



Greater Golden Horseshoe Major Markets High Rise Projects

New Homes Monthly Market Report
Data as of June 2022

GGH Overview

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q2 2022		Q2 2021		Change
Condominium Apartment	1,544		1,901		-18.8%
Single Family	1,109		2,624		-57.7%
Total	2,653		4,525		-41.4%
Year to Date Sales	Jan.-Jun. 2022		Jan.-Jun. 2021		Y/Y Change
Condominium Apartment	3,527		3,247		8.6%
Single Family	2,138		5,477		-61.0%
Total	5,665		8,724		-35.1%
Year to Date Supply	Jan.-Jun. 2022		Jan.-Jun. 2021		Y/Y Change
Condominium Apartment	4,411		2,415		82.7%
Single Family	2,623		5,247		-50.0%
Total	7,034		7,662		-8.2%
Year to Date Completions	Jan.-Jun. 2022		Jan.-Jun. 2021		Y/Y Change
Condominium Apartment	1,239		2,210		-43.9%
Remaining Inventory	Jun-22	Mar-22	Jun-21	M/M Change	Y/Y Change
Condominium Apartment	1,747	710	909	146.1%	92.2%
Single Family	895	448	733	99.8%	22.1%
Total	2,642	1,158	1,642	128.2%	60.9%
Average Asking Price	Jun-22	Mar-22	Jun-21	M/M Change	Y/Y Change
Condominium Apartment	\$670,330	\$725,065	\$689,514	-7.5%	-2.8%
Single Family	\$1,339,620	\$1,372,857	\$969,459	-2.4%	38.2%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	15	60	234	219	
Condominium Apartment Units	5,216	8,604	8,971	8,800	
% Sold*	1%	80%	97%	73%	
Single Family Projects	21	138			
Single Family Units	2,032	11,931			
% Sold*	28%	92%			

