		4.7%		10.3%
Mattamy Homes			60	93	85	10	0	0	0	248		3.8%		14.1%
Fieldgate Homes and Greybrook Realty Partners			130	25	28	16	23	11	7	240		3.7%		17.7%
Fernbrook Homes	1	43	74	21	3	29	53	4	1	229		3.5%		21.2%
Stateview Homes						180	36	2		218		3.3%		24.6%
Bayview Wellington Homes	0	57	115	23	9	6	1	2	0	213		3.3%		27.8%
Starlane Home Corporation					88	88	16			192		2.9%		30.8%
Zancor Homes	1	30	28	27	1	32	60	3		182		2.8%		33.6%
Greenpark Group					49	100	29			178		2.7%		36.3%
	699	978	1,181	805	629	1,124	622	276	221	6,535				

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

Builder	2020			2021									Total	Market Share %		Cum. Mkt. Share %	
	October	November	December	January	February	March	April	May	June	July	August	September					
Empire	179	105	73	92	83	70			87	35			724		6.9%		6.9%
Losani Homes	113	158	61	52	44	16	5	0	67	70	25	25	636		6.0%		12.9%
Cachet Estate Homes	165	100	22	5	0	0	136	0	0	0	0	0	428		4.1%		17.0%
Bayview Wellington Homes	46	30	0	0	57	115	23	9	6	1	2	0	289		2.7%		19.7%
Brianwood Homes	45	43	32	42	30						63	29	284		2.7%		22.4%
Heathwood Homes	10	0	109	98	66								283		2.7%		25.1%
Zancor Homes	35	38	17	1	30	28	27	1	32	60	3		272		2.6%		27.7%
Mountainview Building Group	0	19	68	28	41	38	22	9	12	12	0	0	249		2.4%		30.1%
Mattamy Homes						60	93	85	10	0	0	0	248		2.4%		32.4%
Fernbrook Homes	4	7	5	1	43	74	21	3	29	53	4	1	245		2.3%		34.7%
	1,579	1,494	923	699	978	1,181	805	629	1,124	622	276	221	10,531				

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales				
Site Name	Municipality	Product Type	Lot Size	2021 Q3
Ashton Meadows - Briarwood Homes	Clearview	Detached	45'	35
			50'	56
			60'	1
		Total		92
Brant West - Losani Homes	Brantford	Detached	33'	30
			36'	14
			40'	16
		Townhouse	20'	0
		Total		60
River's Edge - Zancor Homes	Wasaga Beach	Detached	40'	9
			43'	26
			50'	25
		Total		60
Simply Grand - Losani Homes	Brant	Townhouse	15'	45
			20'	15
		Total		60
River's Edge - Fernbrook Homes	Wasaga Beach	Detached	40'	8
			43'	20
			50'	30
		Total		58
Hewitt's Gate - Pratt Homes	Barrie	Detached	29'	30
			34'	22
			36'	3
	Townhouse		14'	0
			19'	0
			21'	0
		Total		55
Eagles' Rest Estates - Crystal Homes and Fernbrook Homes	Oro-Medonte	Detached	75'	14
			80'	4
			84'	5
			90'	7
			100'	6
			110'	17
		Total		53
Emerald Crossing - Fieldgate Homes and Greybrook Realty Partners	Shelburne	Detached	36'	30
			40'	11
		Total		41
BEA - Stateview Homes	Barrie	Townhouse	16'	2
			21'	36
		Total		38
Fairway Meadows - Laurelcrest Homes	Cambridge	Detached	30'	4
			35'	21
			40'	13
		Total		38

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2021 Q3				2020 Q3			
		Detached	Link	Semi Detached	Townhouse	Detached	Link	Semi Detached	Townhouse
County of Brant	Brant	• 1			• 64	• 110		• 2	• 27
	Brantford	• 85			• 8	• 211		• 14	• 16
	Total	• 86			• 72	• 321		• 16	• 43
Dufferin County	Grand Valley	• 12				• 15			
	Melancthon					• 3			
	Orangeville								
	Shelburne	• 41			• 0	• 20		• 15	• 11
	Total	• 53			• 0	• 38		• 15	• 11
Haldimand County	Haldimand County	• 0				• 85		• 4	
	Total	• 0				• 85		• 4	
Hamilton	Hamilton	• 33		• 42	• 2	• 491		• 132	• 281
	Total	• 33		• 42	• 2	• 491		• 132	• 281
Niagara Region	Fort Erie	• 8		• 6	• 6	• 89	• 12		• 46
	Grimsby				• 0	• 56			• 19
	Lincoln	• 0				• 35		• 1	• 82
	Niagara Falls	• 0			• 13	• 16	• 11	• 1	• 74
	Niagara-on-the-Lake					• 2		• 3	• 3
	Pelham	• 1			• 1	• 44		• 6	• 38
	St. Catharines	• 0			• 0	• 0			• 32
	Thorold	• 23			• 14	• 166		• 3	• 33
	Welland	• 6			• 3	• 53			• 99
	West Lincoln					• 5			• 25
	Total	• 38		• 6	• 37	• 466	• 23	• 14	• 451
Peterborough County	Peterborough	• 52			• 12	• 22			• 9
	Total	• 52			• 12	• 22			• 9
Simcoe County	Adjala-Tosorontio								
	Barrie	• 65		• 0	• 46	• 172		• 19	• 148
	Clearview	• 95				• 85		• 0	• 3
	Collingwood	• 1				• 64	• 2	• 5	• 33
	Essa	• 0				• 53	• 23		• 6
	Innisfil	• 7			• 2	• 34			• 5
	New Tecumseth	• 8			• 5	• 88		• 7	• 80
	Orillia	• 22			• 11	• 44			• 31
	Oro-Medonte	• 58				• 31			
	Springwater	• 4				• 120			
	Wasaga Beach	• 153	• 3		• 21	• 117		• 6	• 101
	West Gwillimbury	• 15		• 2	• 2	• 73			• 113
	Total	• 428	• 3	• 2	• 87	• 881	• 25	• 37	• 520
Waterloo Region	Cambridge	• 72			• 4	• 102			• 410
	Kitchener	• 14			• 0	• 143		• 12	• 113
	North Dumfries								
	Waterloo	• 17				• 5			• 9
	Woolwich	• 8			• 1	• 40			• 0
	Total	• 111			• 5	• 290		• 12	• 532
Wellington County	Centre Wellington	• 6		• 0	• 11	• 109		• 11	• 53
	Guelph	• 17		• 9	• 7	• 57		• 4	• 24
	Guelph/Eramosa					• 25			
	Puslinch	• 0				• 0			
	Total	• 23		• 9	• 18	• 191		• 15	• 77
Grand Total		• 824	• 3	• 59	• 233	• 2,785	• 48	• 245	• 1,924

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