



Greater Golden Horseshoe Major Markets High Rise Projects

New Homes Monthly Market Report
Data as of March 2022

GGH Overview

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q1 2022		Q1 2021		Change
Condominium Apartment	2,015		1,346		49.7%
Single Family	830		2,853		-70.9%
Total	2,845		4,199		-32.2%
Year to Date Sales	Jan.-Mar. 2022		Jan.-Mar. 2021		Y/Y Change
Condominium Apartment	2,015		1,346		49.7%
Single Family	830		2,853		-70.9%
Total	2,845		4,199		-32.2%
Year to Date Supply	Jan.-Mar. 2022		Jan.-Mar. 2021		Y/Y Change
Condominium Apartment	1,756		907		93.6%
Single Family	7,889		9,940		-20.6%
Total	9,645		10,847		-11.1%
Year to Date Completions	Jan.-Mar. 2022		Jan.-Mar. 2021		Y/Y Change
Condominium Apartment	1,239		2,210		-43.9%
Remaining Inventory	Mar-22	Dec-21	Mar-21	M/M Change	Y/Y Change
Condominium Apartment	644	415	1,138	55.2%	-43.4%
Single Family	441	477	878	-7.5%	-49.8%
Total	1,085	892	2,016	21.6%	-46.2%
Average Asking Price	Mar-22	Dec-21	Mar-21	M/M Change	Y/Y Change
Condominium Apartment	\$729,425	\$780,028	\$648,144	-6.5%	12.5%
Single Family	\$1,340,154	\$1,162,449	\$777,899	15.3%	72.3%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	12	48	237	199	
Condominium Apartment Units	2,102	6,254	10,367	7,148	
% Sold *	56%	90%	97%	79%	
Single Family Projects	9	116			
Single Family Units	429	9,496			
% Sold *	35%	95%			

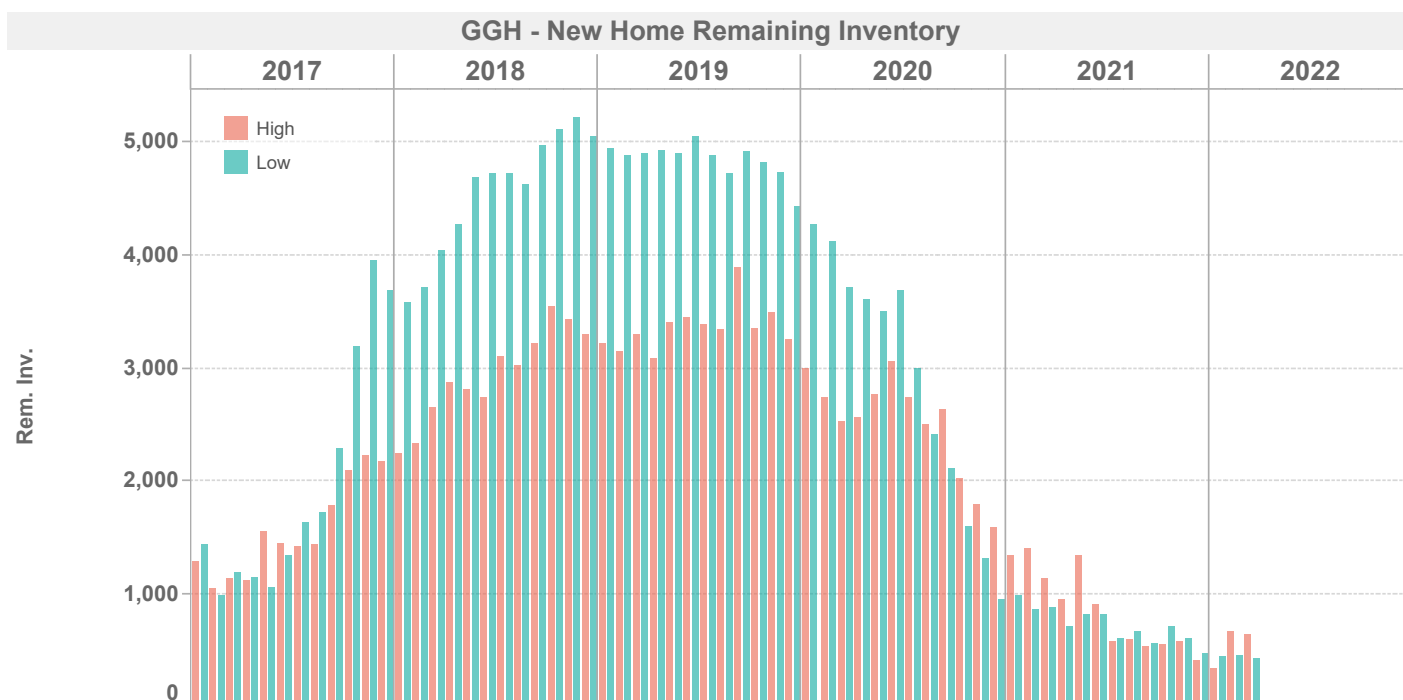
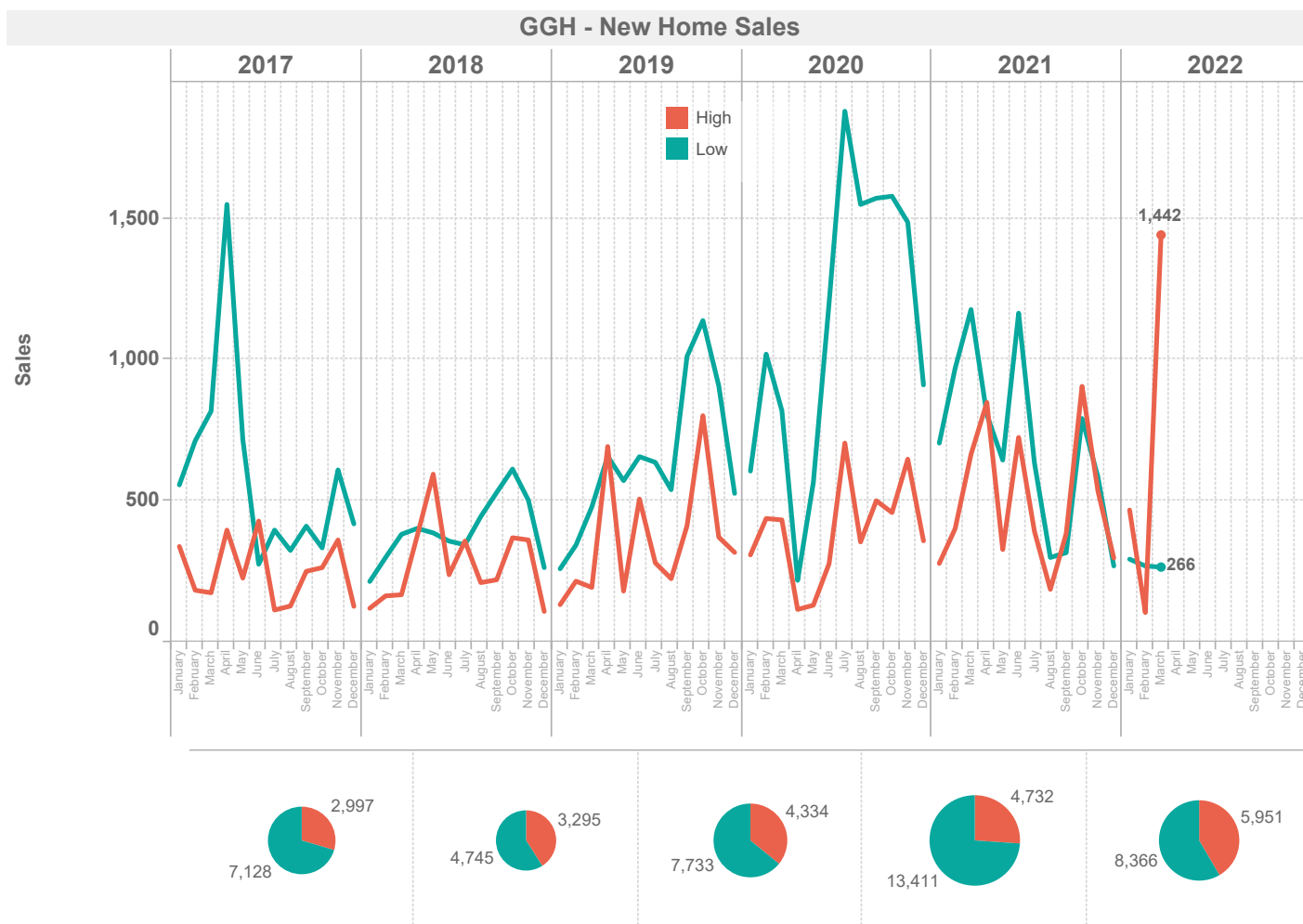
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

