



Greater Golden Horseshoe Low 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%			

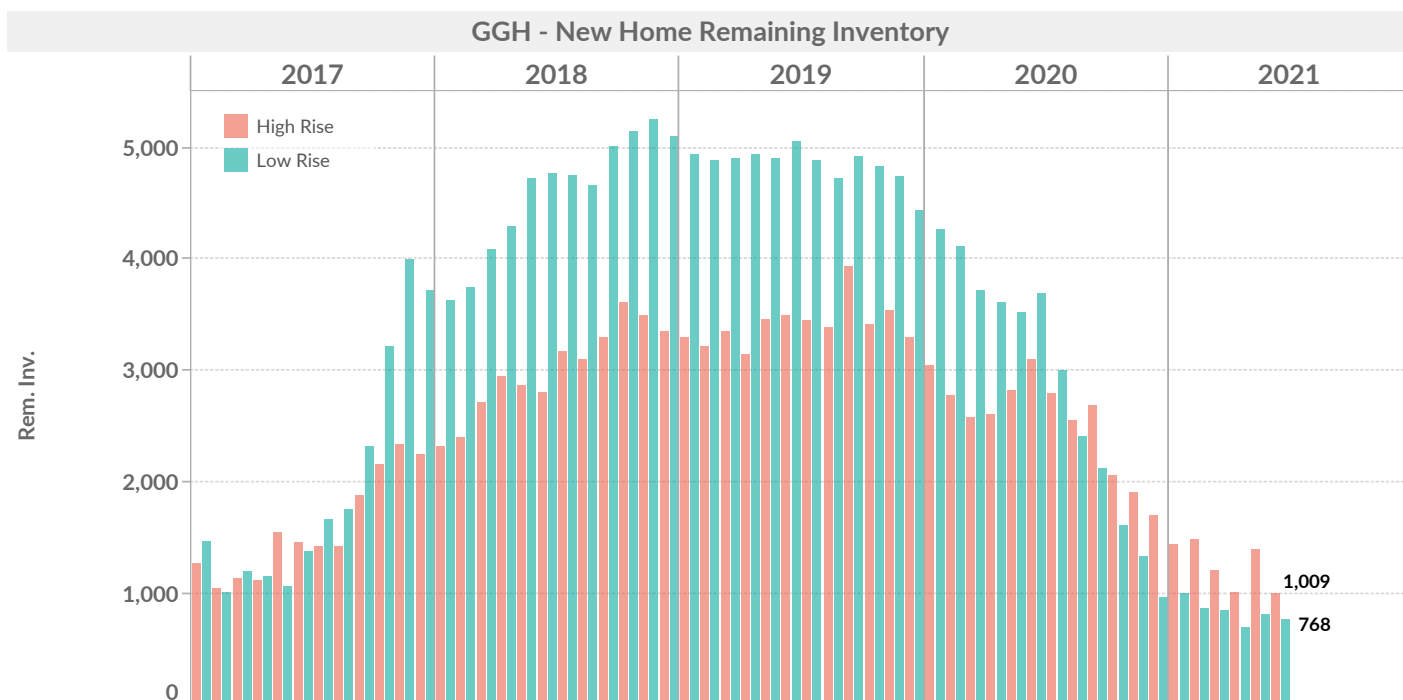
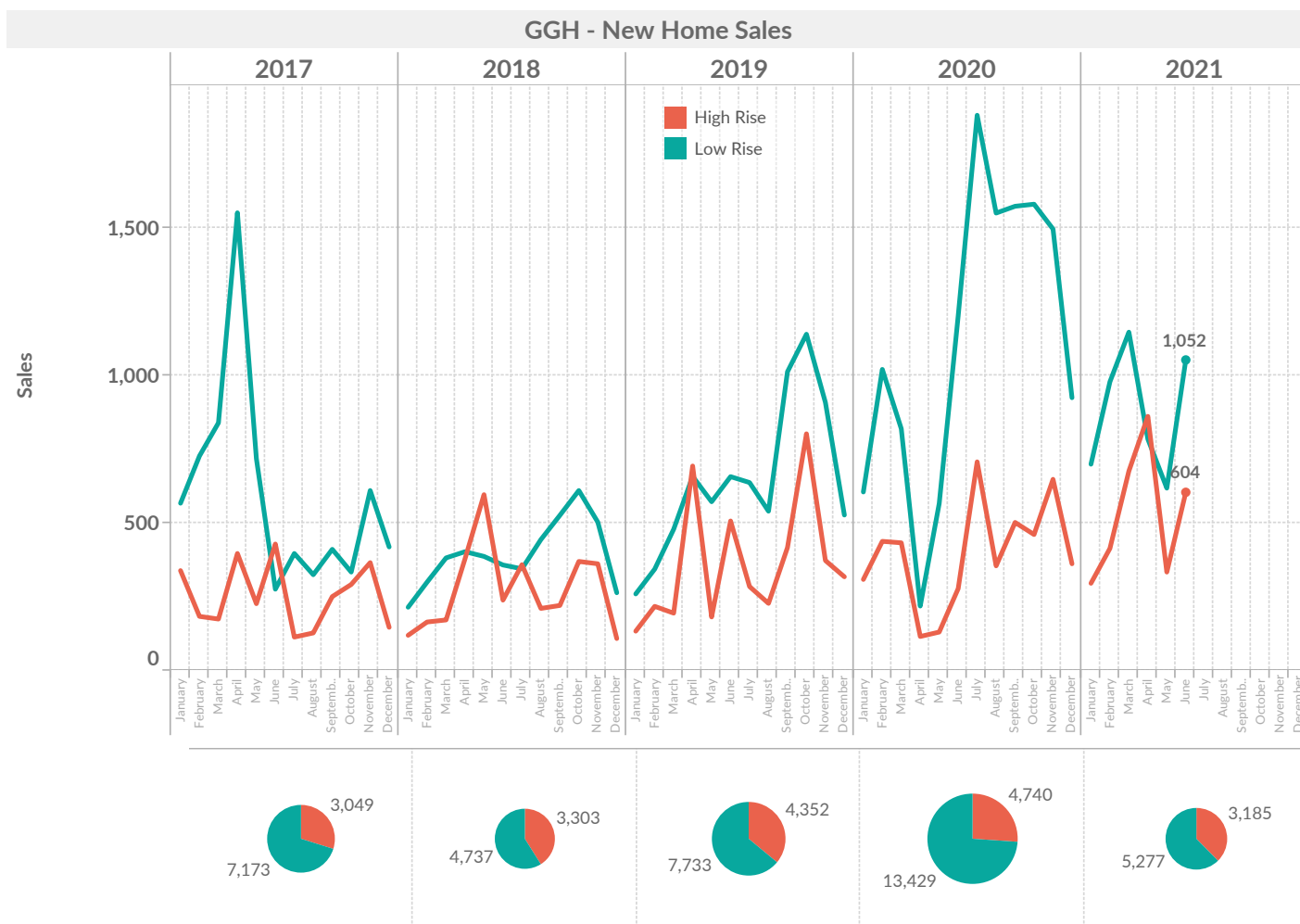
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

