Altus Group

Greater Golden Horseshoe Major Markets Low Rise Projects

New Homes Monthly Market Report
Data as of December 2021

GGH Overview

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q4 2021	Q4 2020	Change
Condominium Apartment	1,621	1,468	10.4%
Single Family	1,663	3,981	-58.2%
Total	**3,284**	**5,449**	-39.7%

Year to Date Sales	Jan.-Dec. 2021	Jan.-Dec. 2020	Y/Y Change
Condominium Apartment	5,809	4,737	22.6%
Single Family	8,314	13,415	-38.0%
Total	**14,123**	**18,152**	-22.2%

Year to Date Supply	Jan.-Dec. 2021	Jan.-Dec. 2020	Y/Y Change
Condominium Apartment	4,233	3,471	22.0%
Single Family	7,878	9,944	-20.8%
Total	**12,111**	**13,415**	-9.7%

Year to Date Completions	Jan.-Dec. 2021	Jan.-Dec. 2020	Y/Y Change
Condominium Apartment	2,210	2,307	-4.2%

Remaining Inventory	Dec-21	Sep-21	Dec-20	M/M Change	Y/Y Change
Condominium Apartment	451	578	1,642	-22.0%	-72.5%
Single Family	518	559	954	-7.3%	-45.7%
Total	**969**	**1,137**	**2,596**	-14.8%	-62.7%

Average Asking Price	Dec-21	Sep-21	Dec-20	M/M Change	Y/Y Change
Condominium Apartment	$756,958	$779,691	$595,236	-2.9%	27.2%
Single Family	$1,162,395	$1,069,607	$807,450	8.7%	44.0%

Projects	New Openings	All Active	Under Const.	Pre-Const.
Condominium Apartment Projects	6	47	261	182
Condominium Apartment Units	984	5,462	10,377	4,862
% Sold*	95%	92%	83%	92%
Single Family Projects	28	120		
Single Family Units	1,039	9,886		
% Sold*	87%	95%		

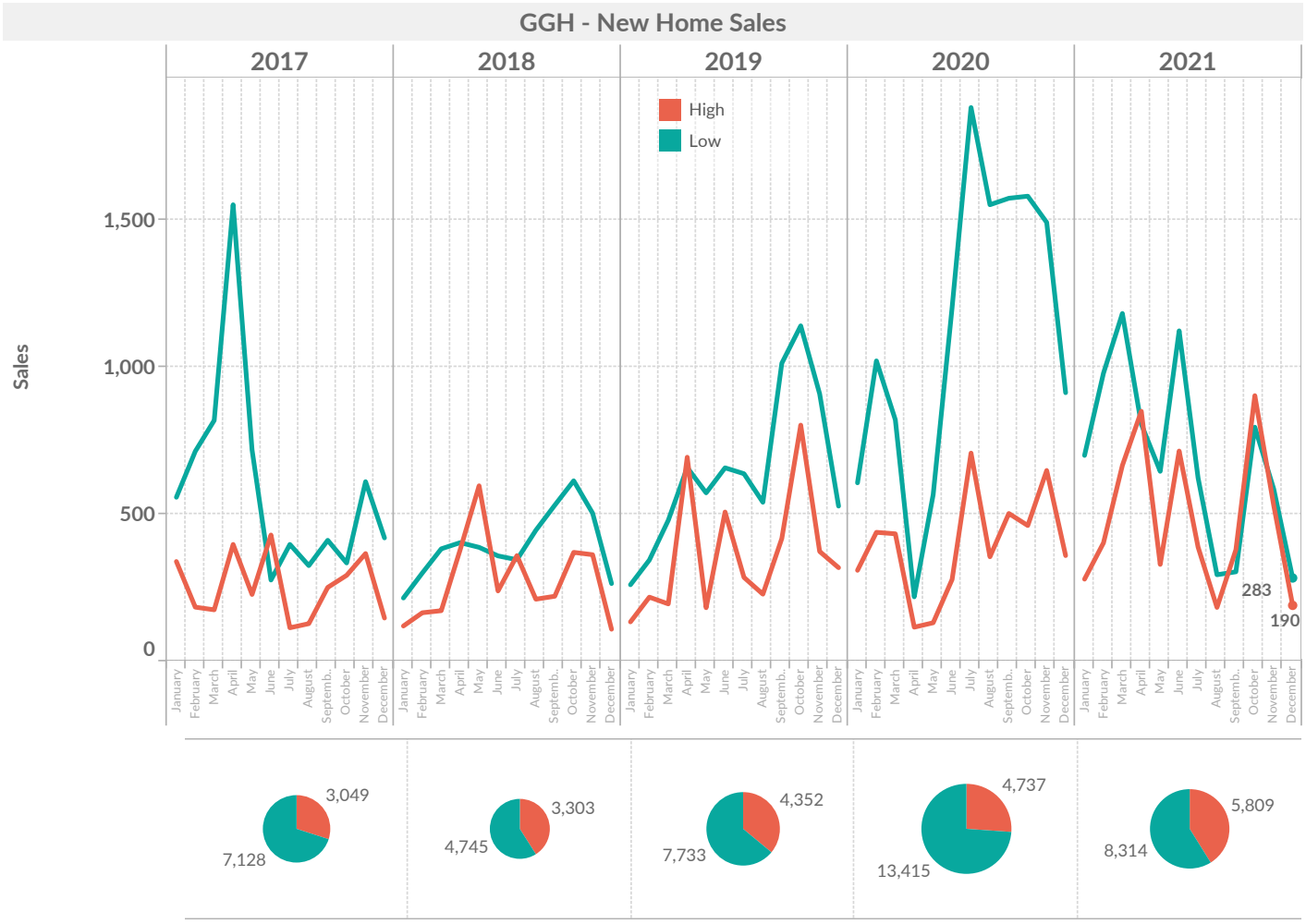
*Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