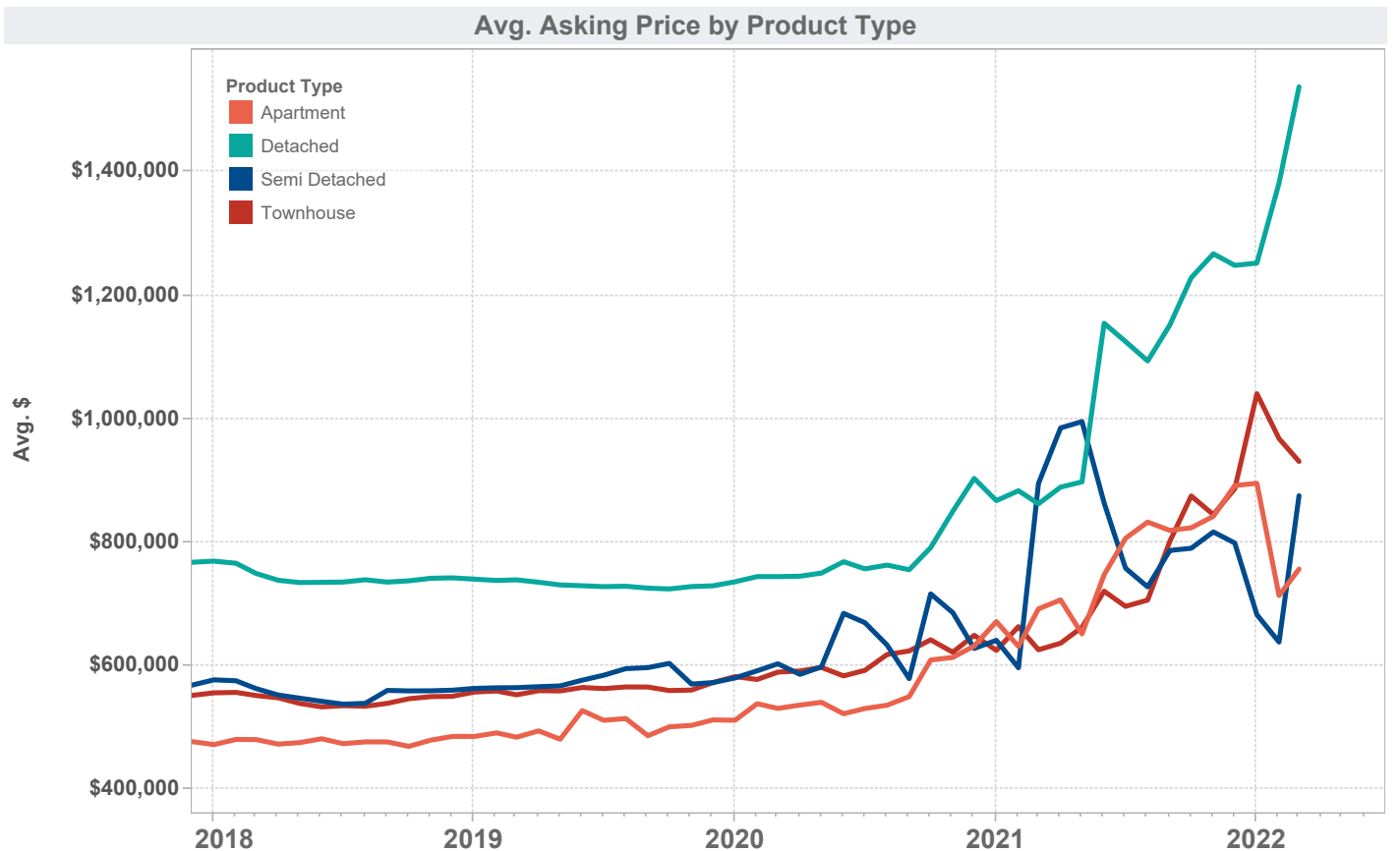
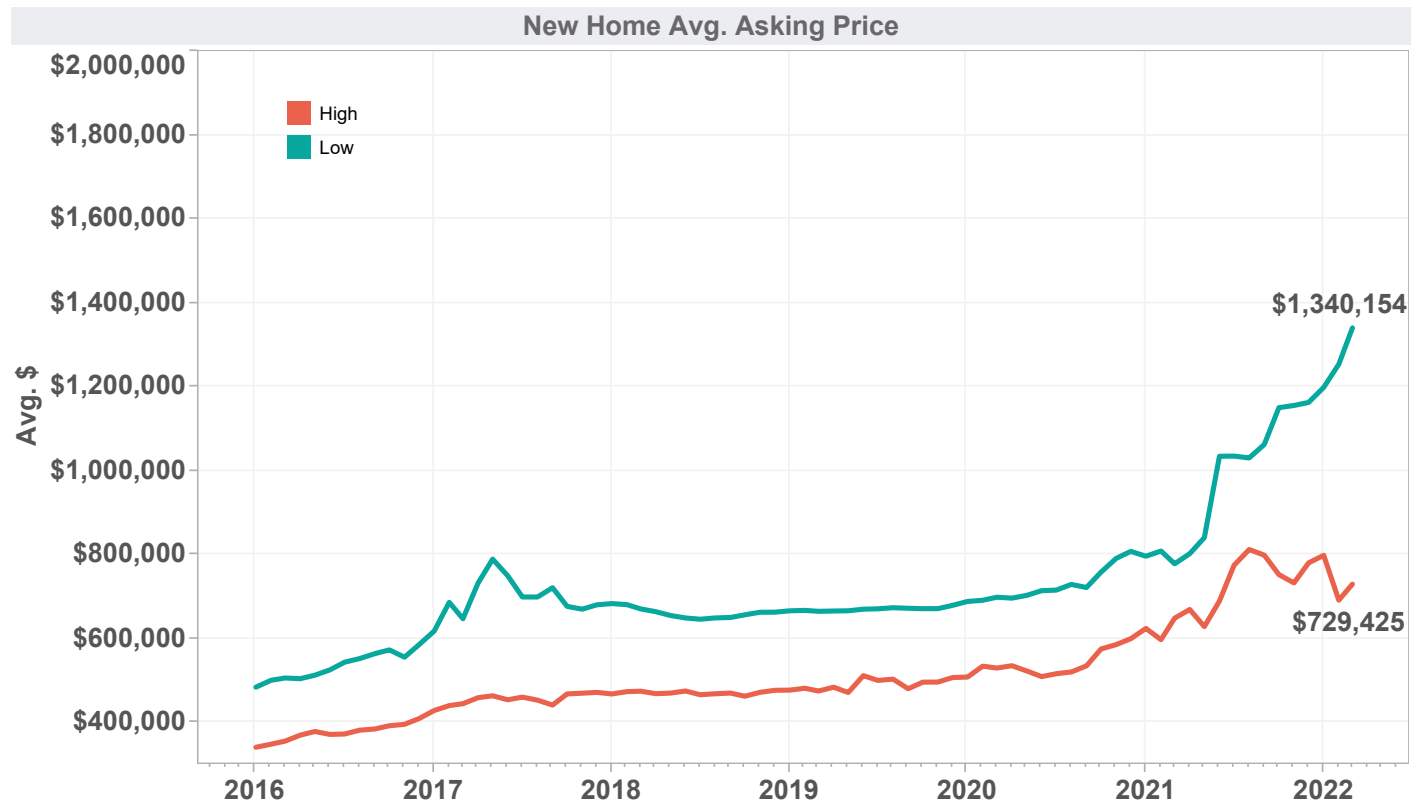
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

