Altus Group

Greater Golden Horseshoe Major Markets High 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%		

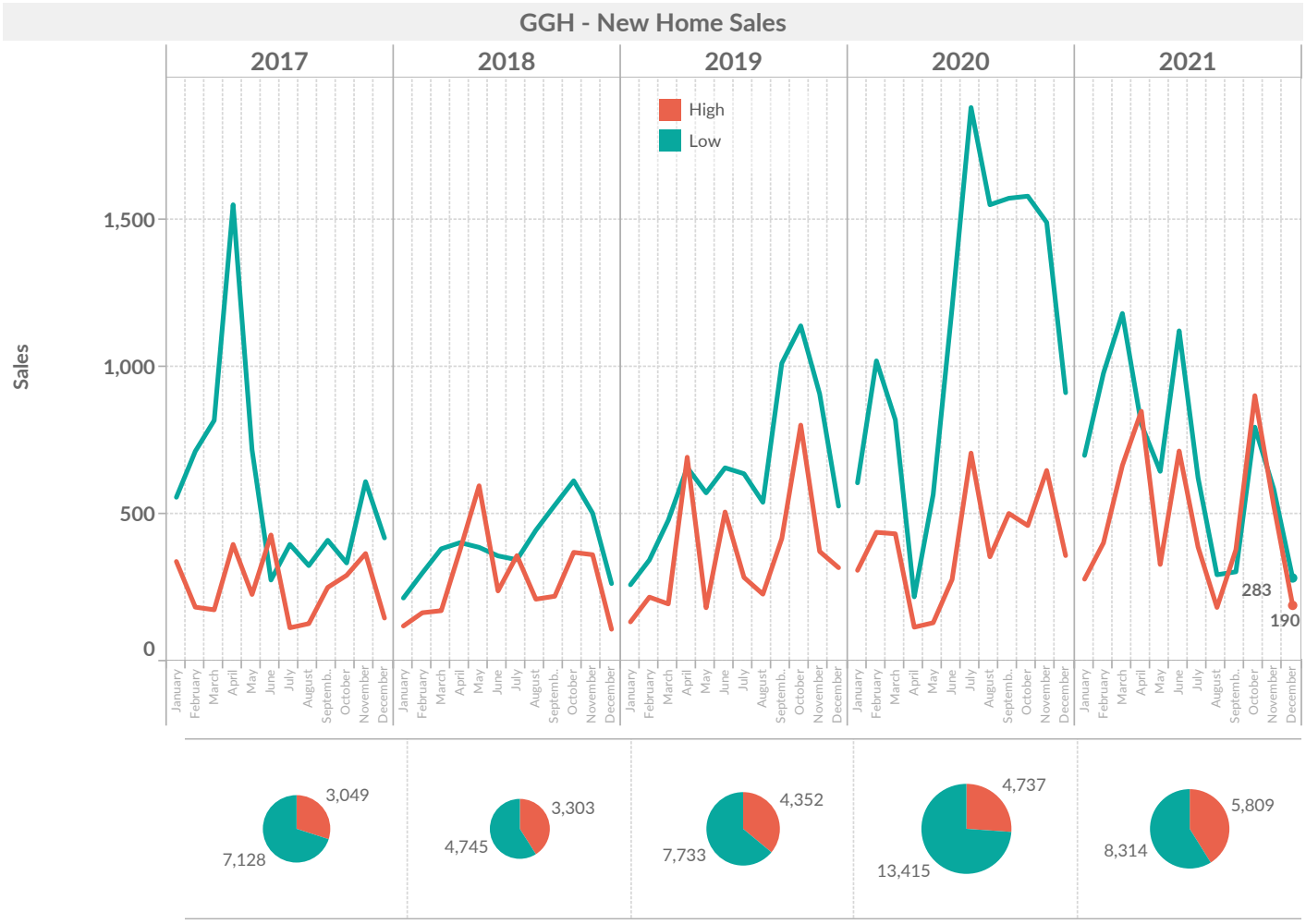
*Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

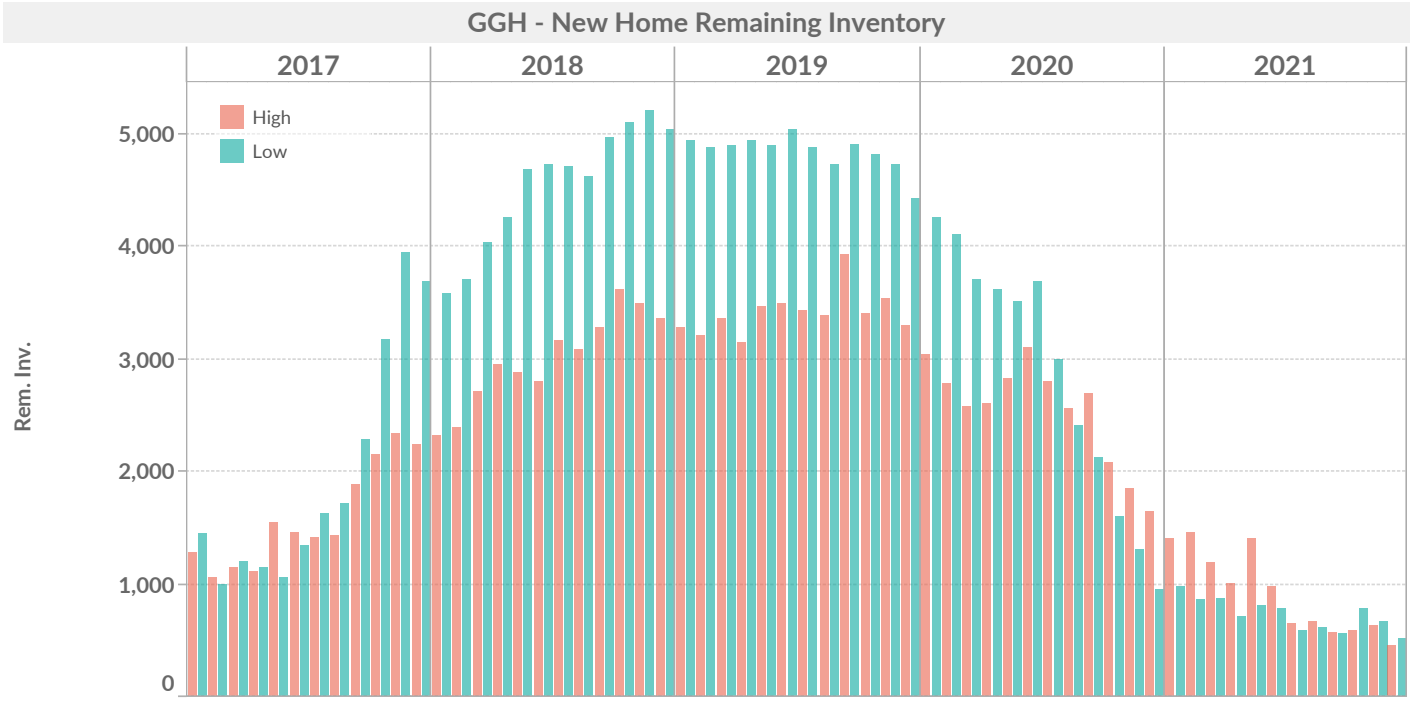
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