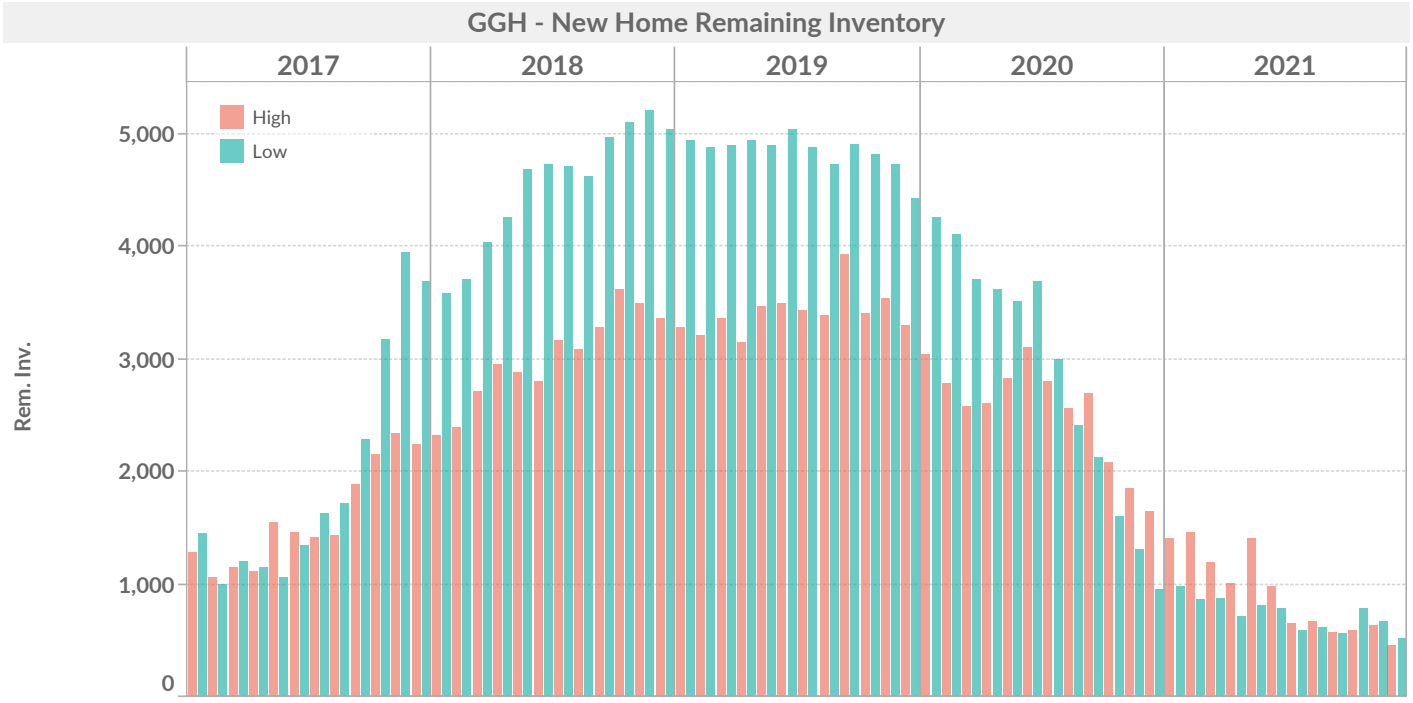
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

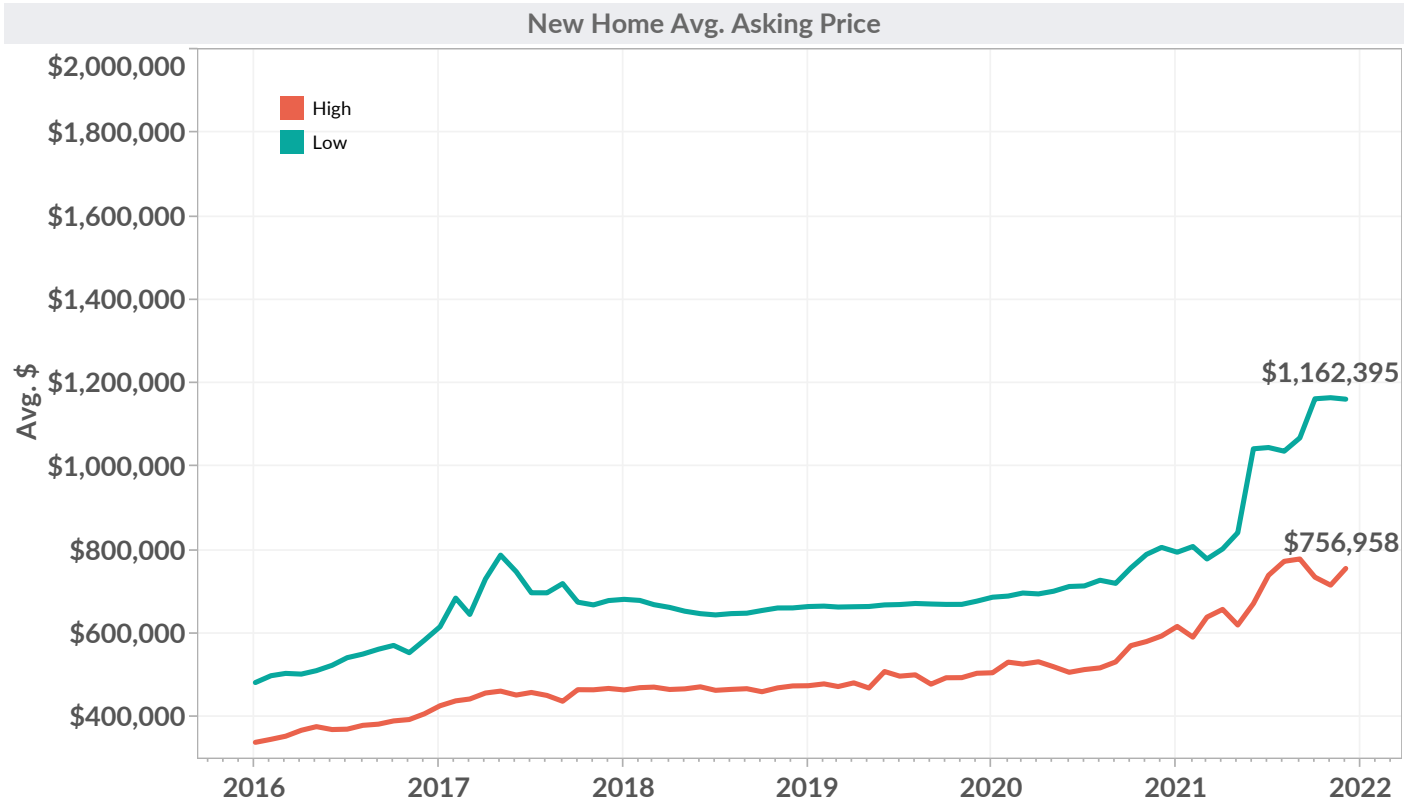
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