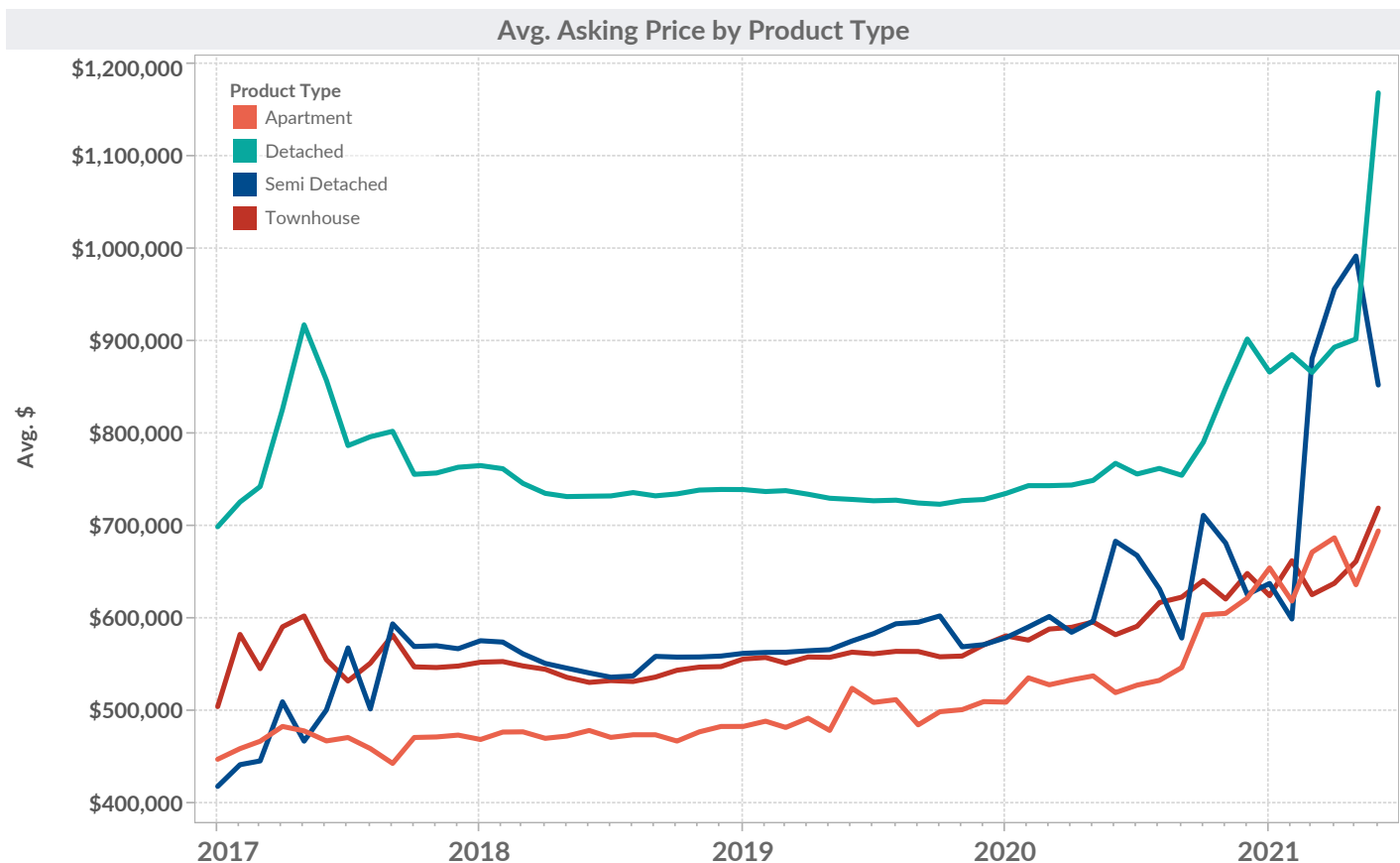
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