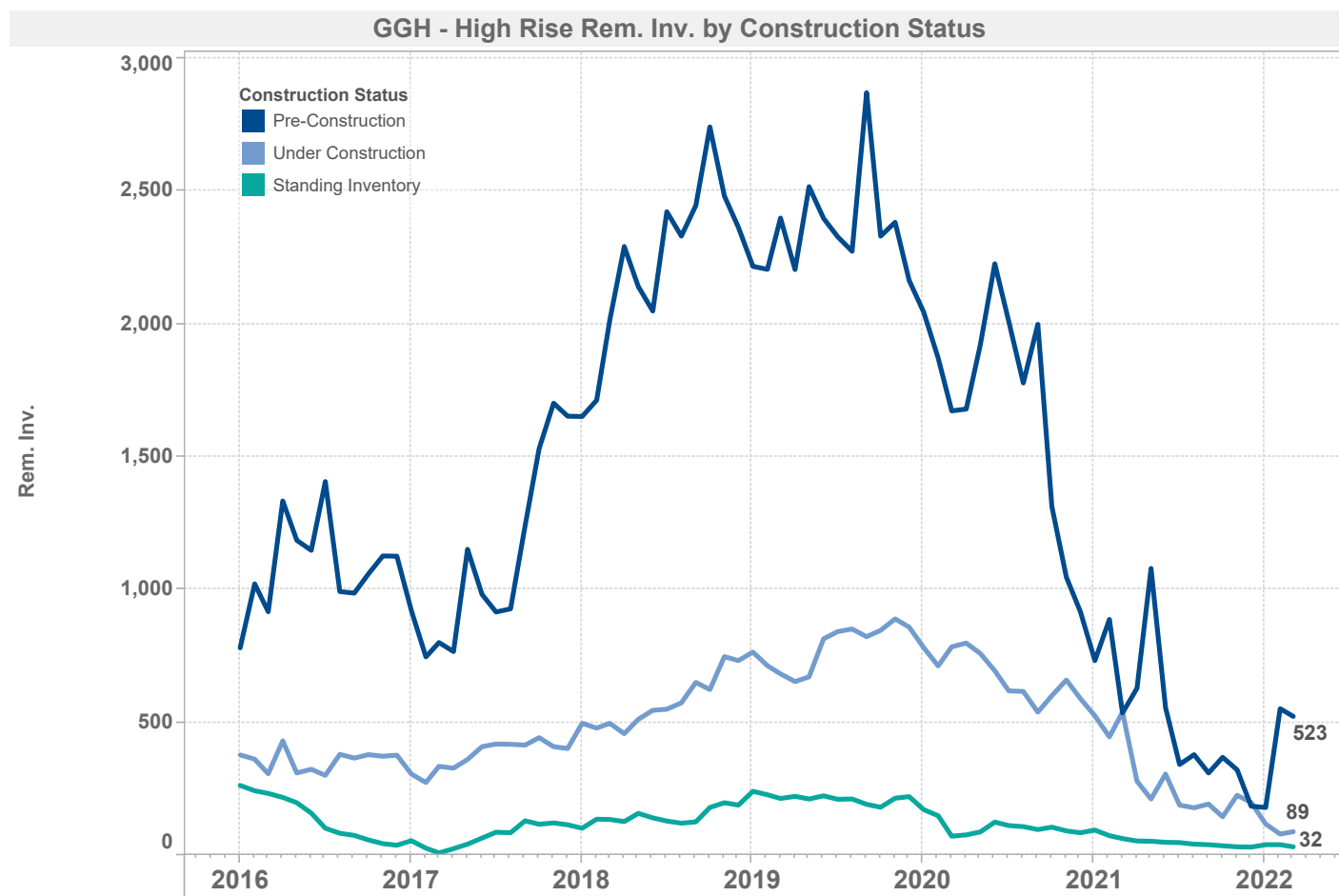
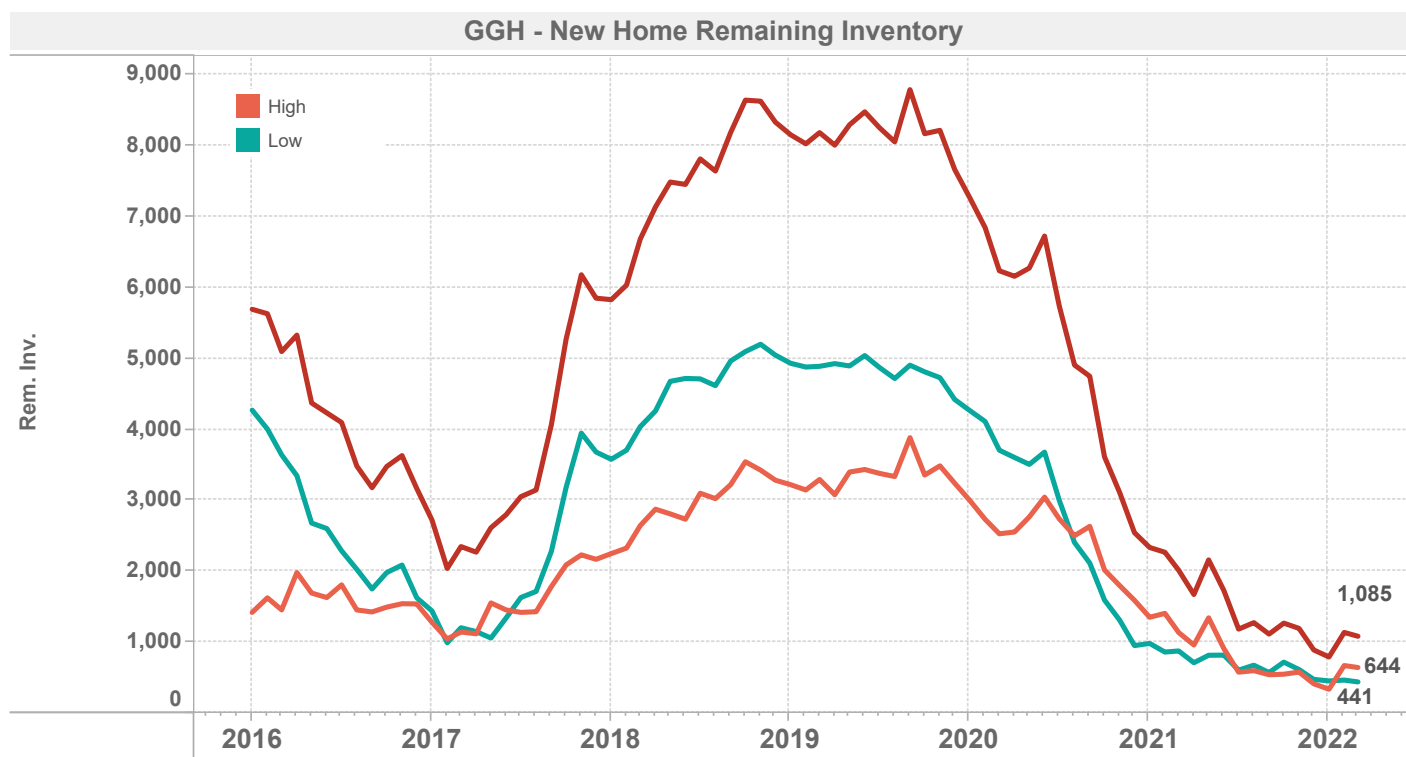
Sales & Remaining Inventory