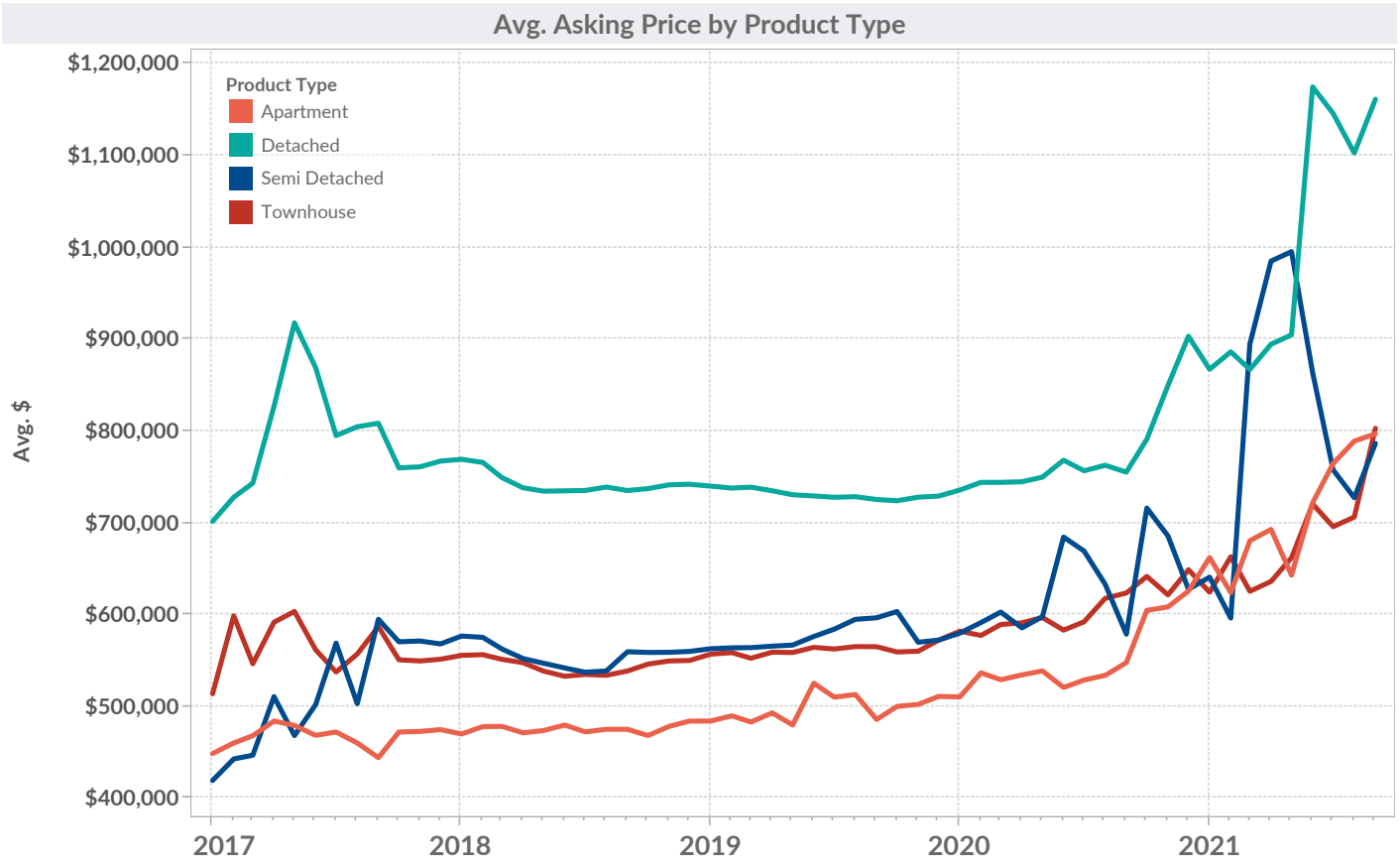
Sales & Remaining Inventory



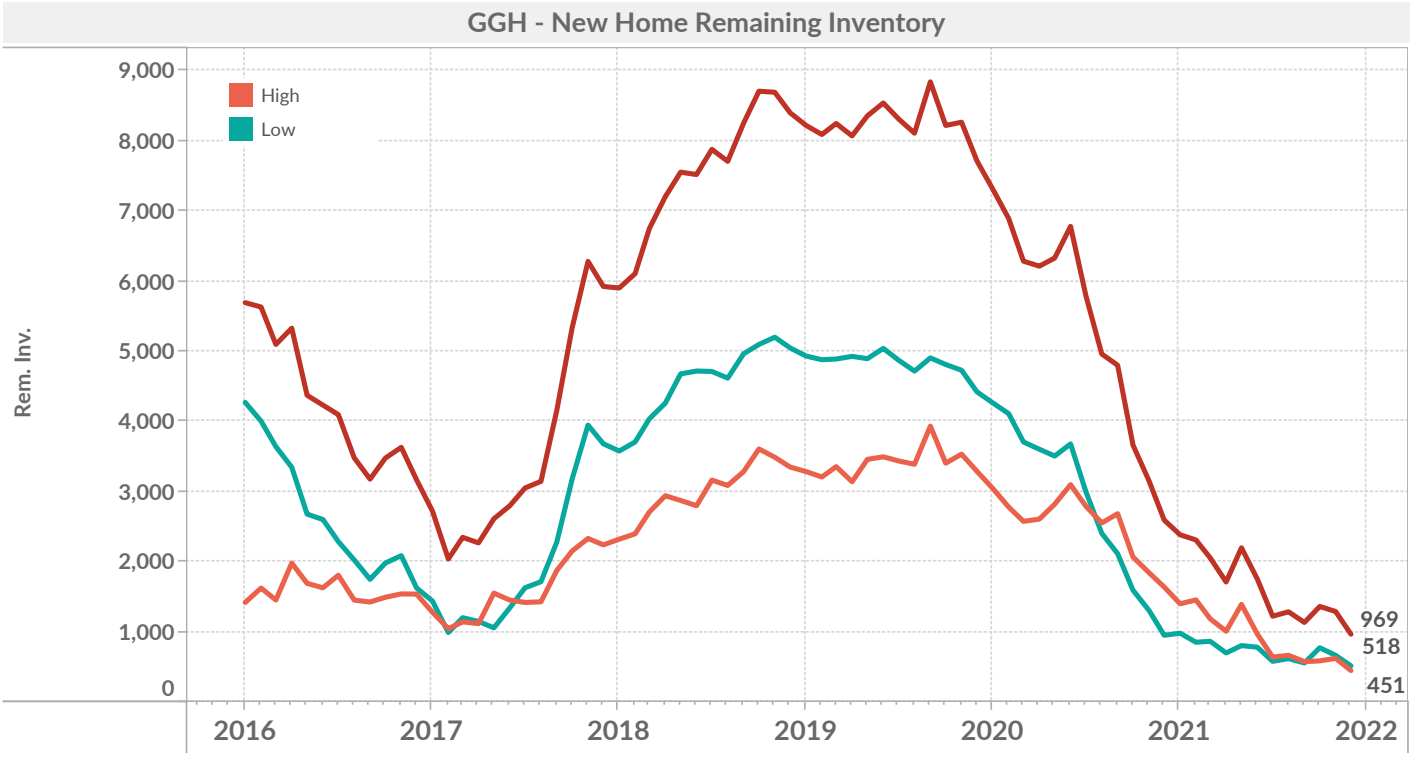


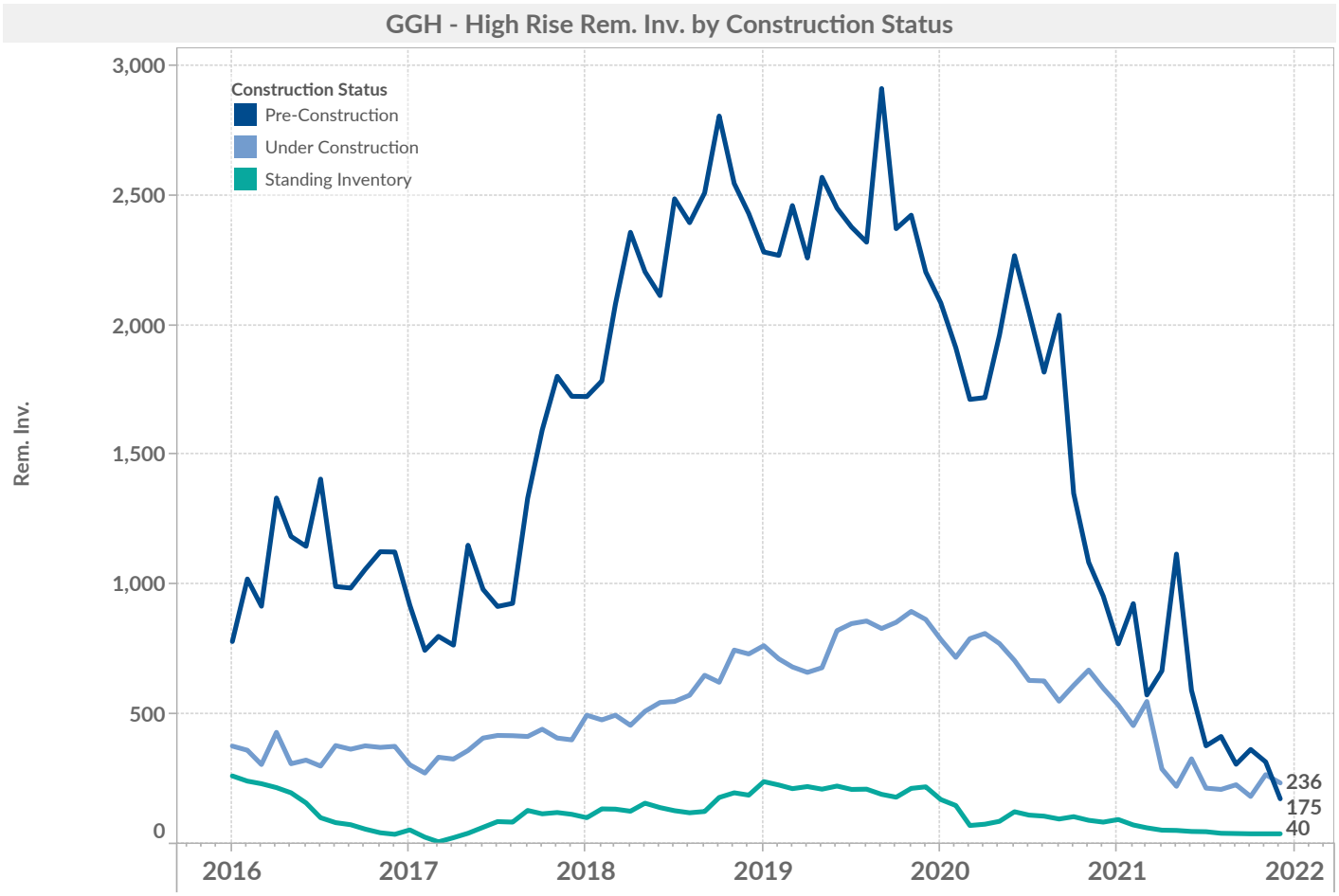
Pricing


New Home Avg. Asking Price
$2,000,000
$1,800,000
$1,600,000
$1,400,000
$1,200,000
$1,000,000
$800,000
$600,000
$400,000
Avg. $
High
Low