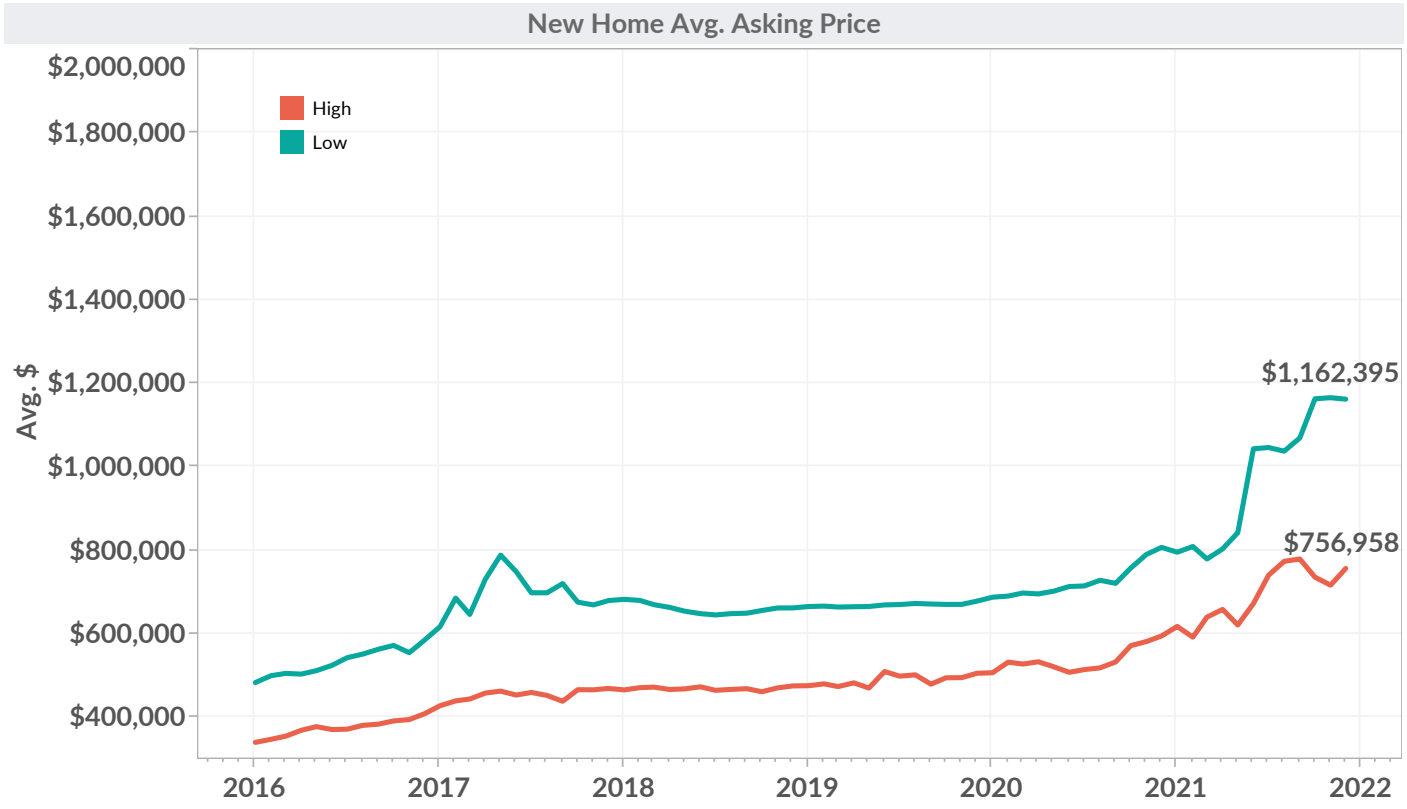
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