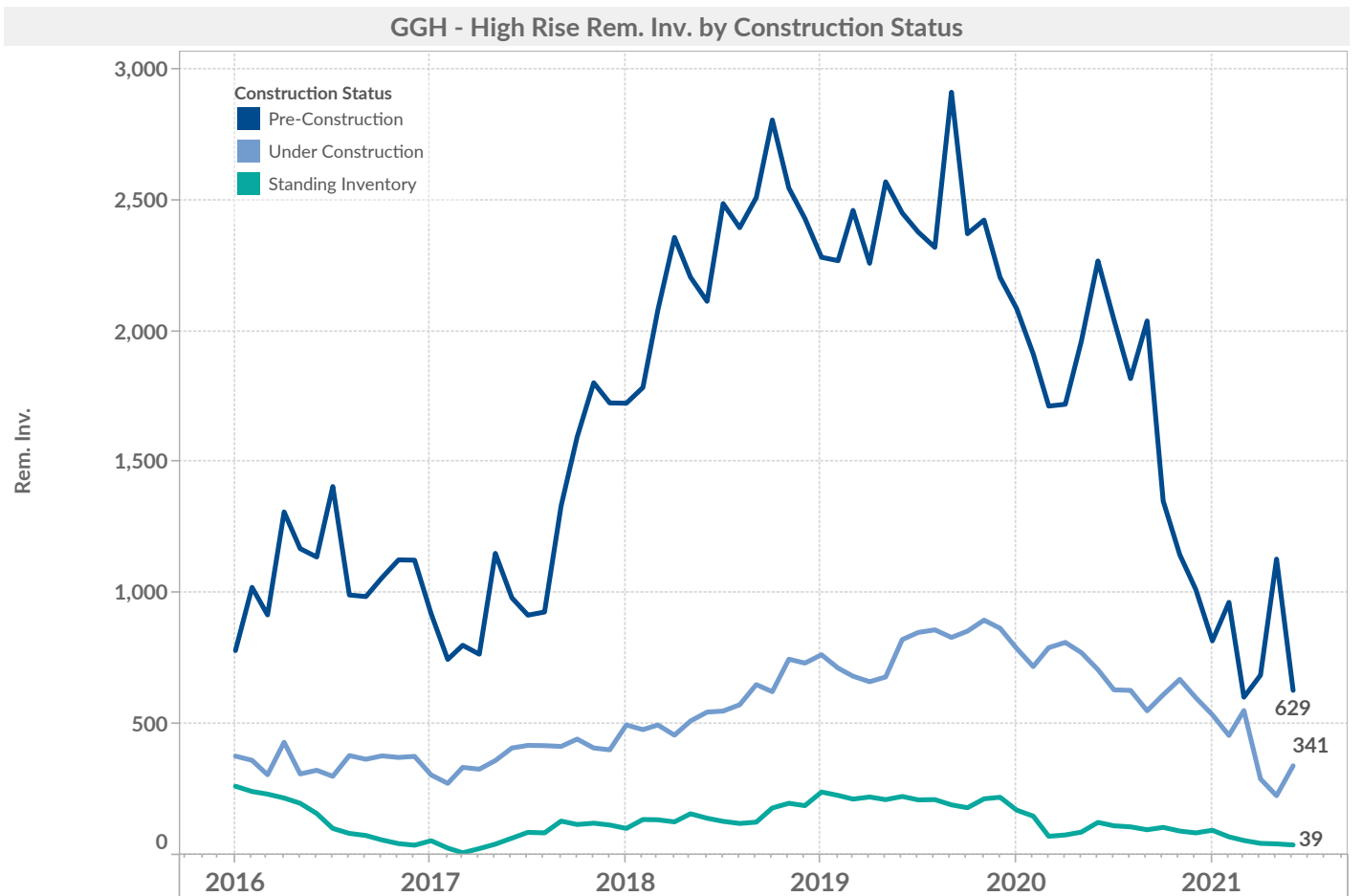
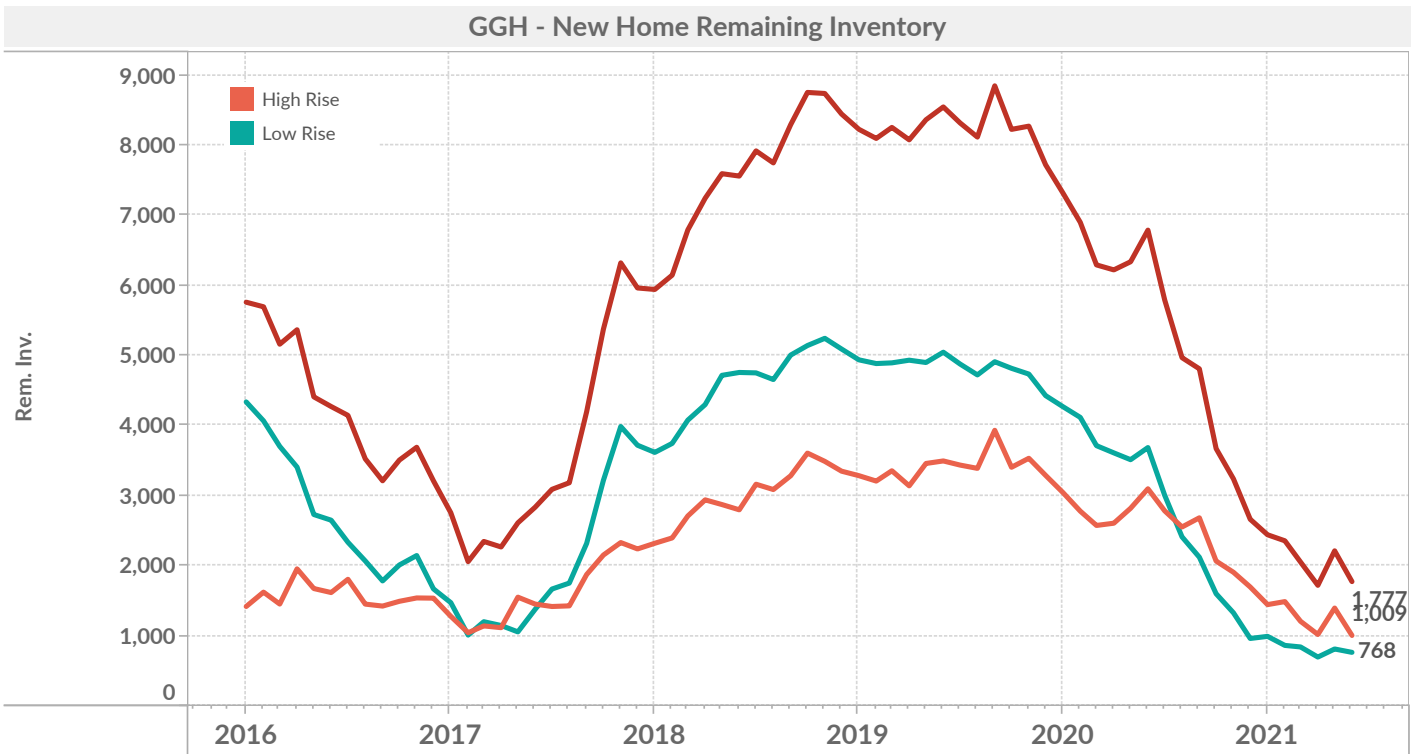
Sales & Remaining Inventory