$1,162,395
$756,958
2016
2017
2018
2019
2020
2021
2022

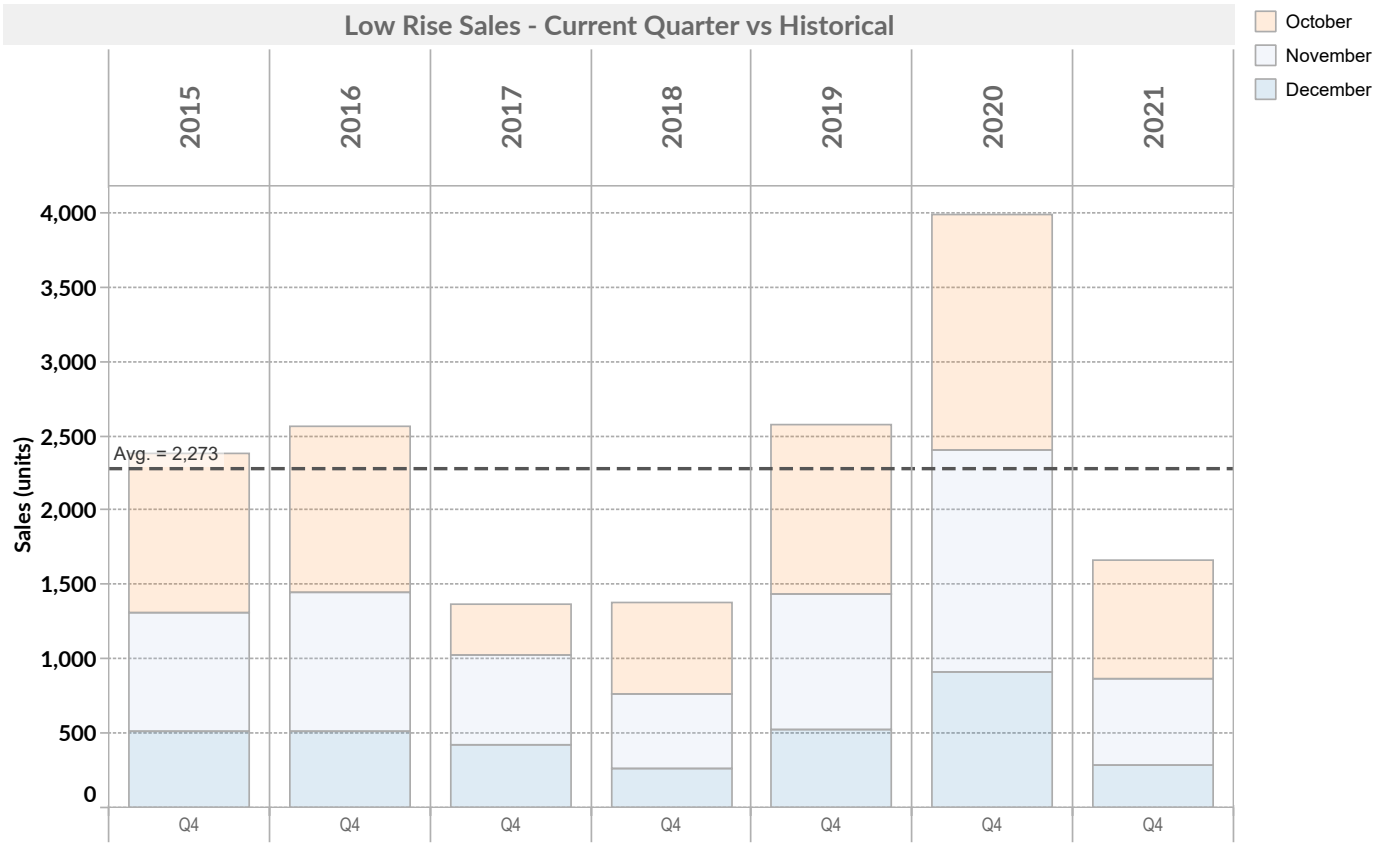

Avg. Asking Price by Product Type
$1,200,000
$1,100,000
$1,000,000
$900,000
$800,000
$700,000
$600,000
$500,000
$400,000
Avg. $
Product Type
Apartment
Detached
Semi Detached
Townhouse
2017
2018
2019
2020
2021