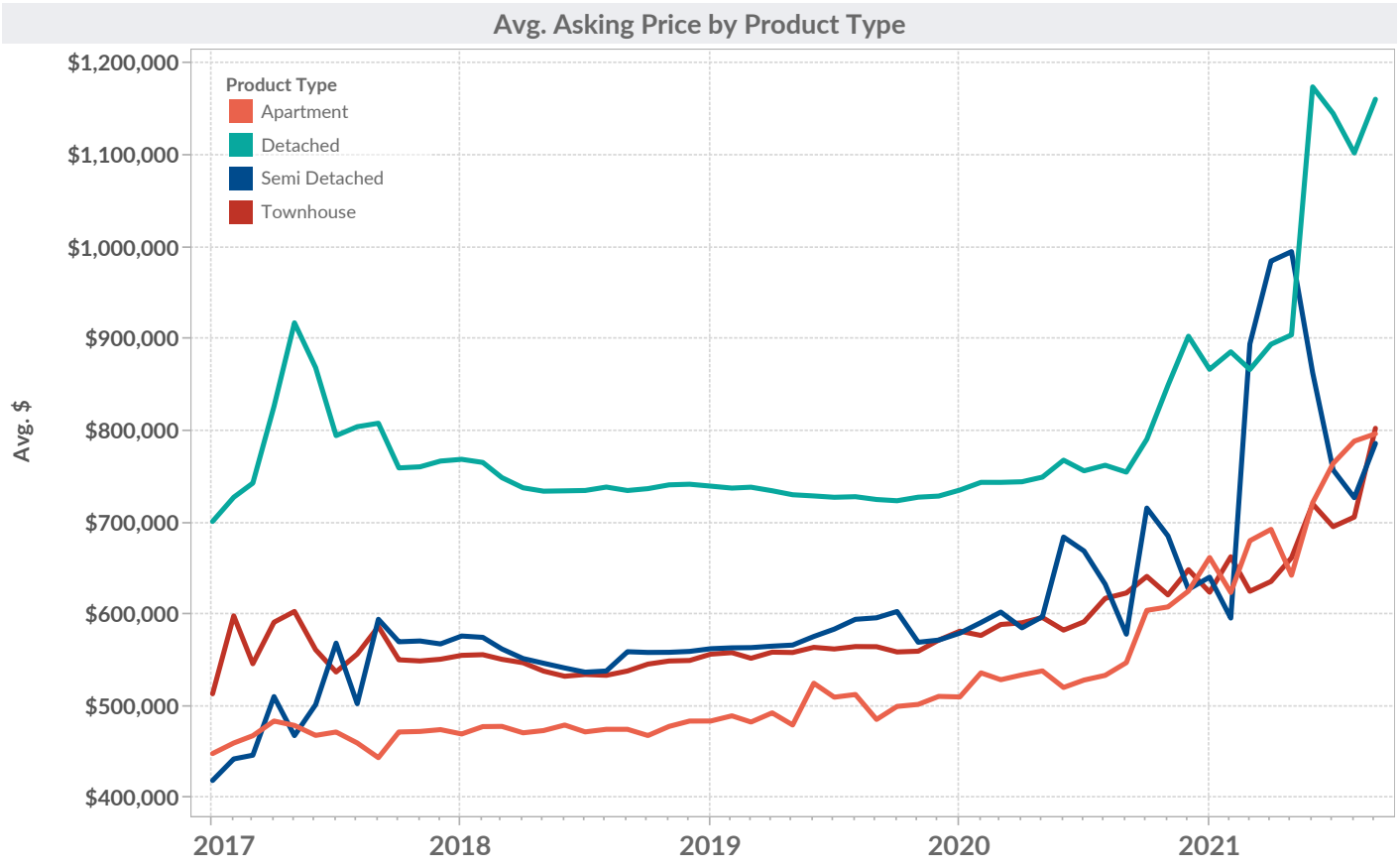
Sales & Remaining Inventory



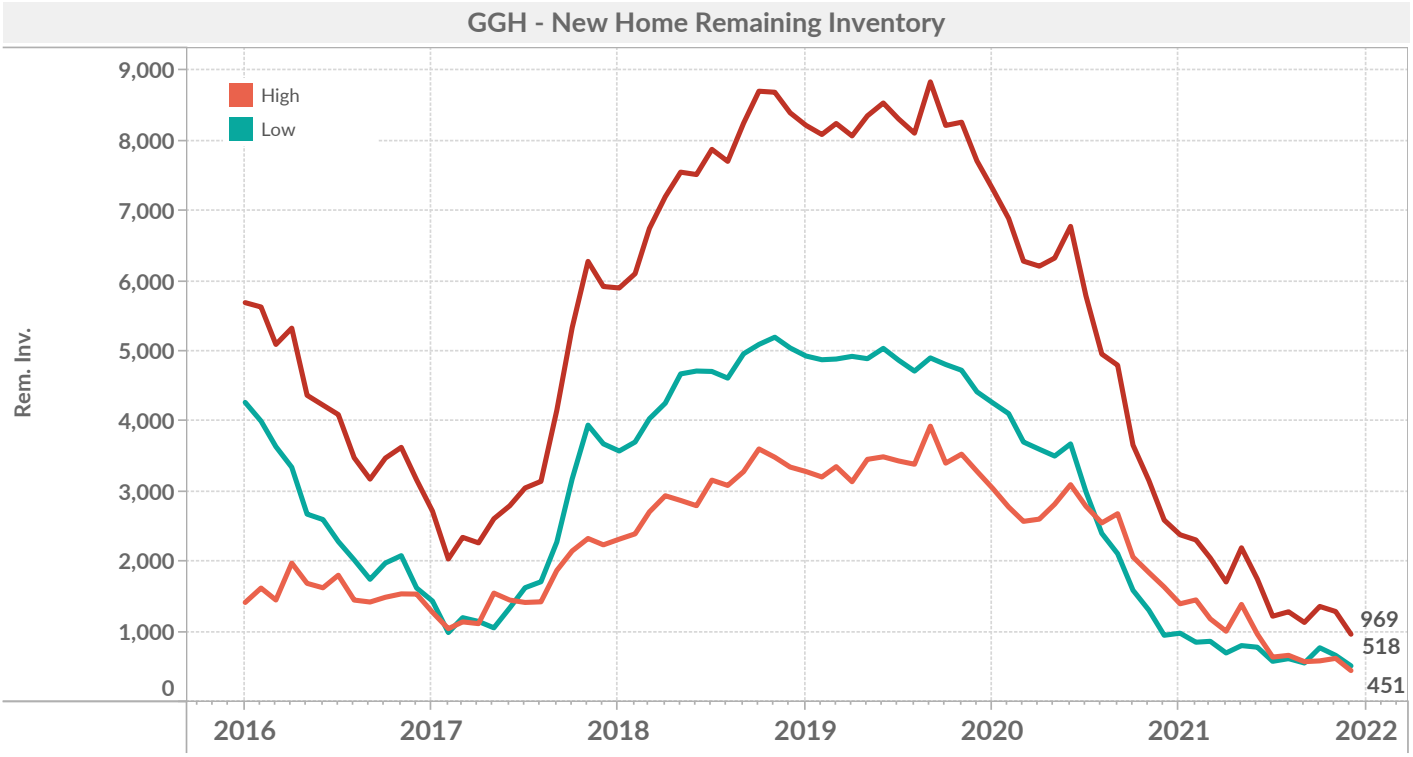


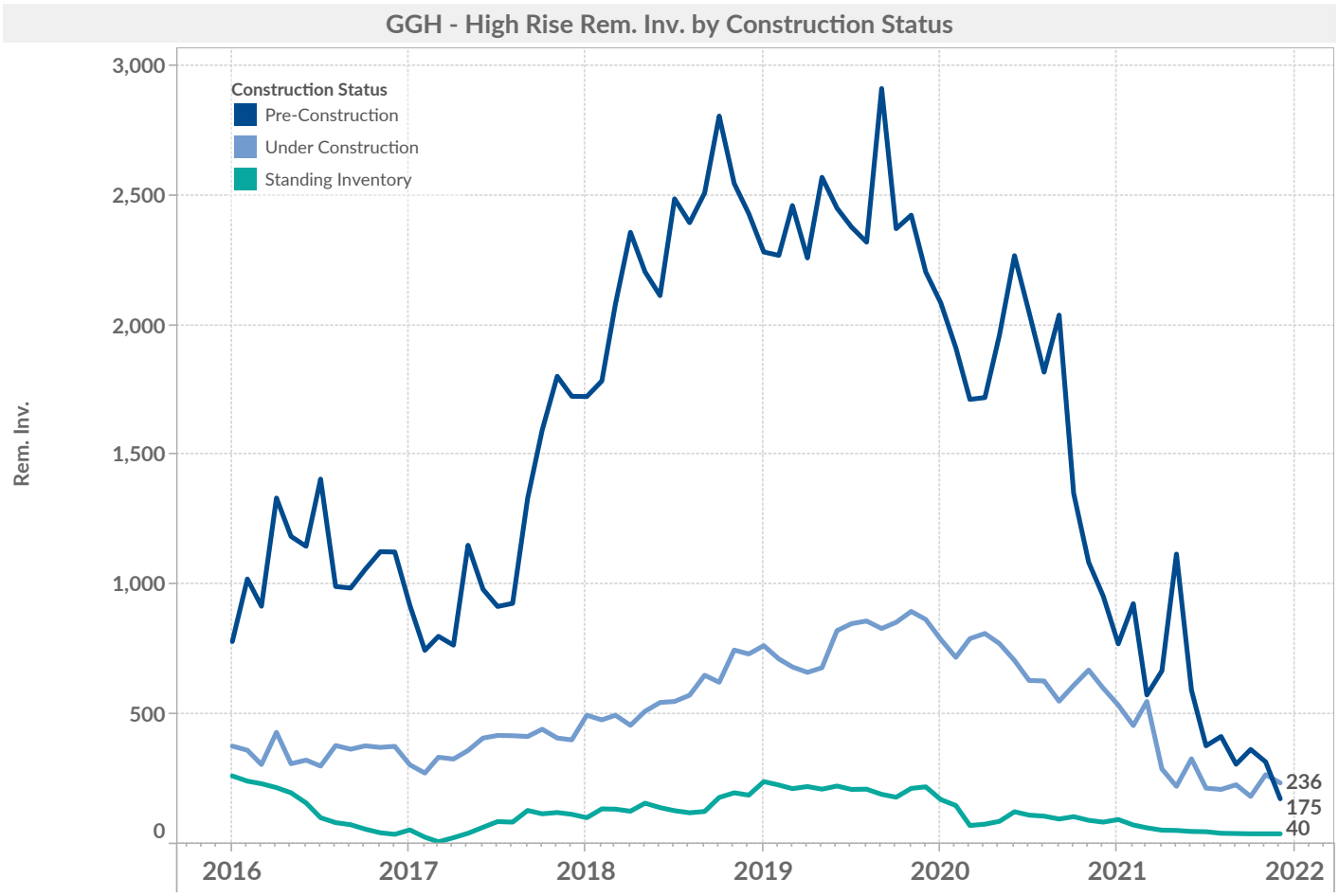
Pricing


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