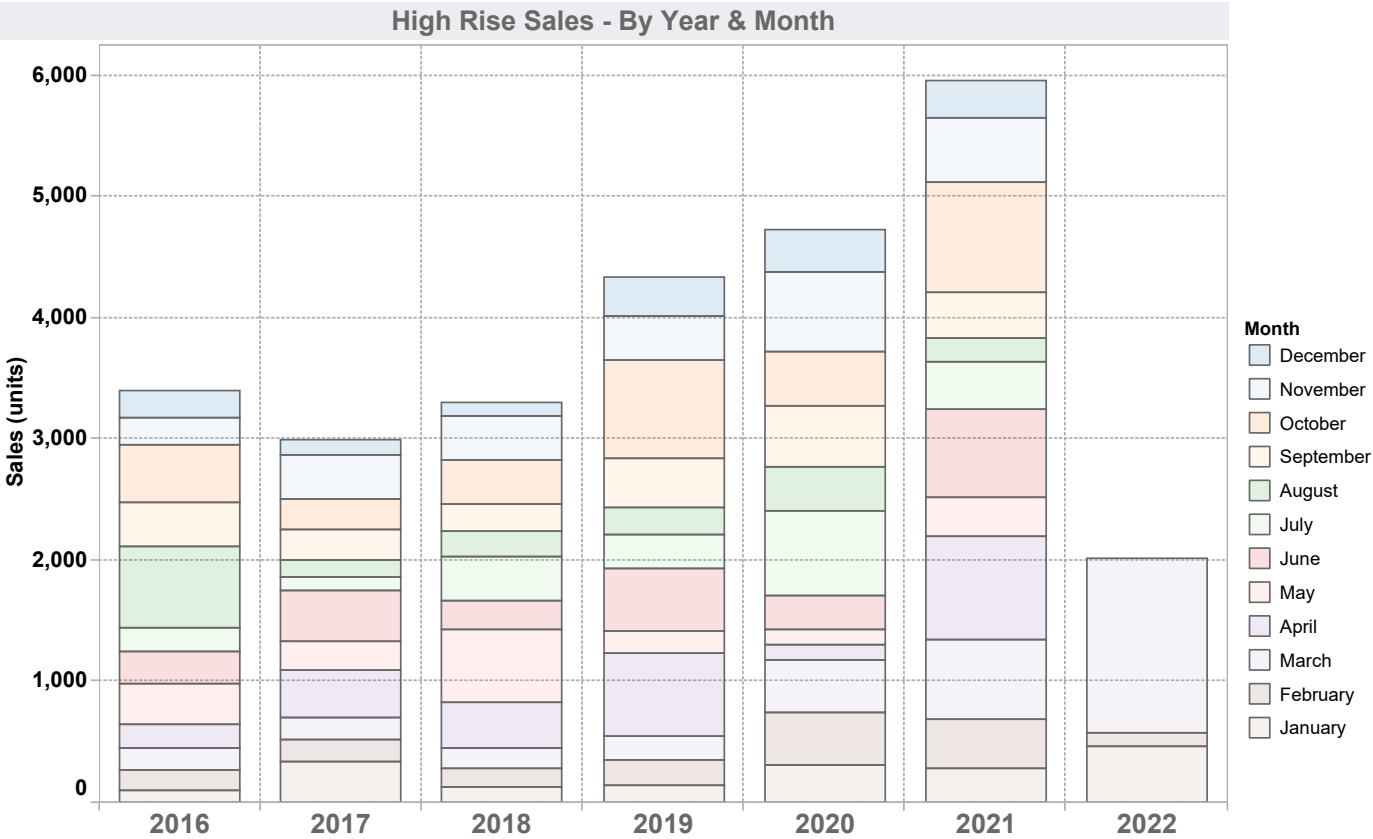
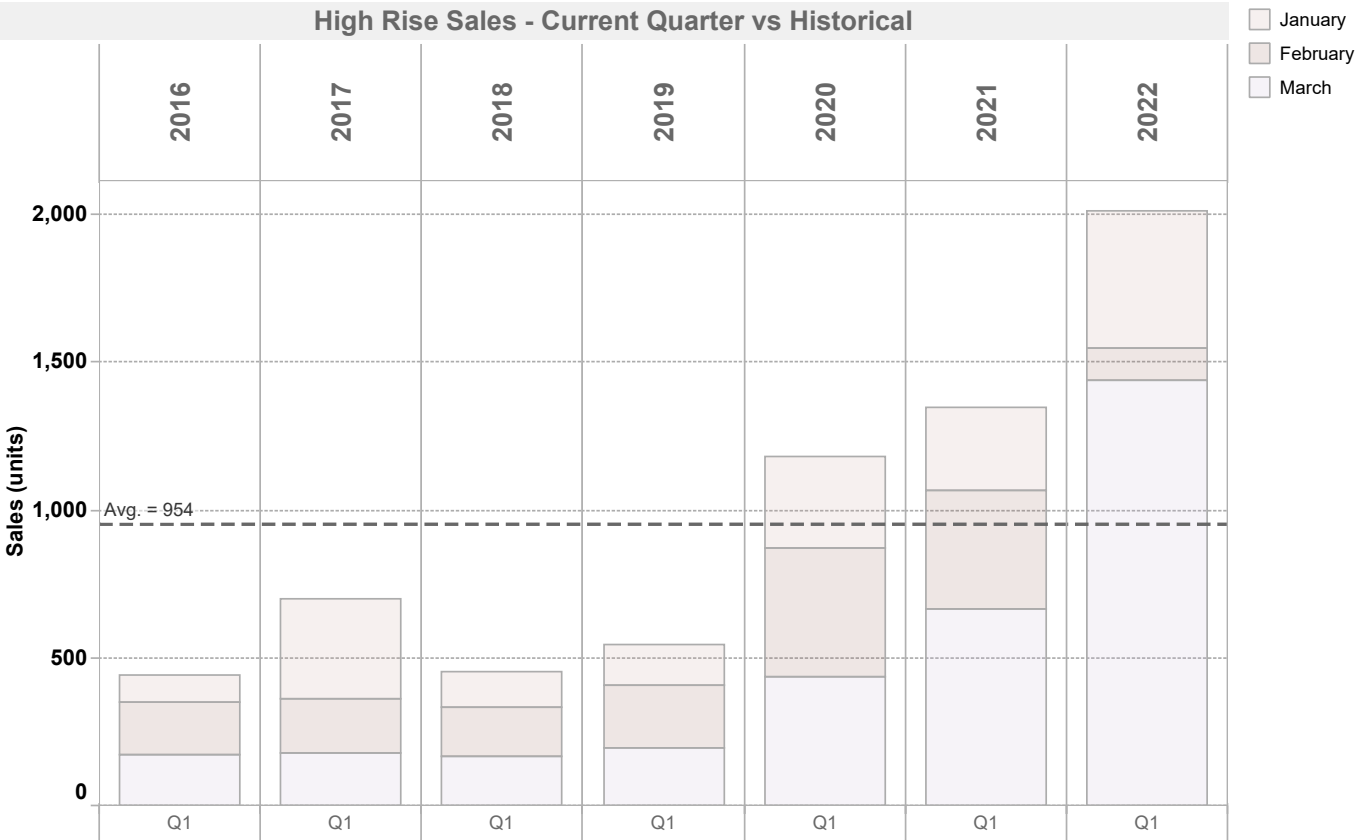
Pricing