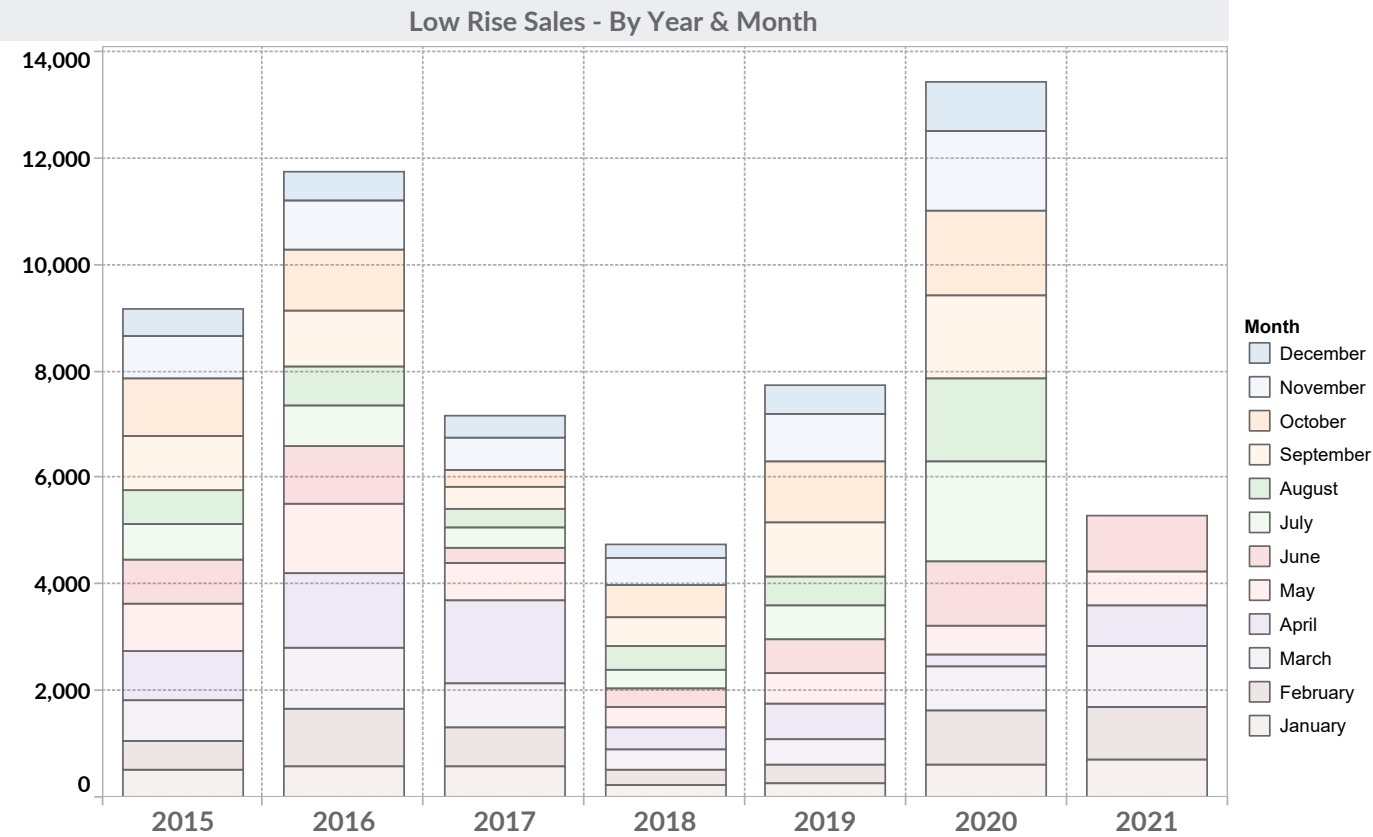
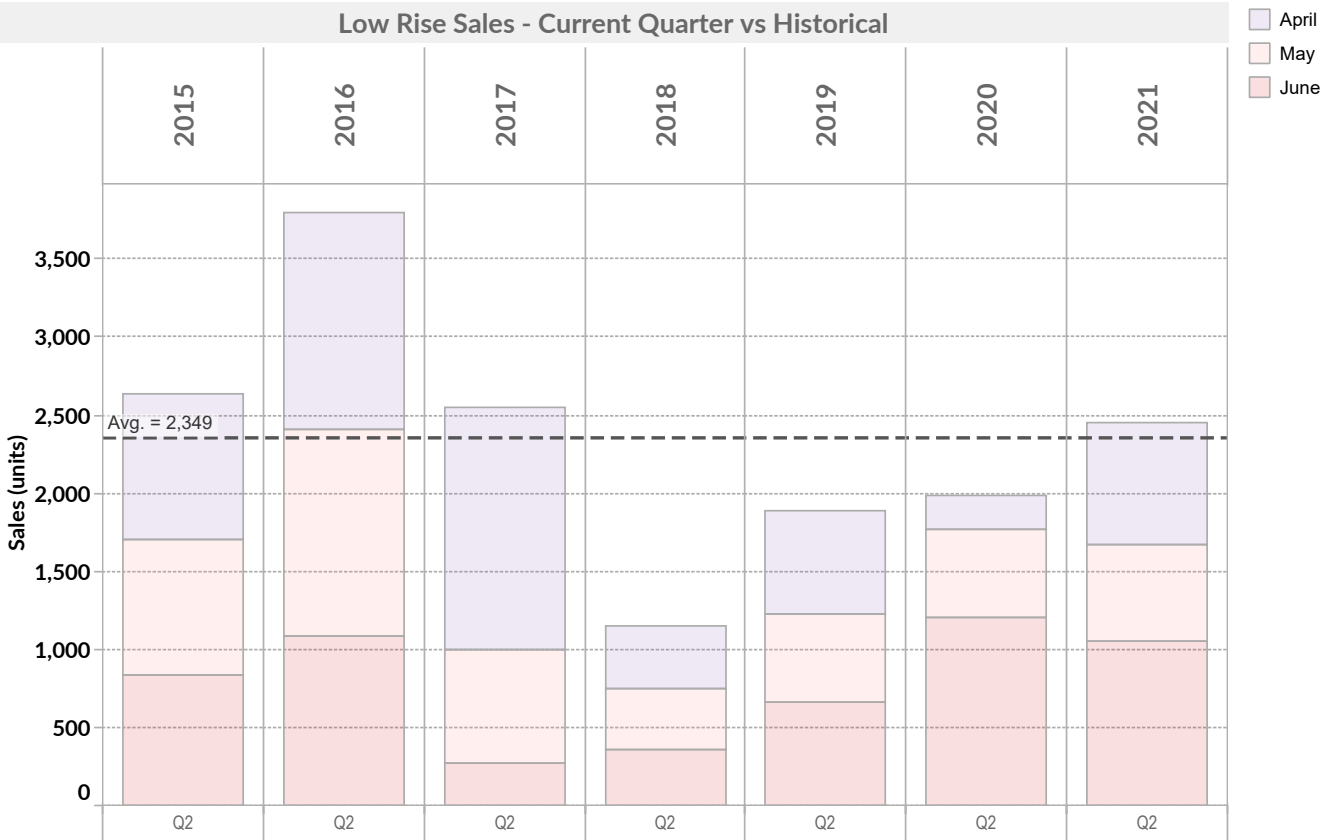
Pricing