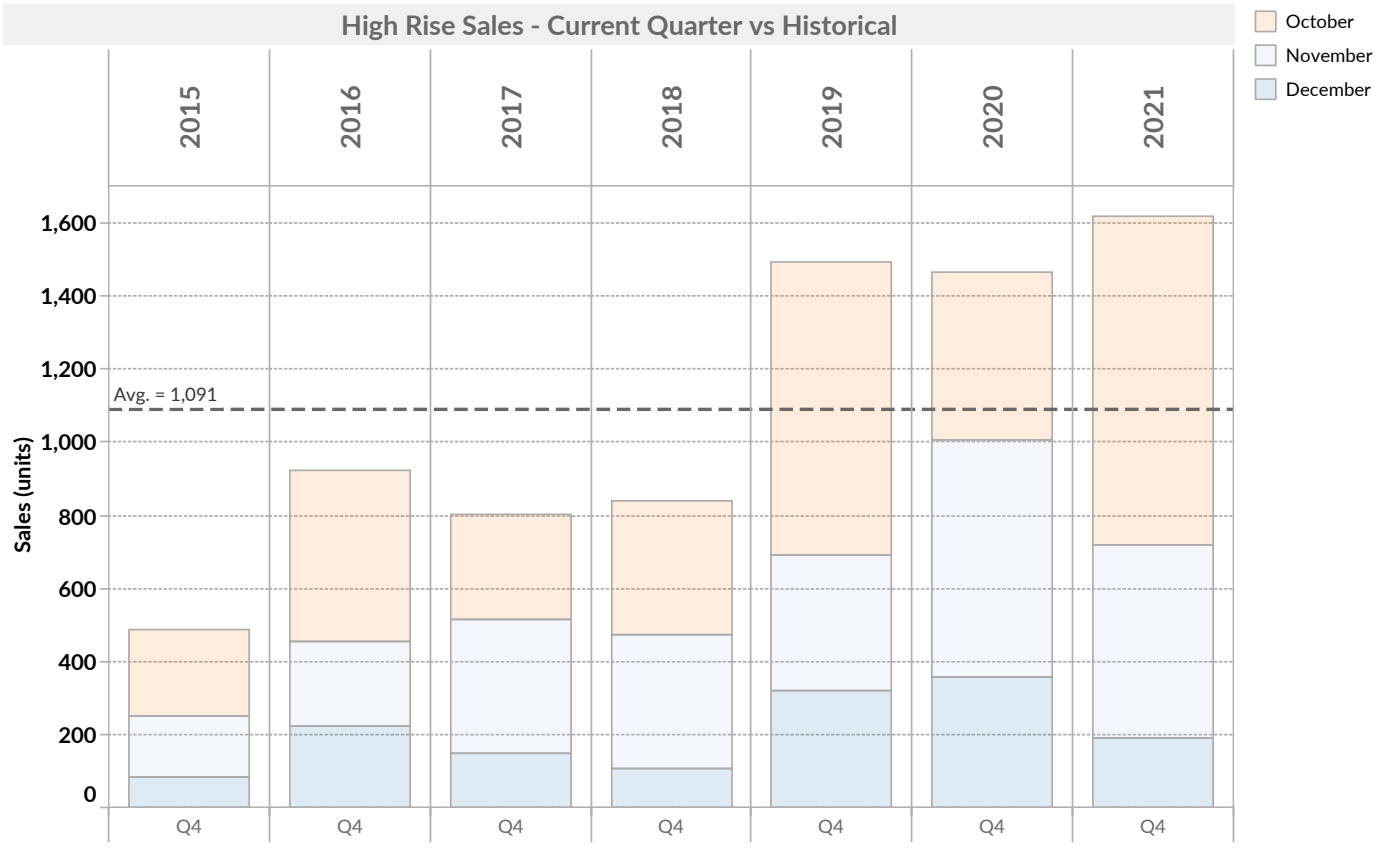

Avg. Asking Price by Product Type
$1,200,000
$1,100,000
$1,000,000
$900,000
$800,000
$700,000
$600,000
$500,000
$400,000
Avg. $
Product Type
Apartment
Detached
Semi Detached
Townhouse
2017
2018
2019
2020
2021