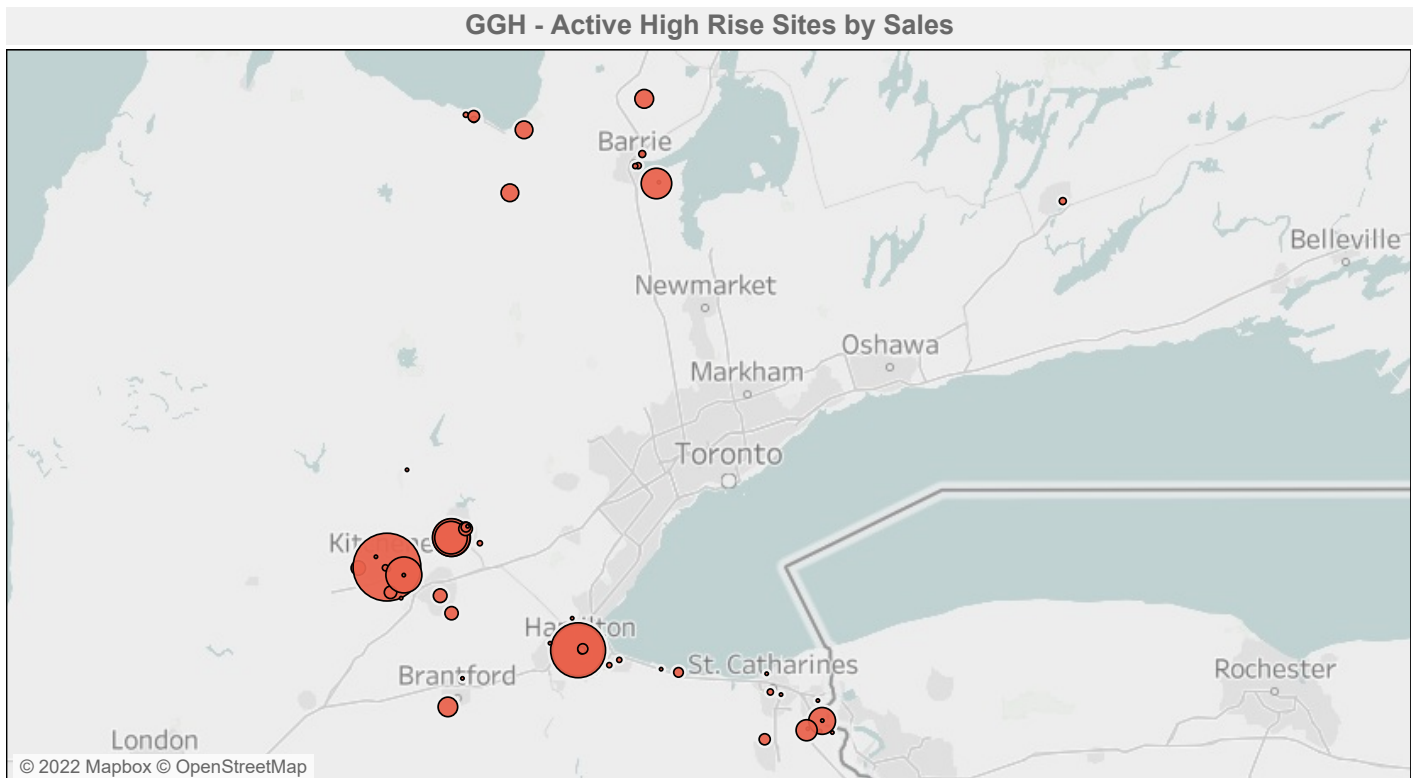
Remaining Inventory



Historical Sales Comparison



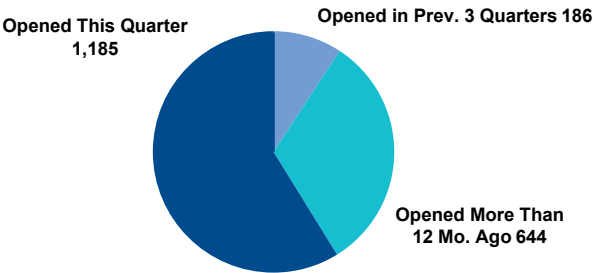
Current Sites



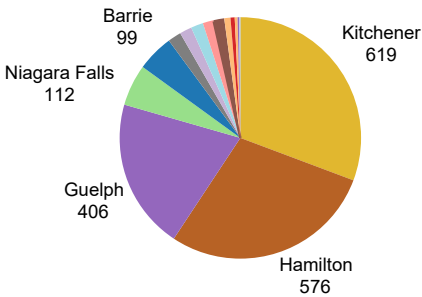
Sales Breakdown

Current Quarter Condominium Apartment Sales Breakdown

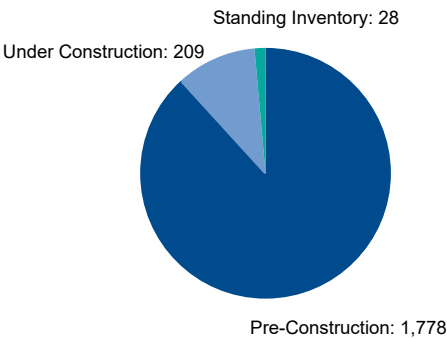
Sales by Opening Date



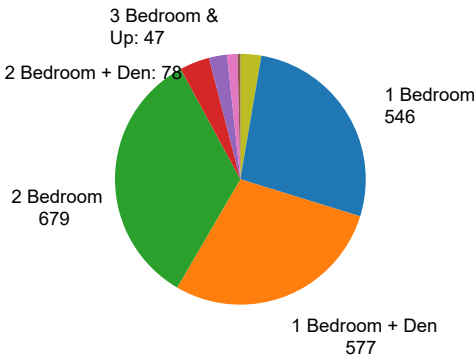
Sales by Municipality



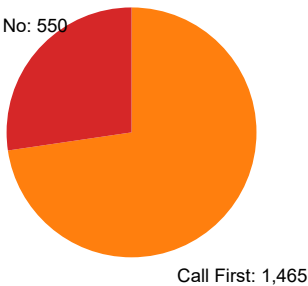
Sales by Const. Status



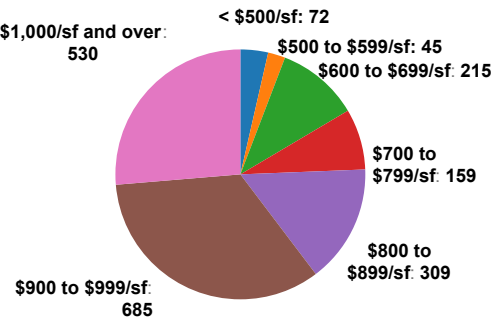
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