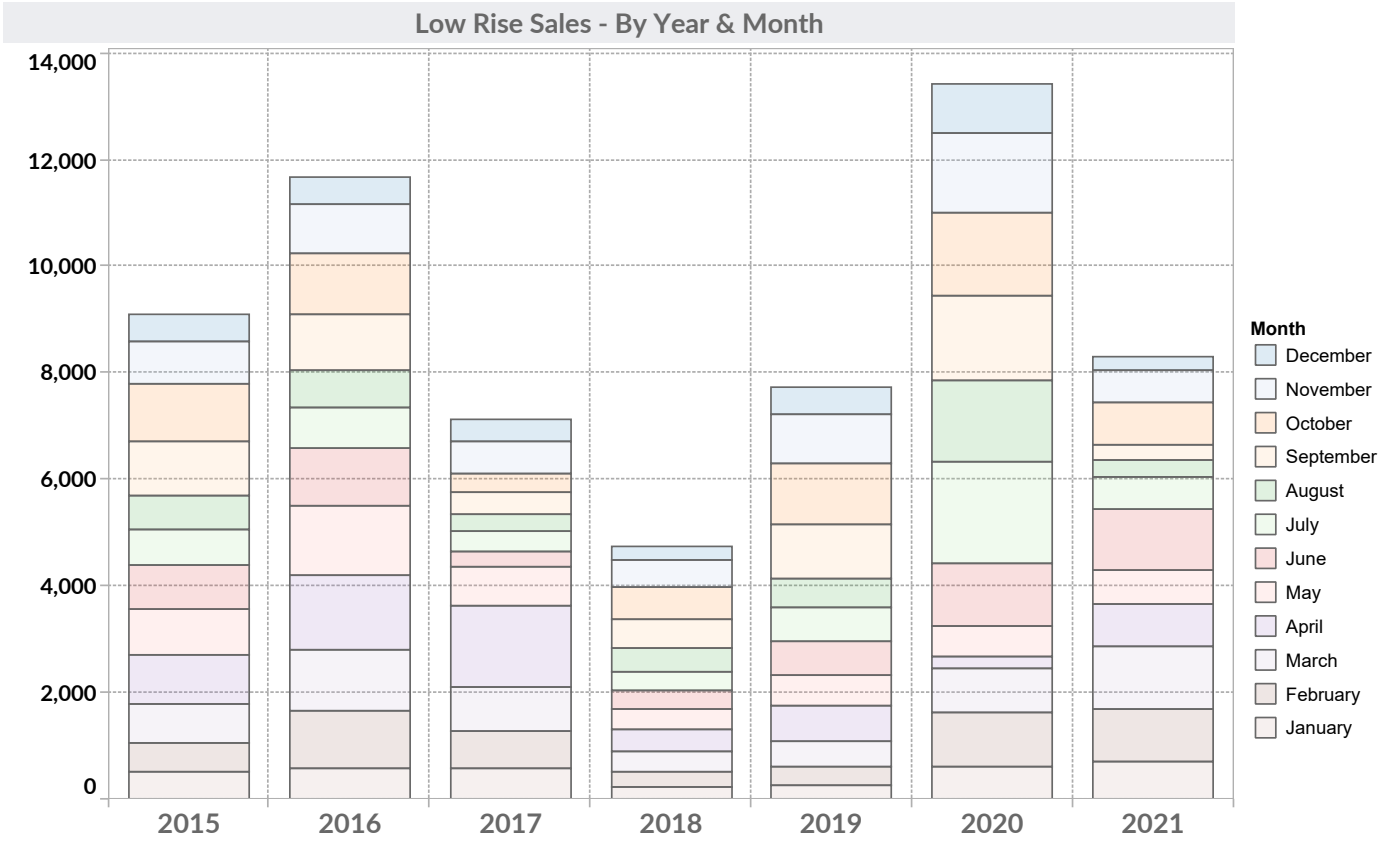
Remaining Inventory





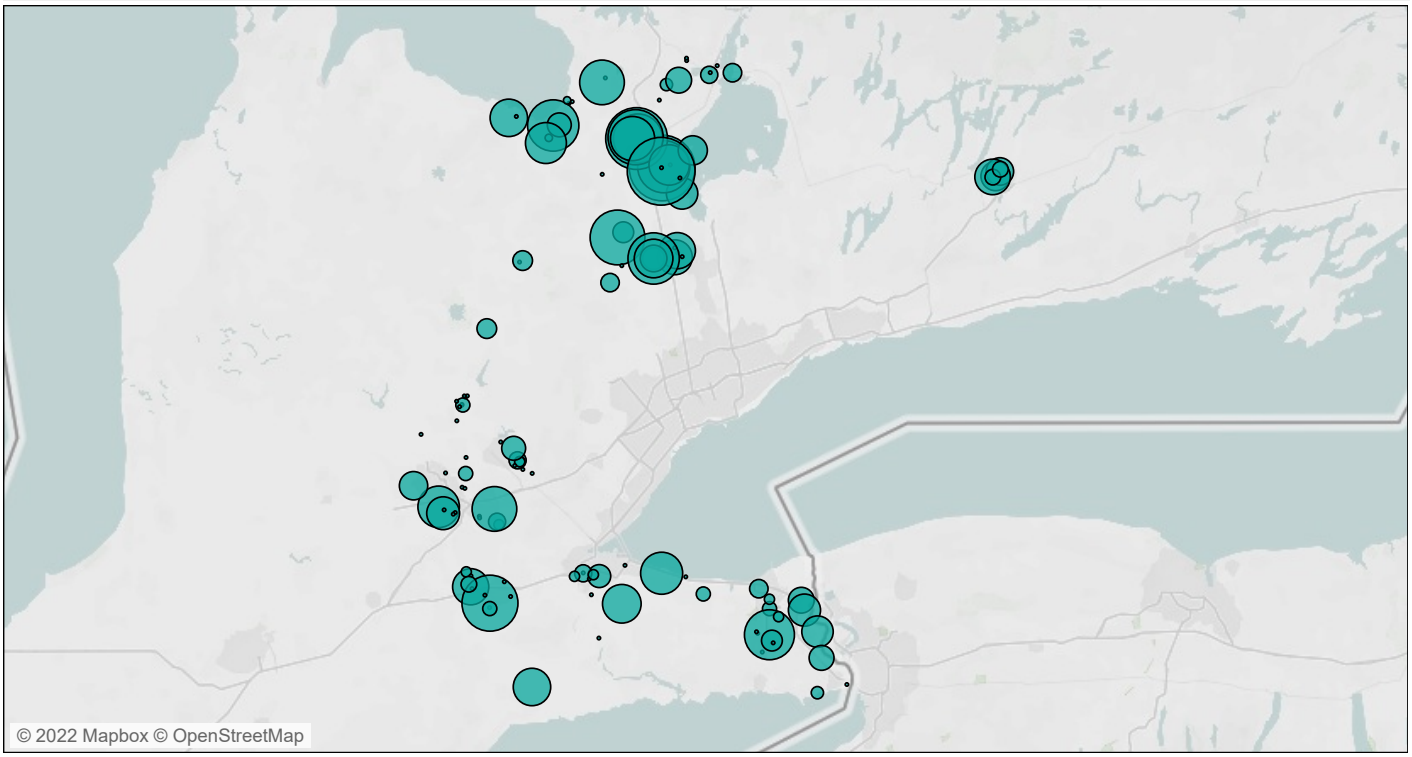
Historical Sales Comparison



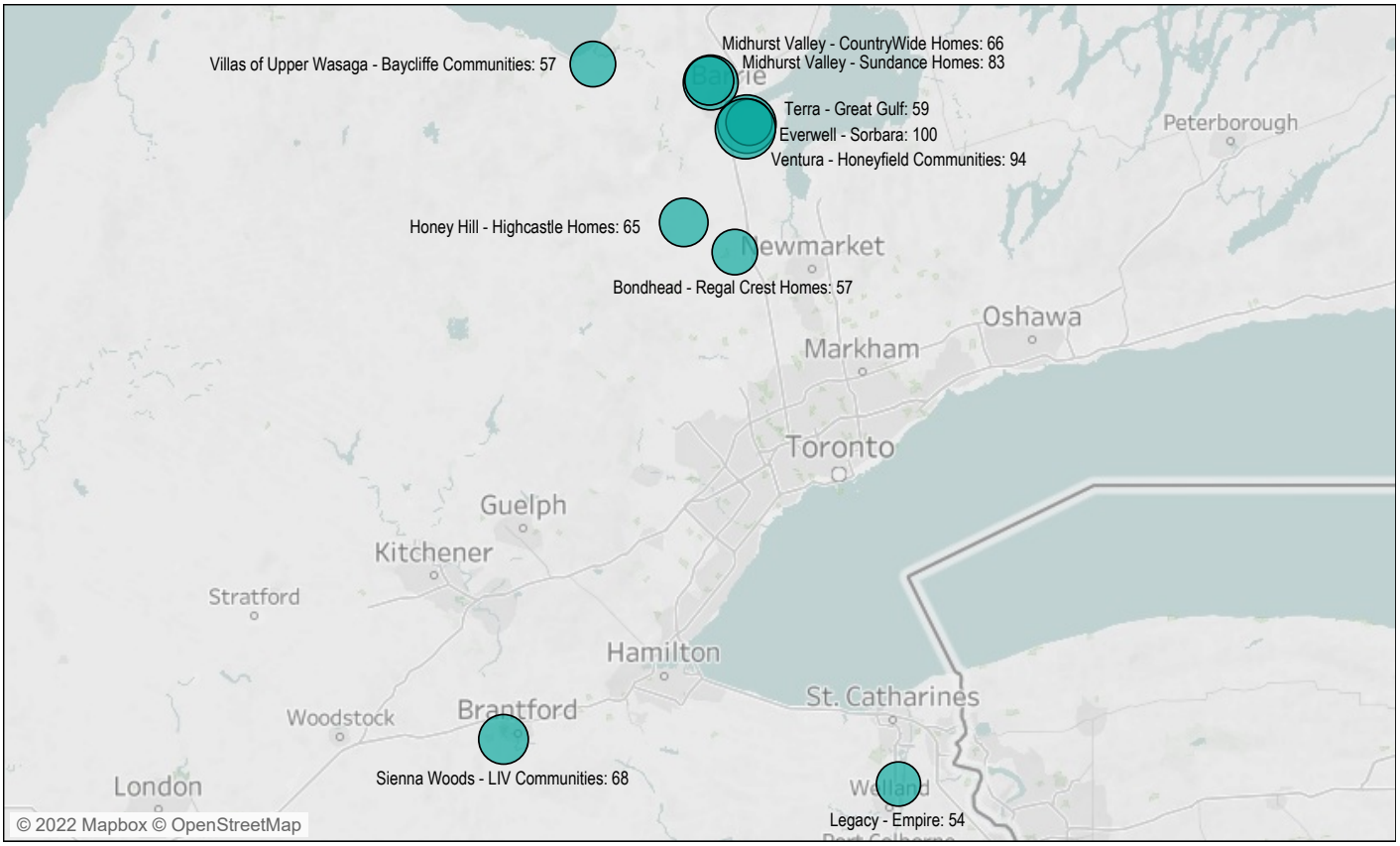


Current Sites