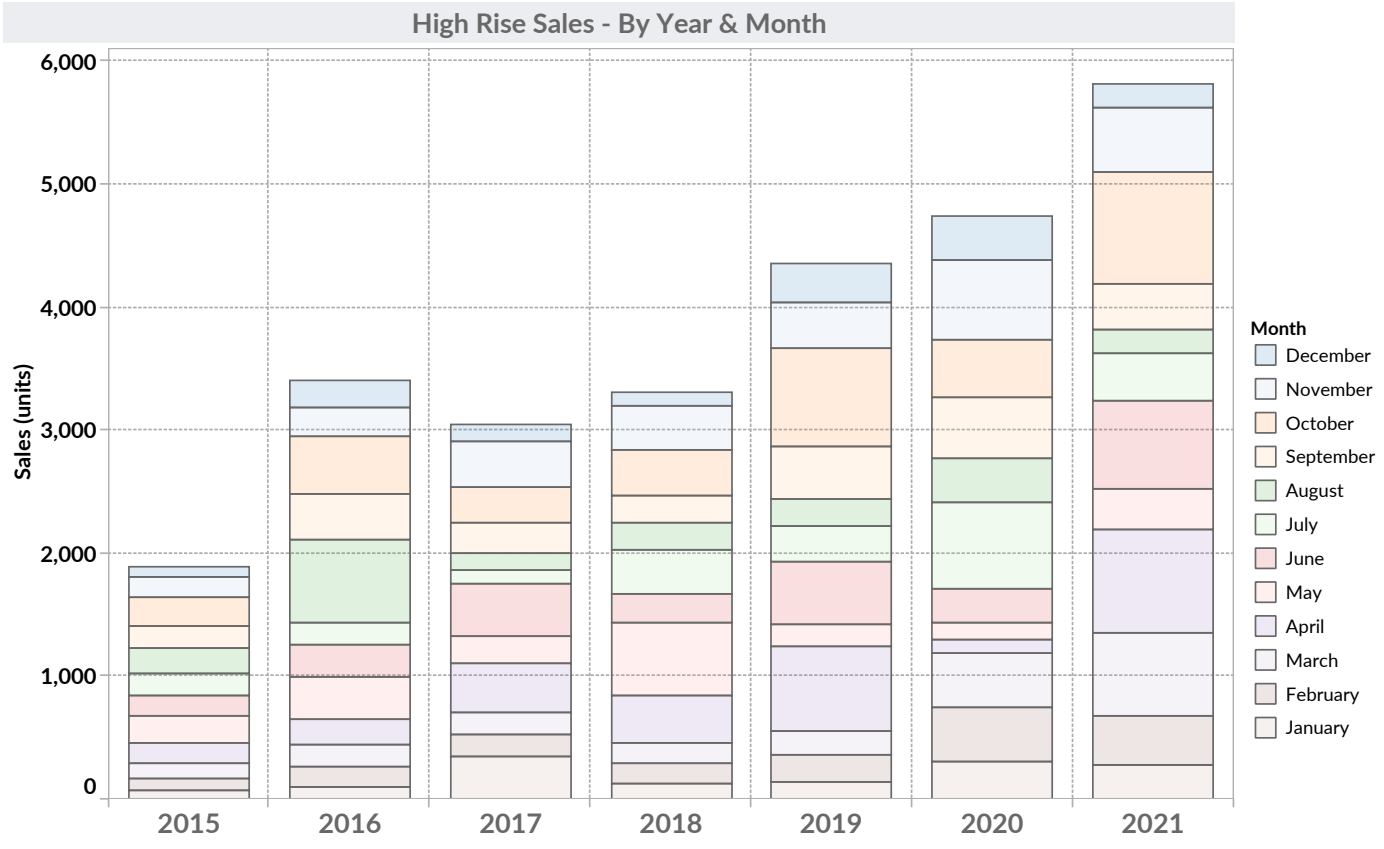
Remaining Inventory





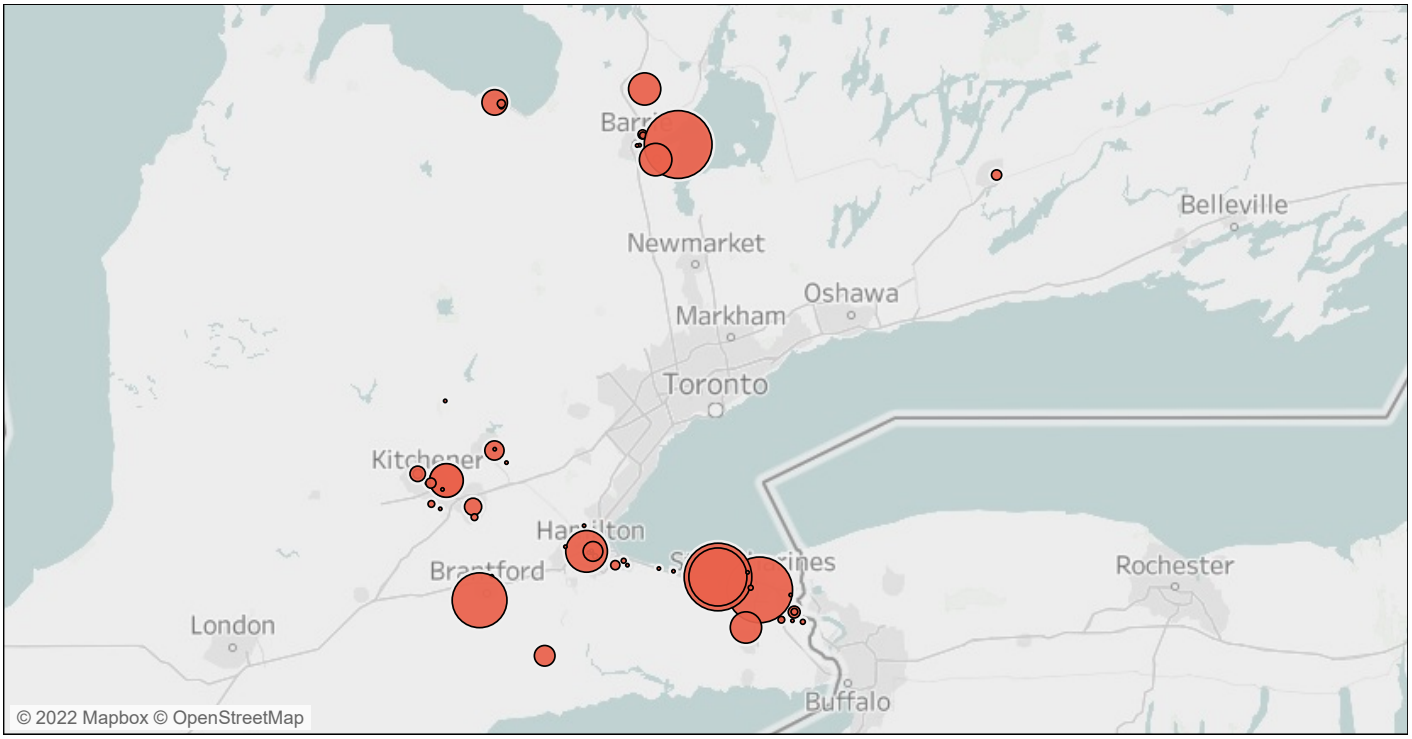
Historical Sales Comparison



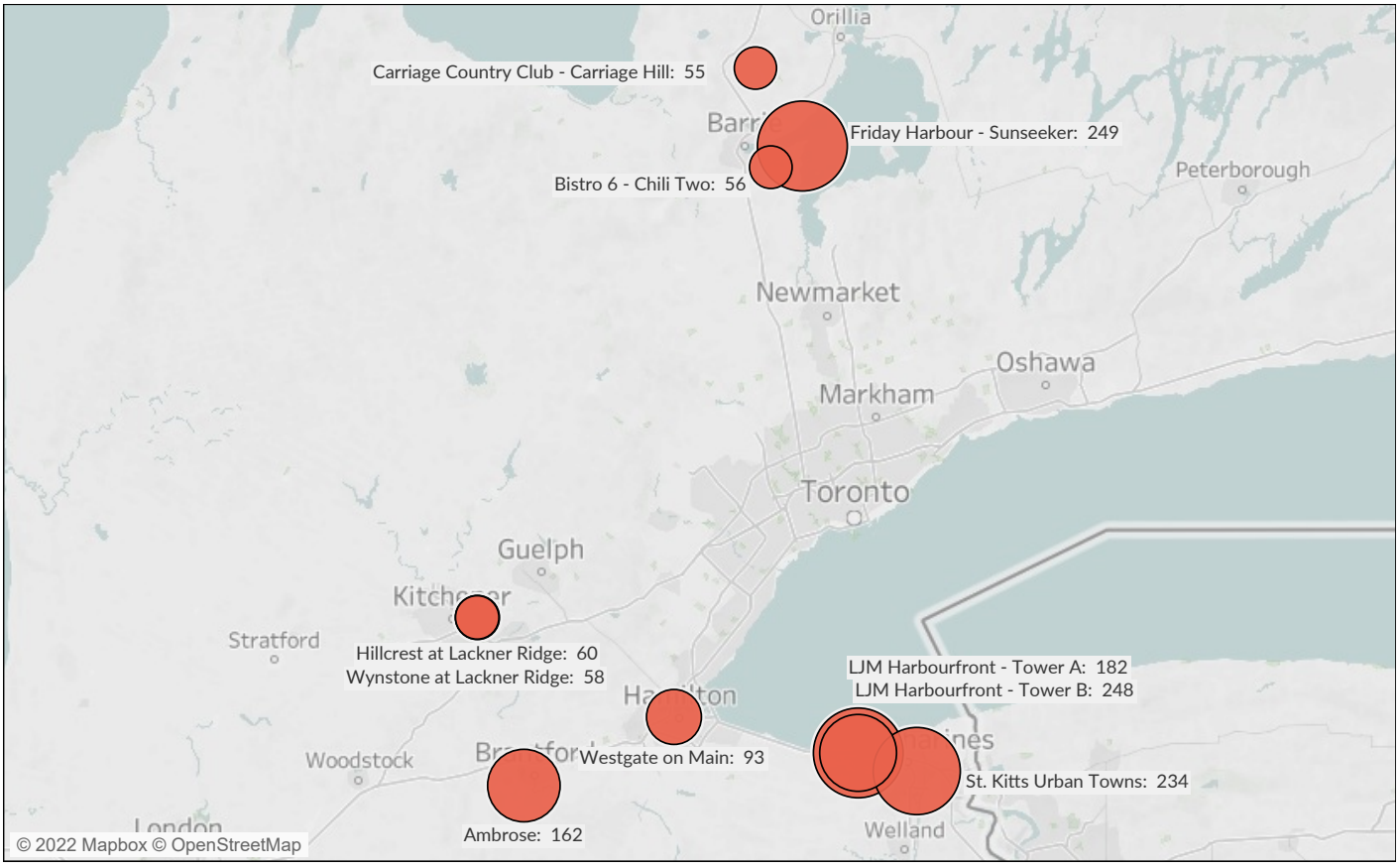


Current Sites

GGH - Active High Rise Sites by Sales



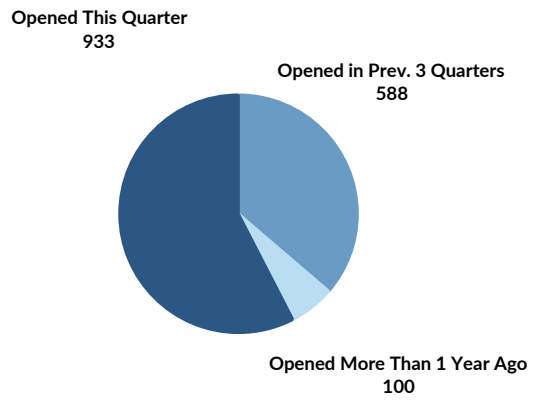
GGH - Top 10 Sites by Current Quarter Sales



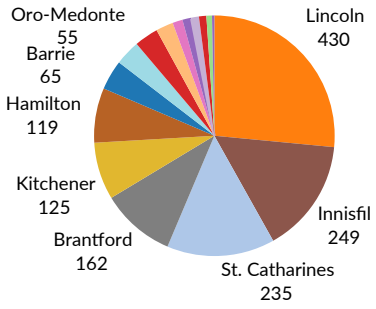