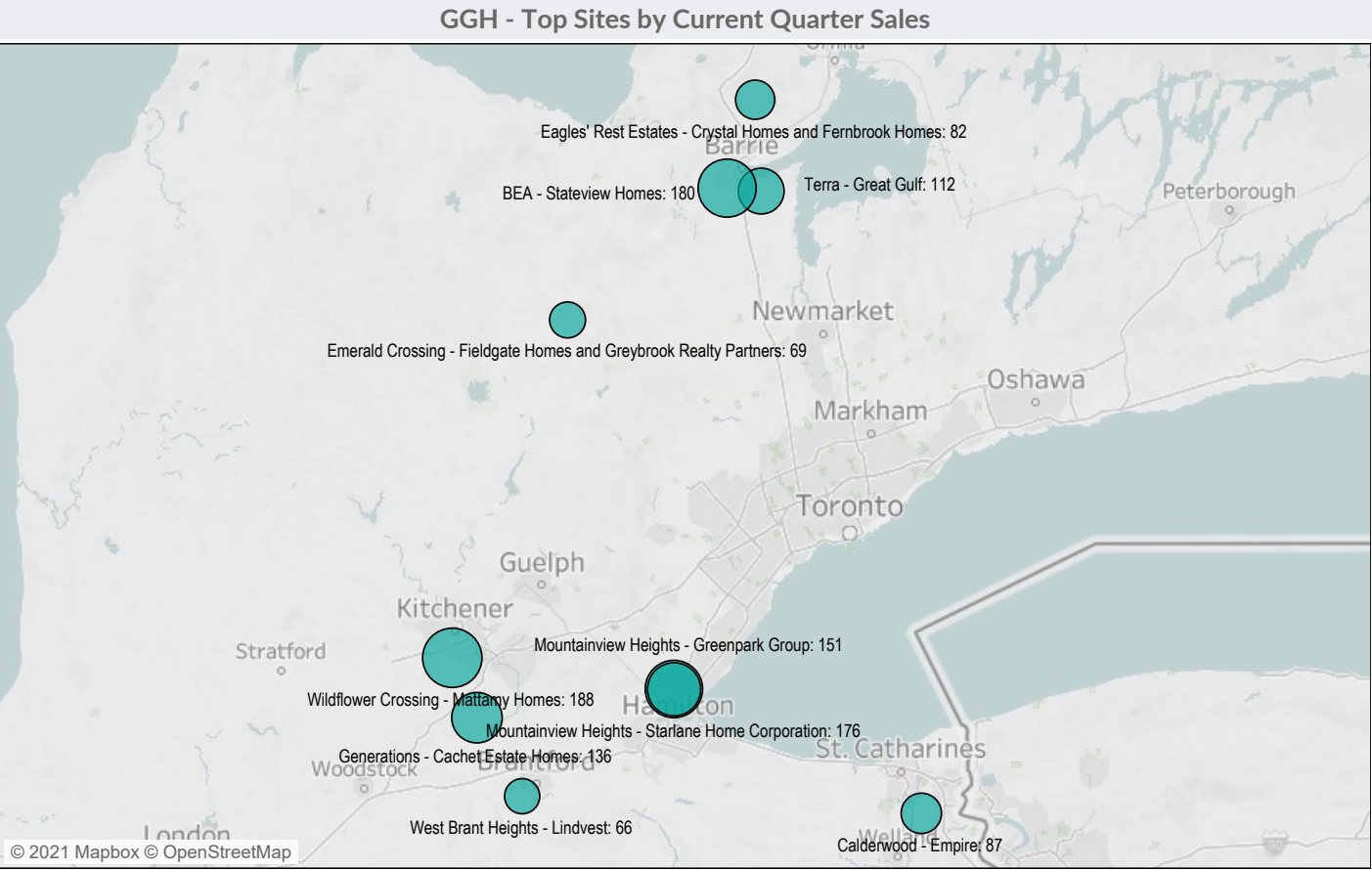
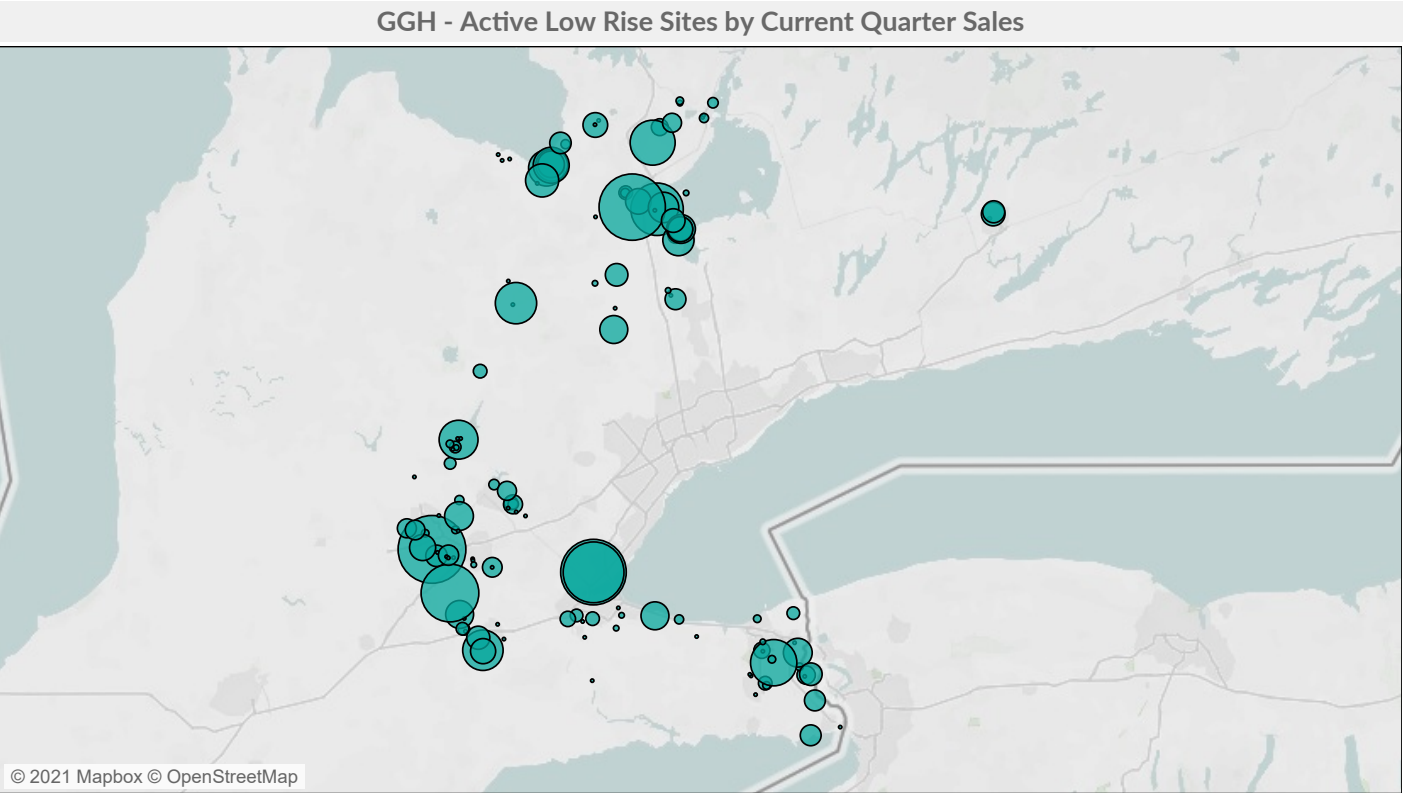
Remaining Inventory