GGH - Active Low Rise Sites by Current Quarter Sales



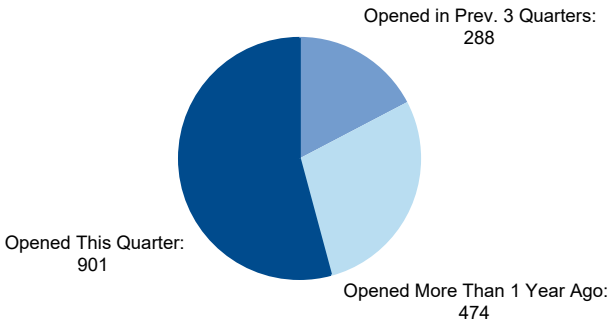
GGH - Top Sites by Current Quarter Sales



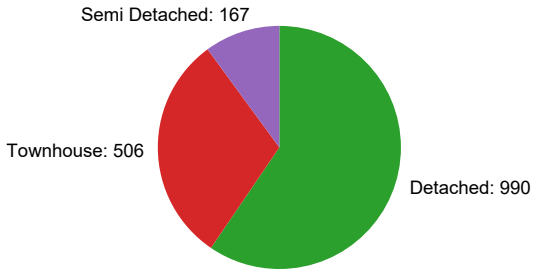
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