Sales Breakdown

Current Quarter Condominium Apartment Sales Breakdown

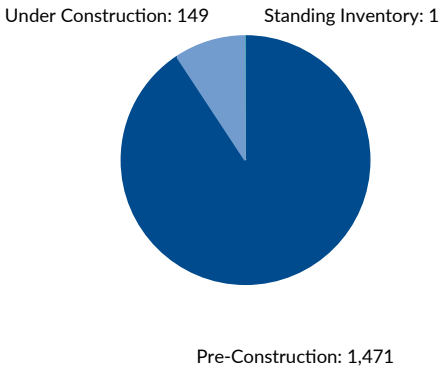
Sales by Opening Date



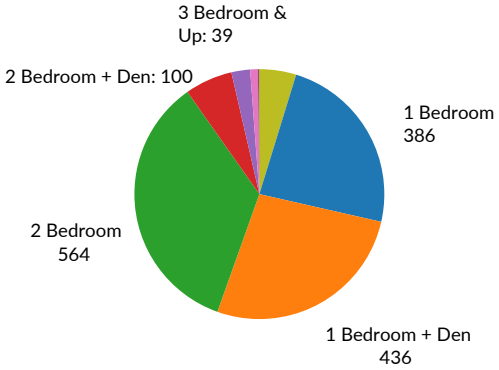
Sales by Municipality



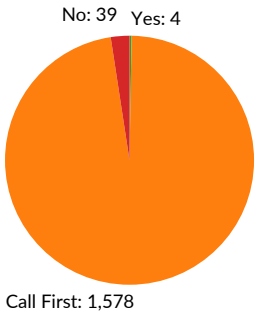
Sales by Const. Status



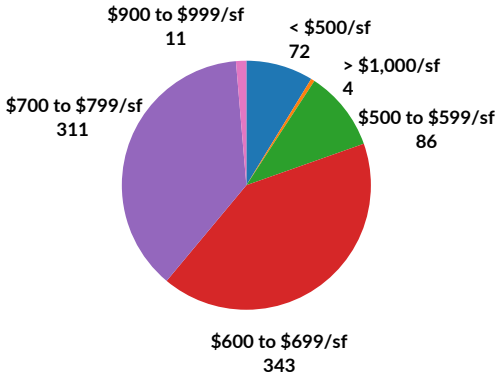
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range