Historical Sales Comparison



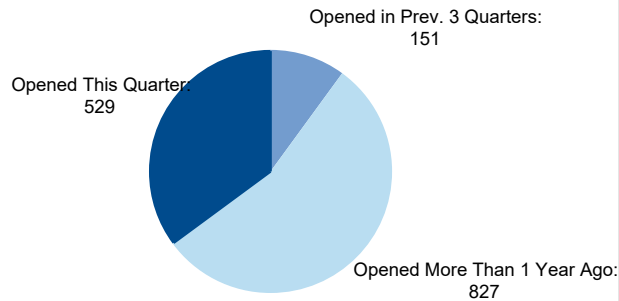
Current Sites



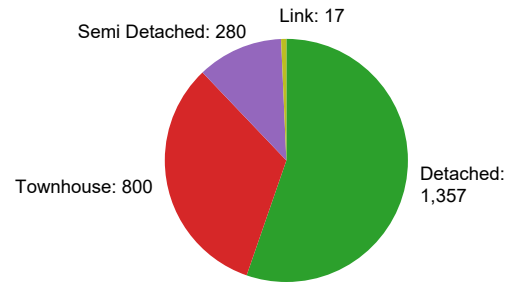
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

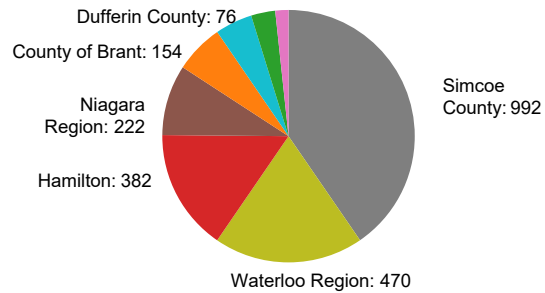
Sales by Opening Date



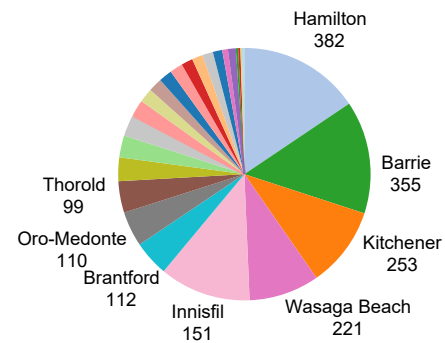
Sales by Product Type



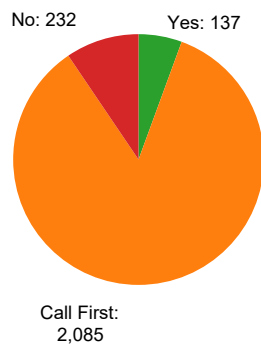
Sales by Region



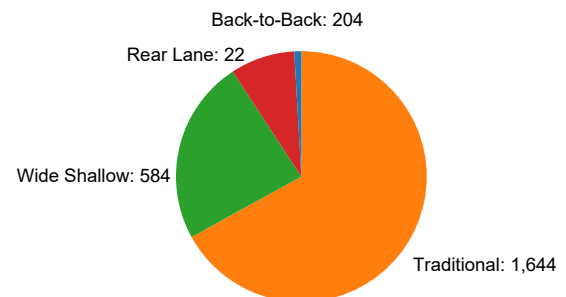
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