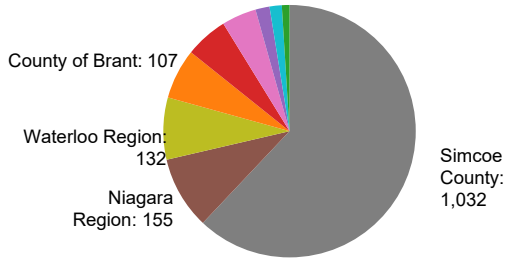
Sales by Opening Date



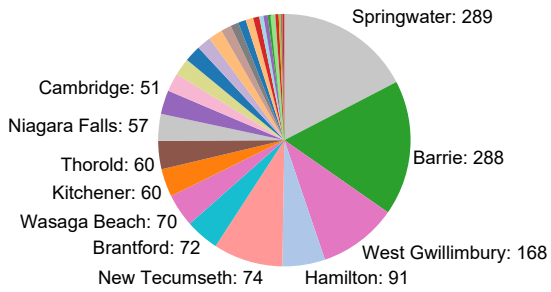
Sales by Product Type



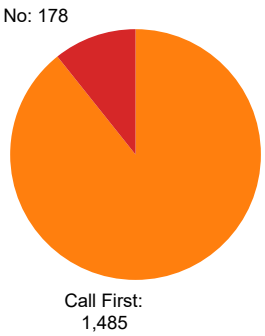
Sales by Region



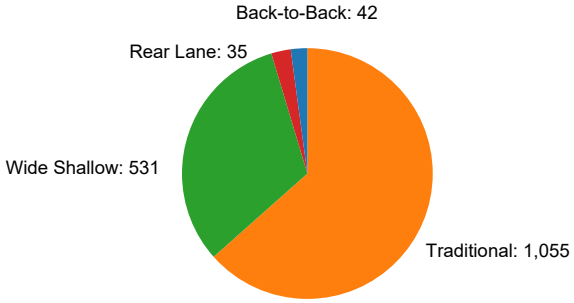
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



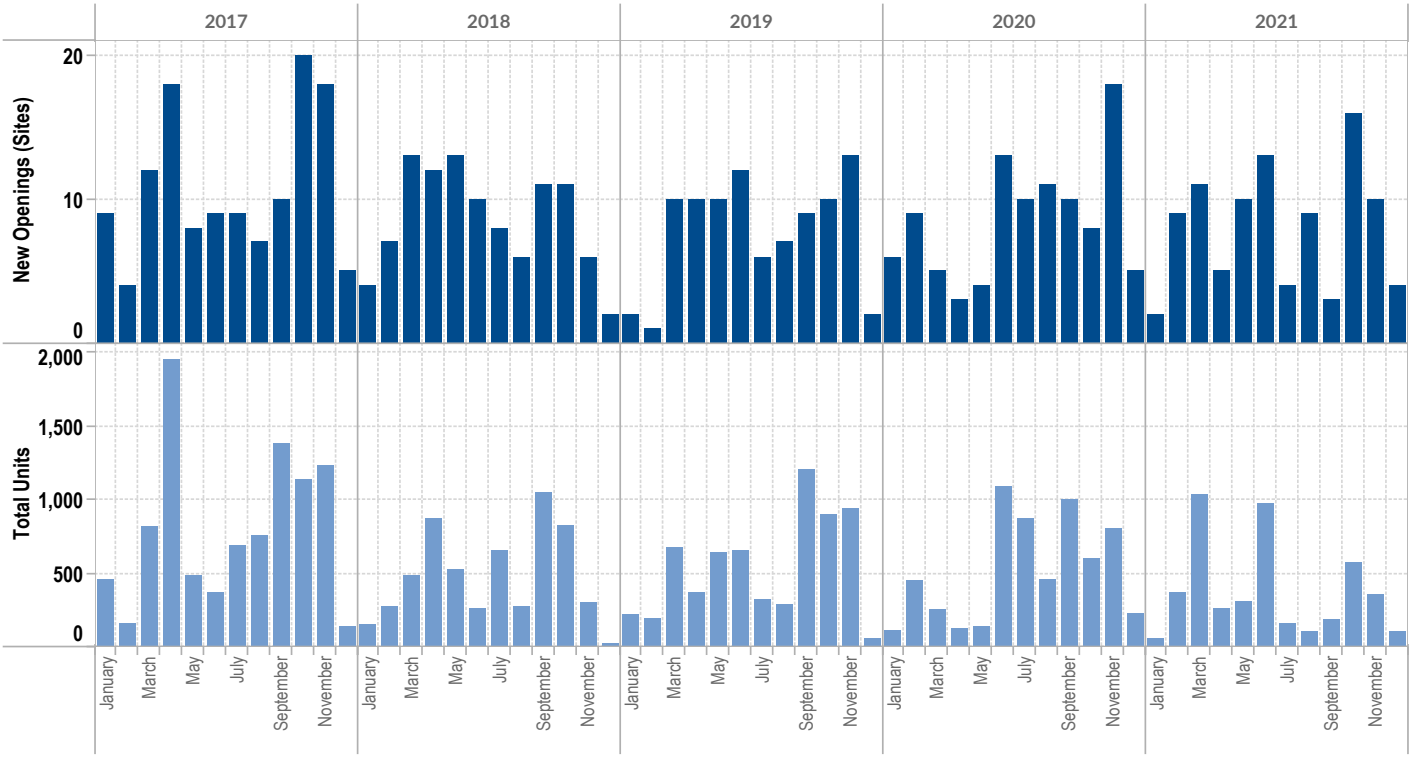
New Openings

Q4 2021 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. $/SF
Colgan Crossing - Tribute Communities	Freehold	Adjala-Tosorontio	2021-10-01	9	4	2	$636
Midhurst Valley - Brookfield Residential	Freehold	Springwater	2021-10-02	80	0	38	$457
Midhurst Valley - CountryWide Homes	Freehold	Springwater	2021-10-02	91	0	25	
Midhurst Valley - Geranium	Freehold	Springwater	2021-10-02	59	1	7	$457
Midhurst Valley - Sundance Homes	Freehold	Springwater	2021-10-02	83	83	0	
Trailside in Townsend - Calibrex	Freehold Commo..	Haldimand County	2021-10-04	30	30	0	
Foothills of Winona - DiCenzo Homes	Freehold	Hamilton	2021-10-16	38	0	0	
Nature's Edge - Bromont Homes	Freehold	Peterborough	2021-10-16	5	5	0	
Nature's Edge - Pristine Homes	Freehold	Peterborough	2021-10-16	27	27	0	
Glade - Fusion Homes	Freehold	Guelph	2021-10-23	3	0	0	
Bondhead - Aspen Ridge Homes	Freehold	West Gwillimbury	2021-10-30	33	16	1	$565
Bondhead - CountryWide Homes	Freehold	West Gwillimbury	2021-10-30	20	2	5	$582
Bondhead - Regal Crest Homes	Freehold	West Gwillimbury	2021-10-30	57	12	0	
Bondhead - Sundance Homes	Freehold	West Gwillimbury	2021-10-30	14	1	4	$570
Heritage Gate - Priva Homes	Freehold	Hamilton	2021-10-30	1	1	0	
Trails of Lily Lake - Dietrich Homes	Freehold	Peterborough	*	39	4	21	$494
Ventura - Honeyfield Communities	Freehold	Barrie	2021-11-01	47	13	0	
Sienna Woods - LIV Communities	Freehold Commo..	Brantford	2021-11-07	68	21	0	
Elmvale Village - Huron Creek Developments and Royal Arc Developm..	Freehold	Springwater	2021-11-09	43	43	0	
Honey Hill - Highcastle Homes	Freehold	New Tecumseth	2021-11-09	68	9	3	$463
Black Creek Signature Community - Rinaldi Homes	Freehold	Fort Erie	2021-11-13	14	2	5	$494
Hive - Homes by John Bruce Robinson	Freehold	Hamilton	2021-11-13	32	0	0	
Hewitt's Gate - Bradley Homes	Freehold	Barrie	2021-11-22	35	0	0	
Everwell - Sorbara	Freehold	Barrie	*	100	100	0	
Summerlyn Village - Great Gulf	Freehold	West Gwillimbury	2021-11-23	4	1	0	
Village on the Twelve - Silvergate Homes	Condominium	St. Catharines	2021-12-11	7	7	0	
Cedar Lane Condos - Pinevest Homes	Freehold Commo..	Brant	2021-12-16	20	5	15	$737
Orillia Urban Towns - Gold Bricks Group Ltd.	Freehold Commo..	Orillia	2021-12-21	12	0	12	$395
Grand Total				**1,039**	**387**	**138**	**$500**