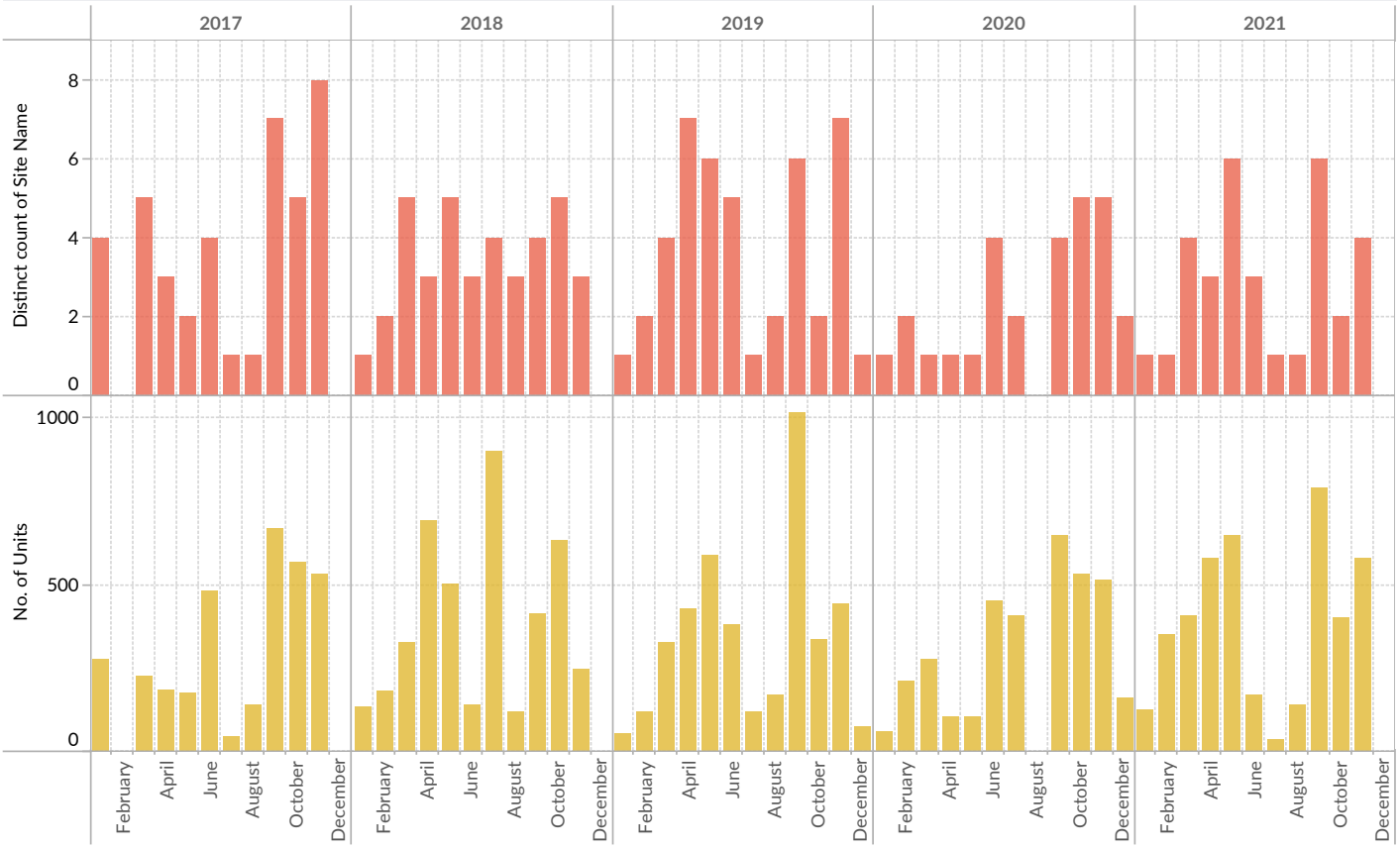


New Openings

Q4 2021 - New Project Launches

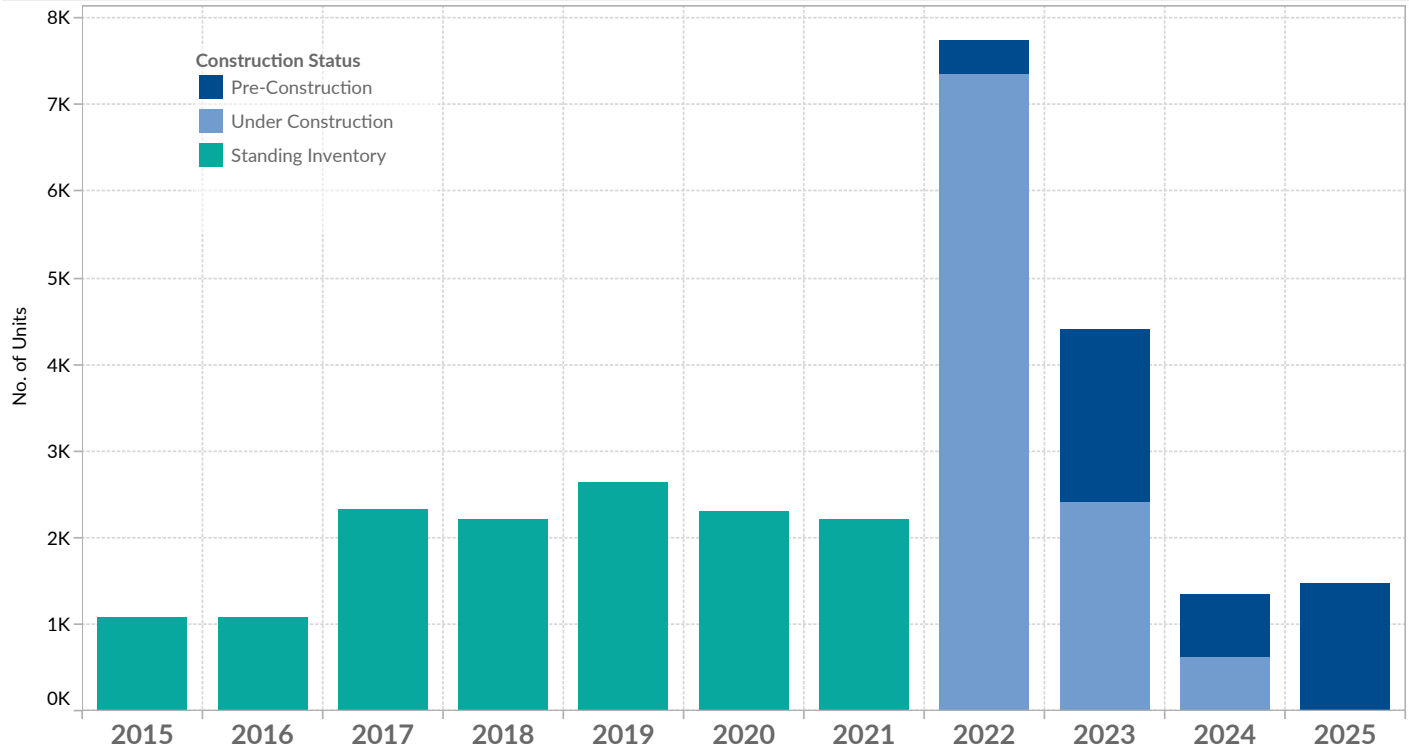
Site Name	Municipality	Opening Date	No. of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq ..
St. Kitts Urban Towns - Dazz Group	St. Catharines	2021-10-13	234	23	0	$615
Ambrose - Elite Developments	Brantford	2021-10-16	170	2	8	$745
LJM Harbourfront - Tower A - LJM Developments	Lincoln	2021-11-13	182	17	0	$0
LJM Harbourfront - Tower B - LJM Developments	Lincoln	2021-11-13	248	24	0	$0
One Fonthill Condominiums - Phase 2 - Mountainview Building Group	Pelham	2021-11-13	66	22	14	$605
Carriage Country Club - Carriage Hill - Sunray Group	Oro-Medonte	2021-11-22	84	55	29	$449
Grand Total			984	143	51	$362