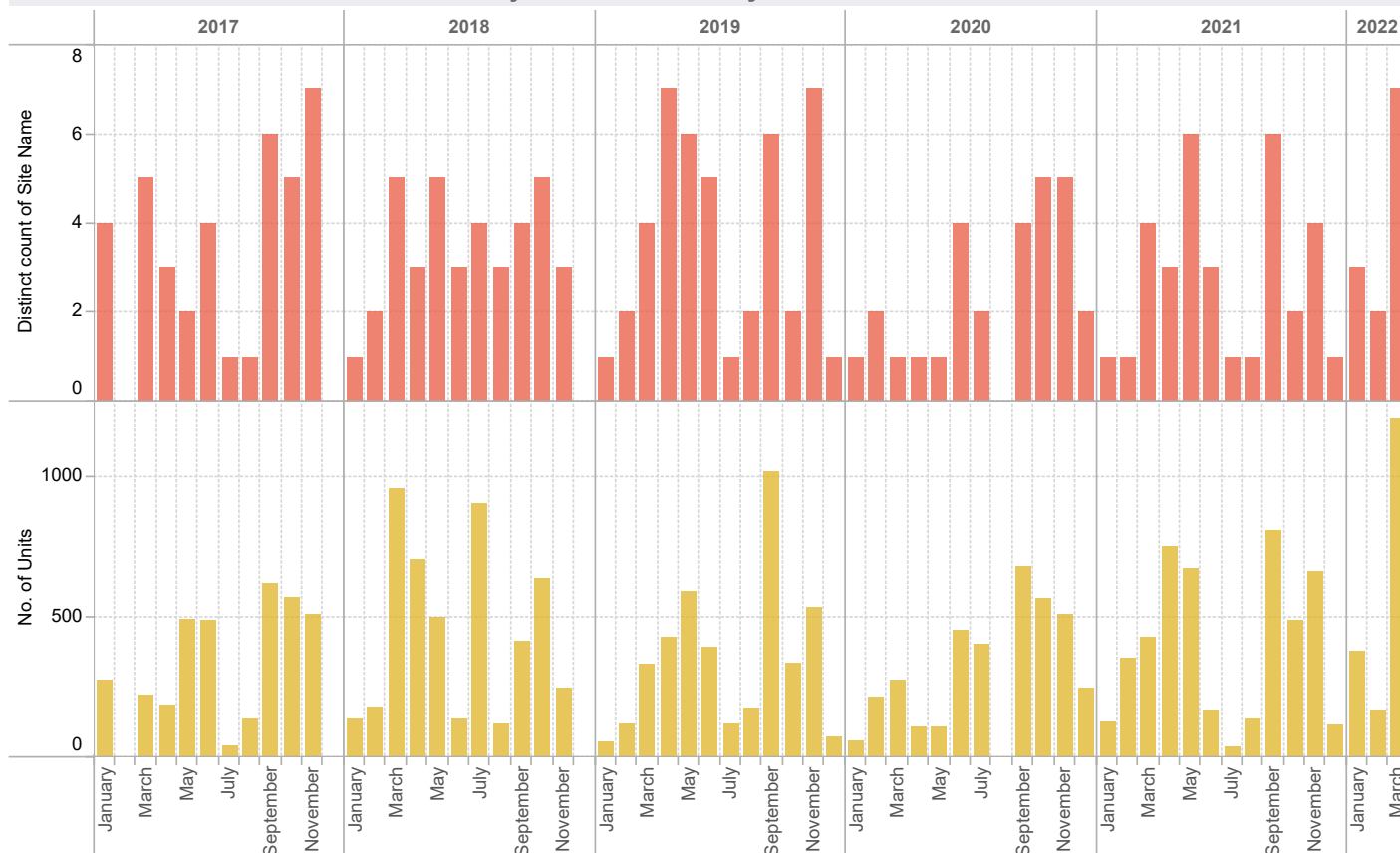
New Openings

Q4 2021 - New Project Launches

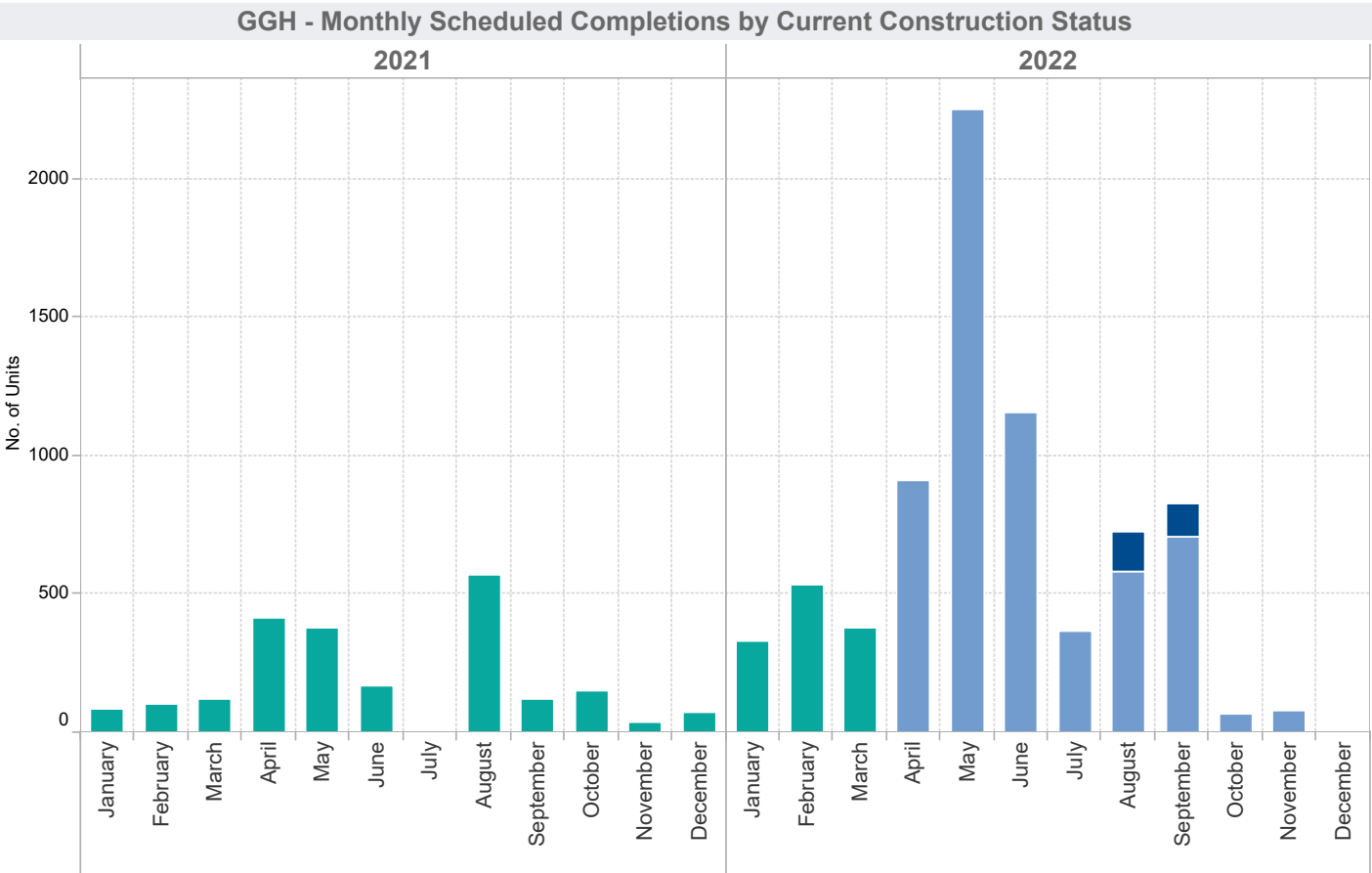
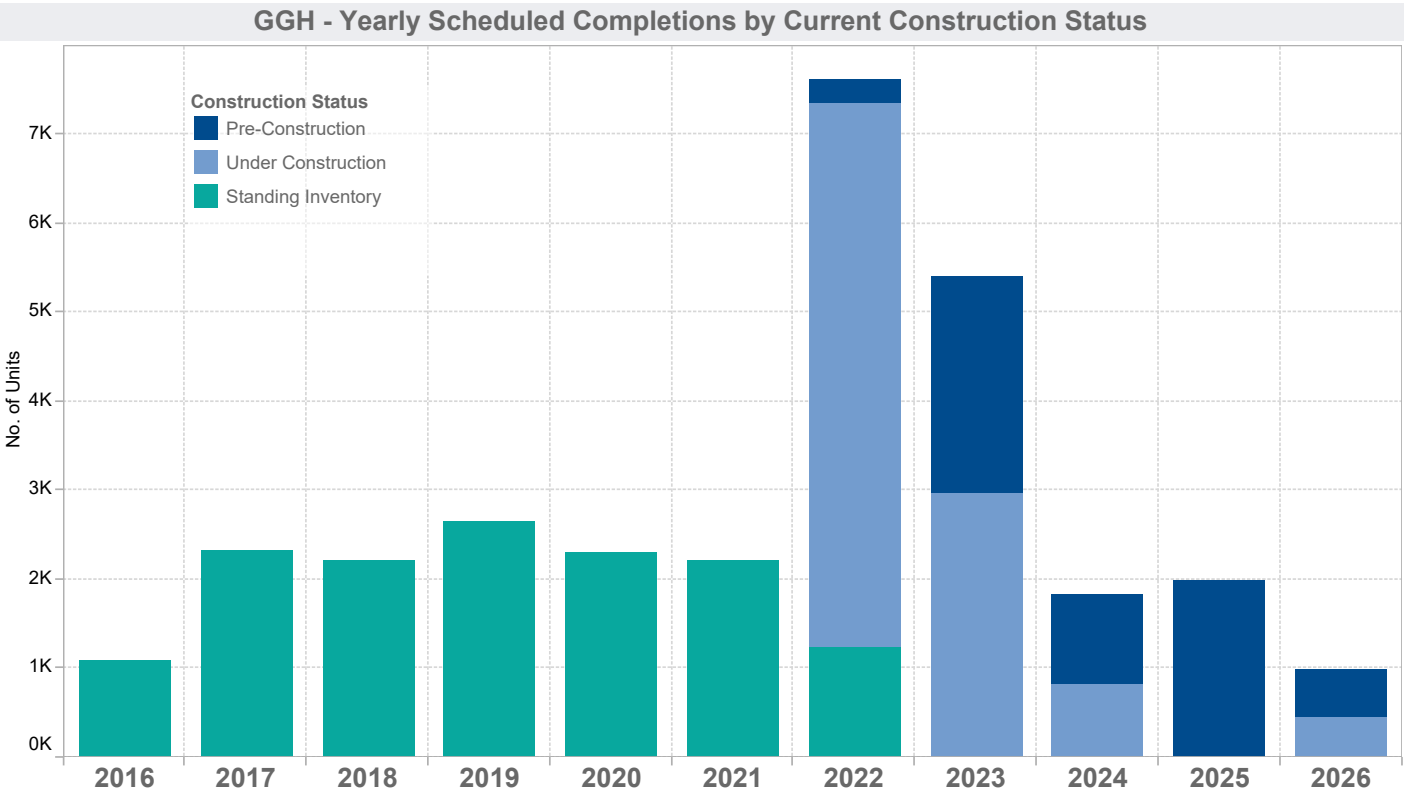
Site Name	Municipality	Opening Date	No. of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq..
West Peak - Building A - E Squared Developments	Guelph	1/17/2022	315	103	11	\$670
West Peak - Building B - E Squared Developments	Guelph	1/17/2022	276	138	9	\$845
West Peak - Building C - E Squared Developments	Guelph	1/17/2022	276	138	11	\$868
Vista Hills - Activa	Kitchener	2/2/2022	39	19	9	\$550
Elements Condominiums - Building A - Pratt Homes	Barrie	2/26/2022	192	90	102	\$619
TEK Tower - IN8 Developments and Westdale Properties and Harlo Capital	Kitchener	3/1/2022	534	455	79	\$1,183
Marbella Condominium - South Building - Urbane Communities	Niagara Falls	3/7/2022	50	42	8	\$776
Elevate Condos at 1333 Weber St - Tower C - Pamata Hospitality Inc.	Kitchener	3/8/2022	159	126	33	\$943
Brix - Building B - MDM Developments	Clearview	3/9/2022	36	29	7	\$736
Birches - Granite Homes	Cambridge	3/12/2022	16	16	0	\$723
Wasaga Beach Lux Condos - Building A - AvranceCorp Developments	Wasaga Beach	3/17/2022	55	29	26	\$887
Louie Waterloo Residences - Edgemont Homes	Waterloo	3/22/2022	154	0	154	\$883
Grand Total			2,102	1,185	449	\$782