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

Low Rise Opening History - Sites & Lots



Top Builders

GGH - Top Low Rise Builders by YTD Sales

Builder	2021 January	February	March	April	May	June	July	August	September	October	November	December	Total	Market Share %	Cum. Mkt. Share %
Empire	92	83	70			87	35		57	47	7		478	5.7%	5.7%
Losani Homes	52	44	16	5	0	67	70	37	25	33	2	1	352	4.2%	10.0%
Mattamy Homes			60	93	85	10	0	0	0	37	0	0	285	3.4%	13.4%
Great Gulf			49	51	35	26	8	1	4	30	27	30	261	3.1%	16.6%
Fieldgate Homes and Greybrook Realty Partners			130	25	28	16	23	11	7	6	1	1	248	3.0%	19.5%
Fernbrook Homes	1	43	74	21	3	29	53	4	1				229	2.8%	22.3%
Stateview Homes						180	36	2					218	2.6%	24.9%
Bayview Wellington Homes	0	57	115	23	9	6	1	2	0	0	0	0	213	2.6%	27.5%
Briarwood Homes	42	30						63	29	10	19	7	200	2.4%	29.9%
Mountainview Building Group	28	41	38	22	9	12	12	0	14	22	0	0	198	2.4%	32.3%
	699	978	1,181	805	645	1,122	623	294	304	795	585	283	8,314		

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

Builder	2021 January	February	March	April	May	June	July	August	September	October	November	December	Total	Market Share %	Cum. Mkt. Share %
Empire	92	83	70			87	35		57	47	7		478	5.7%	5.7%
Losani Homes	52	44	16	5	0	67	70	37	25	33	2	1	352	4.2%	10.0%
Mattamy Homes			60	93	85	10	0	0	0	37	0	0	285	3.4%	13.4%
Great Gulf			49	51	35	26	8	1	4	30	27	30	261	3.1%	16.6%
Fieldgate Homes and Greybrook Realty Partners			130	25	28	16	23	11	7	6	1	1	248	3.0%	19.5%
Fernbrook Homes	1	43	74	21	3	29	53	4	1				229	2.8%	22.3%
Stateview Homes						180	36	2					218	2.6%	24.9%
Bayview Wellington Homes	0	57	115	23	9	6	1	2	0	0	0	0	213	2.6%	27.5%
Briarwood Homes	42	30						63	29	10	19	7	200	2.4%	29.9%
Mountainview Building Group	28	41	38	22	9	12	12	0	14	22	0	0	198	2.4%	32.3%
	699	978	1,181	805	645	1,122	623	294	304	795	585	283	8,314		

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2021 Q4
Everwell - Sorbara	Barrie	Detached	32'	25
			36'	23
			40'	14
		Townhouse	19'	38
	Total			**100**
Ventura - Honeyfield Communities	Barrie	Detached	33'	6
			40'	2
			50'	2
		Semi Detached	25'	37
		Townhouse	20'	47
	Total			**94**
Midhurst Valley - Sundance Homes	Springwater	Detached	36'	31
			44'	30
		Semi Detached	25'	22
	Total			**83**
Sienna Woods - LIV Communities	Brantford	Townhouse	18'	37
			20'	31
	Total			**68**
Midhurst Valley - CountryWide Homes	Springwater	Detached	36'	28
			44'	19
		Semi Detached	25'	19
	Total			**66**
Honey Hill - Highcastle Homes	New Tecumseth	Detached	33'	29
			36'	5
			40'	10
			45'	19
			50'	2
	Total			**65**
Terra - Great Gulf	Barrie	Detached	33'	24
			38'	8
		Semi Detached	24'	27
		Townhouse	20'	0
	Total			**59**
Bondhead - Regal Crest Homes	West Gwillimbury	Detached	42'	24
			44'	4
			45'	11
			50'	18
	Total			**57**
Villas of Upper Wasaga - Baycliffe Communities	Wasaga Beach	Detached	47'	2
			50'	29
			52'	19
			55'	5
			70'	2
	Total			**57**

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

		2021 Q4			2020 Q4			
Region	Municipality	Detached	Semi Detached	Townhouse	Detached	Link	Semi Detached	Townhouse
County of Brant	Brant	5		30	32			18
	Brantford	4		68	132		8	259
	Total	9		98	164		8	277
Dufferin County	Grand Valley	8			12			
	Melancthon				0			
	Orangeville							
	Shelburne	8		0	8			29
	Total	16		0	20			29
Haldimand County	Haldimand County	0	2	28	143		18	19
	Total	0	2	28	143		18	19
Hamilton	Hamilton	8	6	77	79		30	426
	Total	8	6	77	79		30	426
Niagara Region	Fort Erie	4	2	10	48			2
	Grimsby			0				
	Lincoln	4			33		1	6
	Niagara Falls	14		43	75	3	24	85
	Niagara-on-the-Lake				3		1	9
	Pelham	0		0	14		0	6
	St. Catharines	0		9	0			32
	Thorold	26		34	70			96
	Welland	6		3	11			9
	West Lincoln							14
	Total	54	2	99	254	3	26	259
Peterborough County	Peterborough	61		13	40			10
	Total	61		13	40			10
Simcoe County	Adjala-Tosorontio	5		2				
	Barrie	135	64	89	78		7	124
	Clearview	37			82		0	9
	Collingwood	30			75	14	15	55
	Essa	0			62			
	Innisfil	21		18	53			6
	New Tecumseth	68		6	50		2	44
	Orillia	6		7	75			92
	Oro-Medonte	17			29			
	Springwater	171	75	43	68			
	Wasaga Beach	57	6	7	145			7
	West Gwillimbury	155	9	4	23		32	43
	Total	702	154	176	740	14	56	380
Waterloo Region	Cambridge	51		0	149			37
	Kitchener	47		13	152		1	154
	North Dumfries							52
	Waterloo	17			76			1
	Woolwich	4		0	145			13
	Total	119		13	522		1	257
Wellington County	Centre Wellington	4	0	0	74		7	50
	Guelph	17	3	2	40		14	10
	Guelph/Eramosa				11			
	Puslinch	0			0			
	Total	21	3	2	125		21	60
Grand Total		990	167	506	2,087	17	160	1,717

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