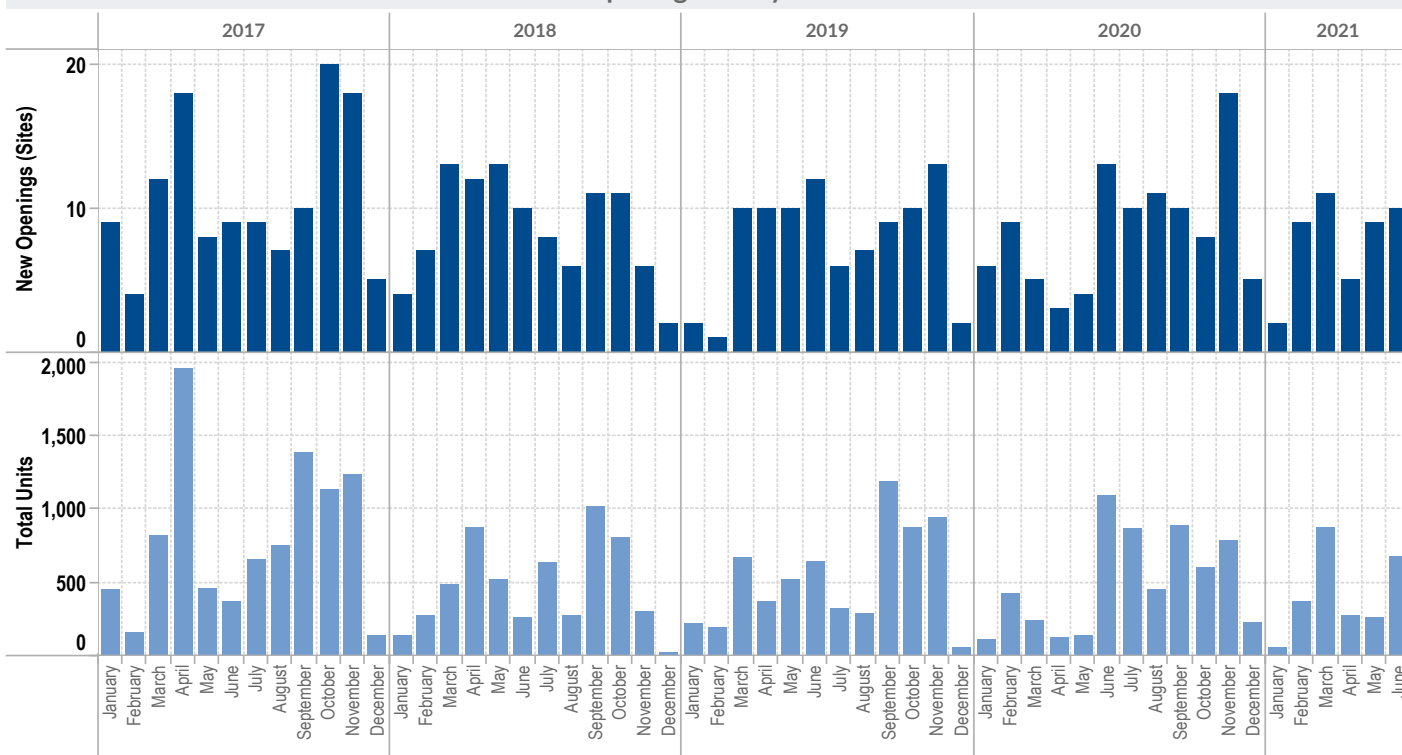
New Openings

Q2 2021 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Ancaster Way - Zeina Homes	Freehold	Hamilton	2021-04-03	22	1	13	
SOBA South Barrie Towns - Sunrise Homes	Freehold Commo..	Barrie	2021-04-16	46	11	20	\$536
Harbourview - Ballymore Homes	Freehold	Innisfil	2021-04-20	3	1	1	\$441
West Brant Heights - Lindvest	Freehold	Brantford	2021-04-24	66	0	0	
Glade - Fusion Homes	Freehold	Guelph	2021-05-01	1	0	1	
Terra - Great Gulf	Freehold	Barrie	2021-05-01	66	26	5	\$376
Inspiration Point - Trisect Construction	Condominium	Grimsby	2021-05-03	8	1	5	\$627
Southpoint - Ritz Homes	Freehold Commo..	Cambridge	2021-05-03	19	8	4	\$431
Steeple Chase West - Cook Homes	Freehold	Waterloo	2021-05-10	22	9	7	\$449
Elmvale Village - Huron Creek Developments and Royal Arc Developm..	Freehold	Springwater	2021-05-15	24	1	0	
Mountainview Heights - Greenpark Group	Freehold	Hamilton	2021-05-22	93	56	23	
Black Creek Signature Community - Rinaldi Homes	Freehold	Fort Erie	2021-05-29	12	0	8	\$332
Trails of Lily Lake - Peterborough Homes	Freehold	Peterborough	2021-06-01	12	0	12	\$396
Trails of Lily Lake - Picture Homes	Freehold	Peterborough	2021-06-01	6	0	6	\$362
Calderwood - Empire	Freehold	Thorold	2021-06-05	51	51	0	
Eagles' Rest Estates - Crystal Homes and Fernbrook Homes	Freehold	Oro-Medonte	2021-06-05	208	82	126	\$424
Brick and Oak - Kettlebeck Developments	Freehold	Thorold	2021-06-18	4	2	2	\$588
BEA - Stateview Homes	Freehold Commo..	Barrie	2021-06-19	218	180	38	\$388
River's Edge - Centurion Homes	Freehold	Wasaga Beach	2021-06-26	54	52	2	\$399
River's Edge - Fernbrook Homes	Freehold	Wasaga Beach	2021-06-26	42	28	14	
River's Edge - Lancaster Homes	Freehold	Wasaga Beach	2021-06-26	48	41	7	
River's Edge - Zancor Homes	Freehold	Wasaga Beach	2021-06-26	41	27	14	
Grand Total				1,066	577	308	\$425

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			87							332	6.3%		6.3%	
Mattamy Homes			60	93	85	10							248	4.7%		11.0%	
Bayview Wellington Homes	0	57	115	23	9	7							211	4.0%		15.0%	
Fieldgate Homes and Greybrook Realty Partners			130	25	28	16							199	3.8%		18.8%	
Stateview Homes						180							180	3.4%		22.2%	
Starlane Home Corporation					88	88							176	3.3%		25.5%	
Fernbrook Homes	1	43	74	21	3	29							171	3.2%		28.7%	
Heathwood Homes	98	66											164	3.1%		31.9%	
Great Gulf			49	51	35	26							161	3.1%		34.9%	
Greenpark Group					49	102							151	2.9%		37.8%	
	699	978	1,146	784	618	1,052							5,277				