Project Launch History - Sites & Units

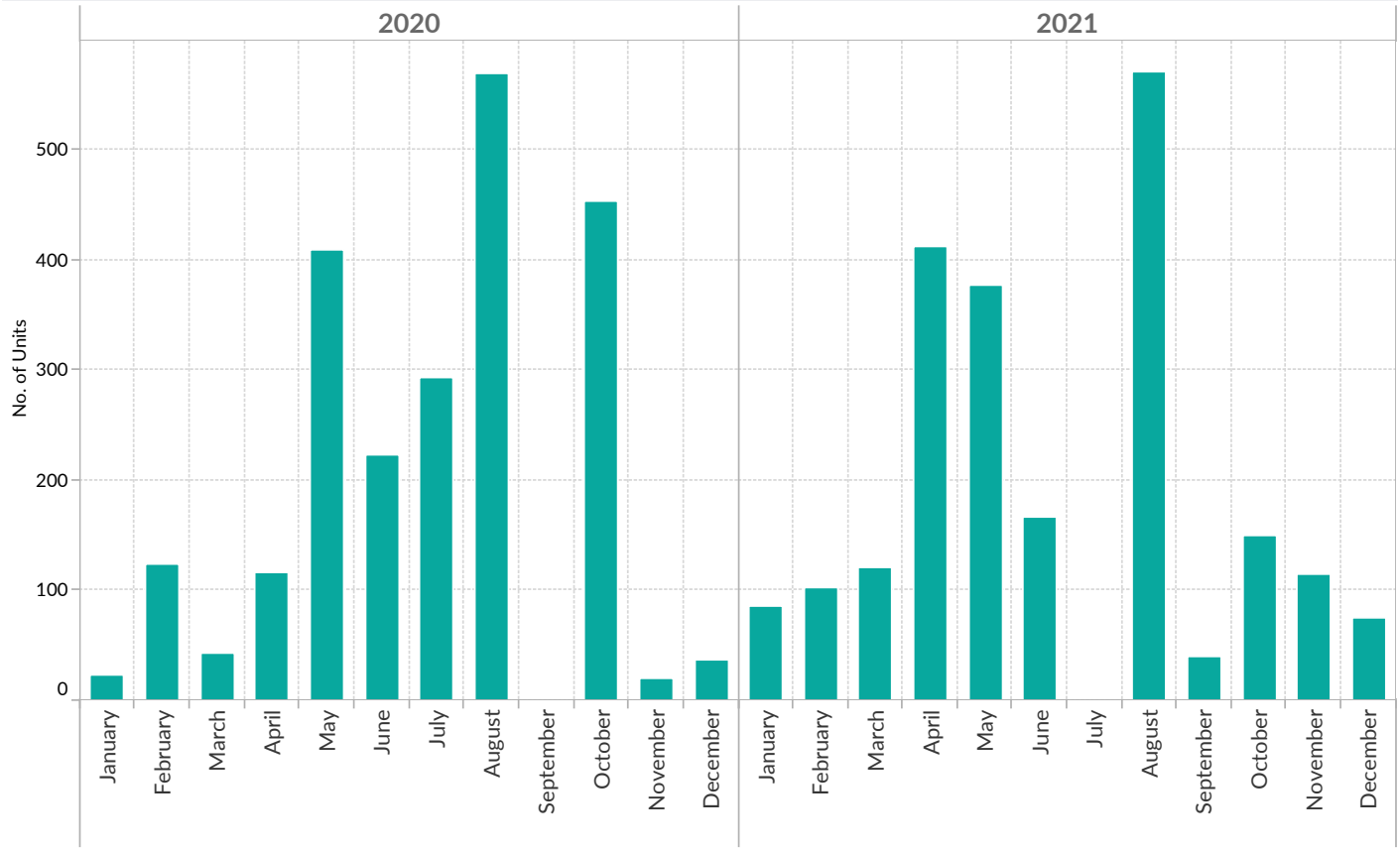


Scheduled Completions

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

	2021													Market
Builder	**Jan.**	**Feb.**	**Mar.**	**Apr.**	**May**	**Jun.**	**Jul.**	**Aug.**	**Sep.**	**Oct.**	**Nov.**	**Dec.**	**Total**	**Share %**
LJM Developments	0	0	1	0	1	0	1	1	272	1	389	41	707	12.2%
Emblem Developments		0	354										354	6.1%
Geranium	9	33	15	8						249			314	5.4%
Pemberton Group	9	33	15	8						249			314	5.4%
La Pue International	1	1	1	169	71	20	12	4	6	9	0	0	294	5.1%
Reid's Heritage Homes	22	19	10	10	50	18	17	0	0	73	38	7	264	4.5%
DeSantis Homes	0	0	0	0	1	252	2	3	2				260	4.5%
Dazz Group										190	21	23	234	4.0%
New Horizon Development Group	0	0	41	170	5	5	3	1					225	3.9%
Lakeview Development Holdings Inc.	1				0	122	100						223	3.8%
Total (All 84 Builders)	**279**	**402**	**665**	**849**	**329**	**714**	**388**	**183**	**379**	**902**	**529**	**190**	**5,809**	

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 Q4
Friday Harbour - Sunseeker - Geranium and Pemberton Group	Innisfil	Apartment	1 Bedroom	101
			1 Bedroom + Den	7
			2 Bedroom + Den	19
			3 Bedroom & Up	22
			2 Bedroom	100
	Total			**249**
LJM Harbourfront - Tower B - LJM Developments	Lincoln	Apartment	1 Bedroom	51
			1 Bedroom + Den	54
			2 Bedroom + Den	11
			2 Bedroom	95
			Studio	37
	Total			**248**
St. Kitts Urban Towns - Dazz Group	St. Catharines	Stacked	1 Bedroom + Den	117
			2 Bedroom	117
	Total			**234**
LJM Harbourfront - Tower A - LJM Developments	Lincoln	Apartment	1 Bedroom	49
			1 Bedroom + Den	38
			3 Bedroom & Up	5
			2 Bedroom	64
			Studio	26
	Total			**182**
Ambrose - Elite Developments	Brantford	Apartment	1 Bedroom	35
			1 Bedroom + Den	96
			2 Bedroom + Den	5
			3 Bedroom & Up	1
			2 Bedroom	22
			Studio	3
	Total			**162**
Westgate on Main - Matrix Development Group	Hamilton	Apartment	1 Bedroom	25
			1 Bedroom + Den	48
			2 Bedroom + Den	3
			2 Bedroom	6
			Studio	11
	Total			**93**

Municipal Comparison

Current Quarter Sales Compared to Previous Year by Select Municipality

Municipality	2021 Q4 Apartment	2021 Q4 Loft	2021 Q4 Stacked	2020 Q4 Apartment	2020 Q4 Loft	2020 Q4 Stacked
Barrie	62			188		78
Brantford	162			20		
Cambridge			15			
Collingwood	38			39		
Grimsby				13		
Guelph	19			101		9
Haldimand County	22					
Hamilton	99	20		103	37	
Innisfil	249			49		
Kitchener	123			148		147
Lincoln	430			10		
Niagara Falls	12			56		
Oro-Medonte			55			
Pelham	52			7		
Peterborough	5			8		
St. Catharines			234	119		
Waterloo	16			177		44
Welland				98		
Grand Total	1,289	20	304	1,136	37	278

Current KPI's

	Avg. $	Avg. SF	Sales/Site
Barrie	$881,060	1,100	0.1
Brantford	$568,900	764	0.3
Cambridge	$550,812	1,260	5.5
Collingwood	$758,706	917	0.5
Guelph	$959,280	1,697	0.5
Hamilton	$568,365	818	0.2
Kitchener	$672,390	1,004	0.3
Oro-Medonte	$609,990	1,335	55.0
Pelham	$515,347	852	7.3
Peterborough	$902,936	1,563	0.1
St. Catharines	$987,000	1,698	2.1

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