* 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



Top Builders

GGH - Top High Rise Builders by YTD Sales

Builder	2022												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Lamb Development Corp.	0	0	553										553	18.8%
Harlo Capital	0	0	455										455	15.5%
IN8 Developments			455										455	15.5%
Westdale Properties			455										455	15.5%
E Squared Developments	354	25	0										379	12.9%
Pamata Hospitality Inc.	0	0	126										126	4.3%
Pratt Homes	0	0	90										90	3.1%
La Pue International	0	0	69										69	2.4%
Activa	24	18	8										50	1.7%
Urbane Communities			42										42	1.4%
Total (All 54 Builders)	471	109	2,355	0	0	0	0	0	0	0	0	0	2,935	

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	2021										2022			Total	Market
	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Share %		
LJM Developments	0	1	0	1	1	274	4	392	41	2	0	0	716	11.5%	
Lamb Development Corp.	0	0	0	0	0	0	0	0	0	0	0	553	553	8.9%	
IN8 Developments	1	1	0	0	0	0	1	2	2			455	462	7.4%	
Harlo Capital												455	455	7.3%	
Westdale Properties												455	455	7.3%	
E Squared Developments										354	25	0	379	6.1%	
La Pue International	169	71	20	12	4	6	9	0	0	0	0	69	360	5.8%	
DeSantis Homes	0	1	252	2	3	2							260	4.2%	
Pratt Homes	72	0	39	0	0	0	56	2	1	0	0	90	260	4.2%	
Geranium	8						249						257	4.1%	
Total (All 80 Builders)	707	355	502	461	648	362	296	414	676	861	334	604	6,220		

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	2022 Q1
TEK Tower - IN8 Developments and Westdale Properties and Harlo Capital	Kitchener	Apartment	1 Bedroom	89
			1 Bedroom + Den	224
			3 Bedroom & Up	3
			2 Bedroom	139
			Total	455
Television City - Tower 1 - Lamb Development Corp.	Hamilton	Apartment	1 Bedroom	106
			1 Bedroom + Den	80
			2 Bedroom	80
			Penthouse	8
			Studio	23
			Total	297
Television City - Tower 2 - Lamb Development Corp.	Hamilton	Apartment	1 Bedroom	94
			1 Bedroom + Den	71
			2 Bedroom	68
			Penthouse	4
			Studio	19
			Total	256
West Peak - Building B - E Squared Developments	Guelph	Apartment	1 Bedroom	44
			1 Bedroom + Den	39
			2 Bedroom	55
			Total	138
West Peak - Building C - E Squared Developments	Guelph	Apartment	1 Bedroom	44
			1 Bedroom + Den	39
			2 Bedroom	55
			Total	138
Elevate Condos at 1333 Weber St - Tower C - Pamata Hospitality Inc.	Kitchener	Apartment	1 Bedroom	52
			1 Bedroom + Den	18
			2 Bedroom	45
			Studio	11
			Total	126
West Peak - Building A - E Squared Developments	Guelph	Apartment	1 Bedroom	29
			1 Bedroom + Den	21
			2 Bedroom + Den	22
			3 Bedroom & Up	17

Municipal Comparison

Current Quarter Sales Compared to Previous Year by Select Municipality

Municipality	2021 Q1			2022 Q1		
	Apartment	Loft	Stacked	Apartment	Loft	Stacked
Barrie	99			99		
Brantford	36			36		
Cambridge			69			33
Centre Wellington	7					
Clearview	29			29		
Collingwood	48			17		
Grimsby	8			8		
Guelph	69			406		
Hamilton	440	80		567	9	
Innisfil	57					
Kitchener	120		39	586		33
Niagara Falls	22			112		
Orangeville	11					
Oro-Medonte						33
Pelham	11			11		
Peterborough	6					
St. Catharines	67					
Wasaga Beach				29		
Waterloo	41		24			
Welland	116					
Grand Total	1,122	80	132	1,900	9	99

Current KPI's

	Avg. \$	Avg. SF	Sales/Site
Barrie	\$784,555	1,069	1.4
Brantford			2.0
Cambridge	\$546,900	1,223	6.6
Clearview	\$882,757	1,112	7.3
Collingwood	\$770,163	895	0.4
Grimsby	\$1,430,933	1,502	0.4
Guelph	\$758,000	1,153	5.2
Hamilton	\$581,163	674	6.3
Kitchener	\$668,037	715	8.1
Niagara Falls	\$968,426	1,235	1.4
Oro-Medonte	\$609,434	1,331	11.0
Pelham			1.2
Peterborough	\$917,686	1,579	0.2
Wasaga Beach	\$752,742	842	9.7

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