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

Builder	2020						2021						Total	Market Share %		Cum. Mkt. Share %	
	July	August	September	October	November	December	January	February	March	April	May	June					
Empire	269	78	88	179	105	73	92	83	70			87	1,124	7.9%		7.9%	
Cachet Estate Homes	16	129	149	165	100	22	5	0	0	136	0	0	722	5.1%		12.9%	
Losani Homes	50	88	38	113	158	61	52	44	11	5	0	25	645	4.5%		17.4%	
Branthaven Homes	189	180	42	50									461	3.2%		20.7%	
Heathwood Homes	42	50	32	10	0	109	98	66					407	2.9%		23.5%	
Mountairview Building Group	47	40	33	0	19	68	28	41	38	22	9	12	357	2.5%		26.0%	
Greenpark Group	101	38	41								49	102	331	2.3%		28.3%	
Starlane Home Corporation	114	37									88	88	327	2.3%		30.6%	
Tribute Communities	50	30	67	50	4	4	3	7	42	29	20	15	321	2.2%		32.9%	
Brianwood Homes	23	33	42	45	43	32	42	30					290	2.0%		34.9%	
	1,880	1,549	1,572	1,579	1,495	924	699	978	1,146	784	618	1,052	14,276				

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2021 Q2
Wildflower Crossing - Mattamy Homes	Kitchener	Detached	30'	49
			36'	66
		Townhouse	21'	73
		Total		188
BEA - Stateview Homes	Barrie	Townhouse	16'	58
			21'	122
		Total		180
Mountainview Heights - Starlane Home Corporation	Hamilton	Semi Detached	25'	106
			28'	54
		Townhouse	25'	16
		Total		176
Mountainview Heights - Greenpark Group	Hamilton	Detached	41'	49
			44'	32
			47'	46
			50'	24
		Total		151
Generations - Cachet Estate Homes	North Dumfries	Detached	36'	78
			40'	25
		Townhouse	23'	33
		Total		136
Terra - Great Gulf	Barrie	Detached	33'	29
			38'	32
		Semi Detached	24'	38
		Townhouse	20'	13
		Total		112
Calderwood - Empire	Thorold	Detached	27'	32
			34'	19
		Townhouse	20'	36
		Total		87
Eagles' Rest Estates - Crystal Homes and Fernbrook Homes	Oro-Medonte	Detached	75'	49
			80'	3
			84'	12
			90'	7
			100'	8
			110'	3
		Total		82
Emerald Crossing - Fieldgate Homes and Greybrook Realty Partners	Shelburne	Detached	36'	53
			40'	16
		Total		69
West Brant Heights - Lindvest	Brantford	Detached	36'	39
		Townhouse	20'	27
		Total		66

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2021 Q2				2020 Q2			
		Detached	Link	Semi Detached	Townhouse	Detached	Link	Semi Detached	Townhouse
County of Brant	Brant	• 11			• 31	• 100		• 0	• 37
	Brantford	• 77			• 35	• 54		• 6	• 20
	Total	• 88			• 66	• 154		• 6	• 57
Dufferin County	Grand Valley	• 7							
	Melancthon	• 0				• 0			
	Orangeville								• 4
	Shelburne	• 69			• 0	• 11		• 15	• 2
	Total	• 76			• 0	• 11		• 15	• 6
Haldimand County	Haldimand County	• 0				• 110		• 50	
	Total	• 0				• 110		• 50	
Hamilton	Hamilton	• 168		• 160	• 54	• 188		• 61	• 106
	Total	• 168		• 160	• 54	• 188		• 61	• 106
Niagara Region	Fort Erie	• 29		• 4	• 1	• 32			• 15
	Grimsby				• 3				• 6
	Lincoln	• 0				• 15		• 1	• 8
	Niagara Falls	• 0			• 68	• 89		• 1	• 32
	Niagara-on-the-Lake				• 6	• 0		• 5	• 1
	Pelham	• 0			• 0	• 14		• 0	• 30
	St. Catharines	• 0			• 3	• 0			• 32
	Thorold	• 53			• 46	• 50		• 0	• 21
	Welland	• 6			• 3	• 17			• 40
	West Lincoln					• 5			• 21
	Total	• 88		• 4	• 130	• 222		• 7	• 206
Peterborough County	Peterborough	• 22			• 19	• 8			• 2
	Total	• 22			• 19	• 8			• 2
Simcoe County	Adjala-Tosorontio								
	Barrie	• 61		• 38	• 256	• 39			• 98
	Clearview	• 44		• 0		• 8		• 0	• 5
	Collingwood	• 0			• 0	• 19	• 2	• 1	• 13
	Essa	• 0				• 4	• 5		• 6
	Innisfil	• 147			• 4	• 54	• 8		• 7
	New Tecumseth	• 20			• 32	• 53		• 7	• 24
	Orillia	• 3			• 4	• 3			• 7
	Oro-Medonte	• 110				• 11			
	Springwater	• 34				• 20			
	Wasaga Beach	• 82	• 17		• 122	• 11			• 9
	West Gwillimbury	• 5		• 12	• 1	• 44		• 7	• 9
	Total	• 506	• 17	• 50	• 419	• 266	• 15	• 15	• 178
Waterloo Region	Cambridge	• 16			• 0	• 15			• 65
	Kitchener	• 178		• 2	• 73	• 62		• 16	• 21
	North Dumfries	• 103			• 33				
	Waterloo	• 29				• 0		• 1	• 19
	Woolwich	• 36			• 0	• 10			• 0
	Total	• 362		• 2	• 106	• 87		• 17	• 105
Wellington County	Centre Wellington	• 22		• 52	• 0	• 15		• 0	• 5
	Guelph	• 25		• 12	• 6	• 34		• 10	• 7
	Guelph/Eramosa					• 23			
	Puslinch	• 0				• 0			
	Total	• 47		• 64	• 6	• 72		• 10	• 12
Grand Total		• 1,357	• 17	• 280	• 800	• 1,118	• 15	• 181	• 672

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