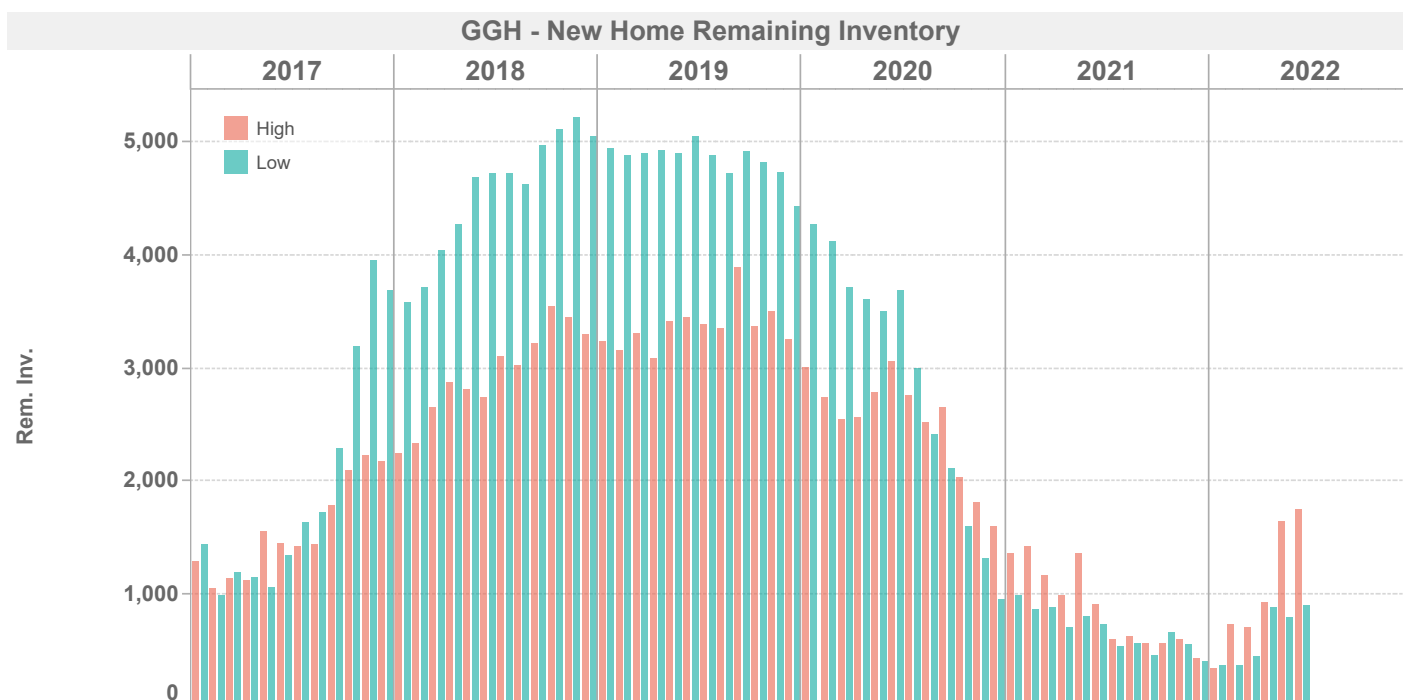
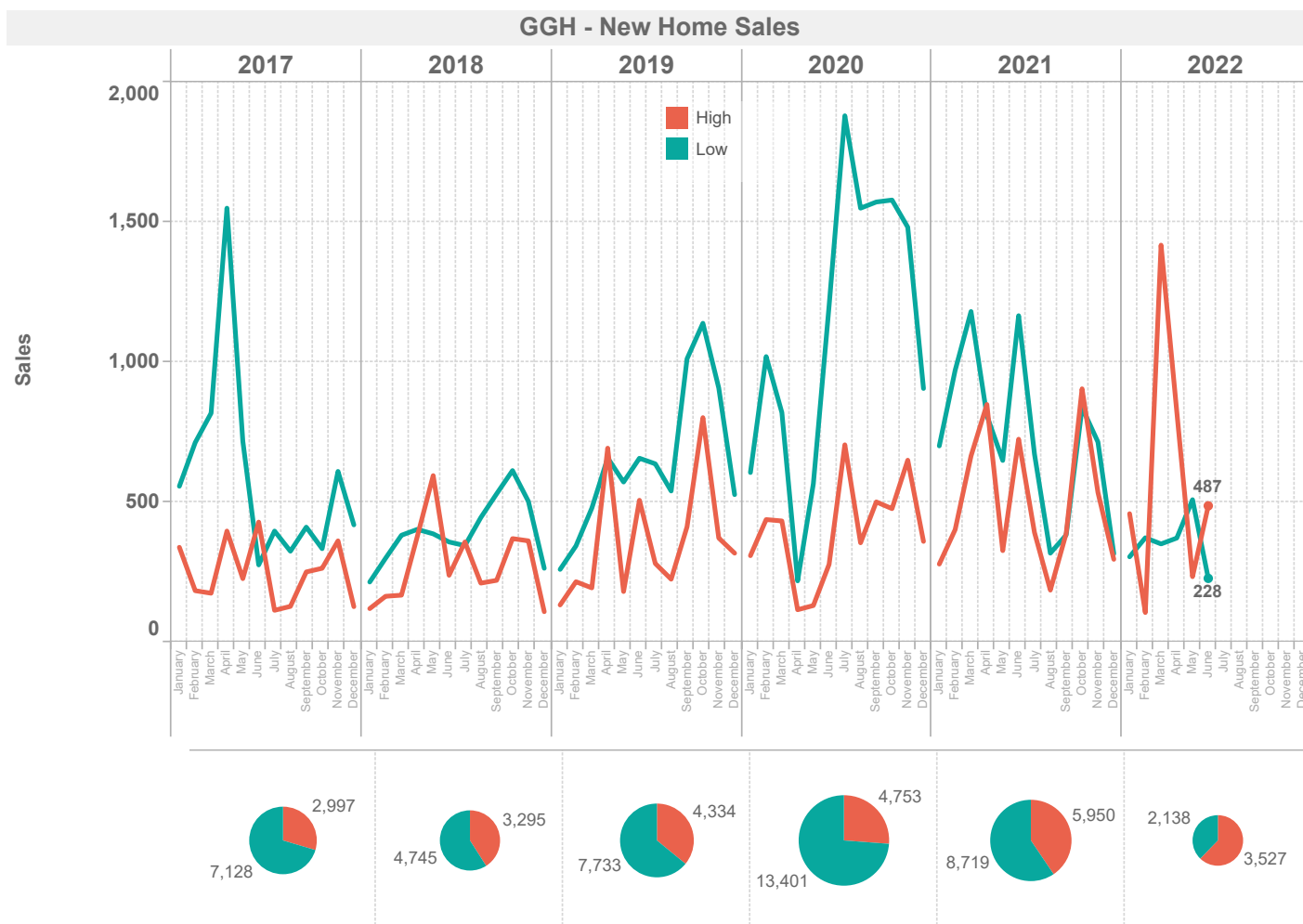
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

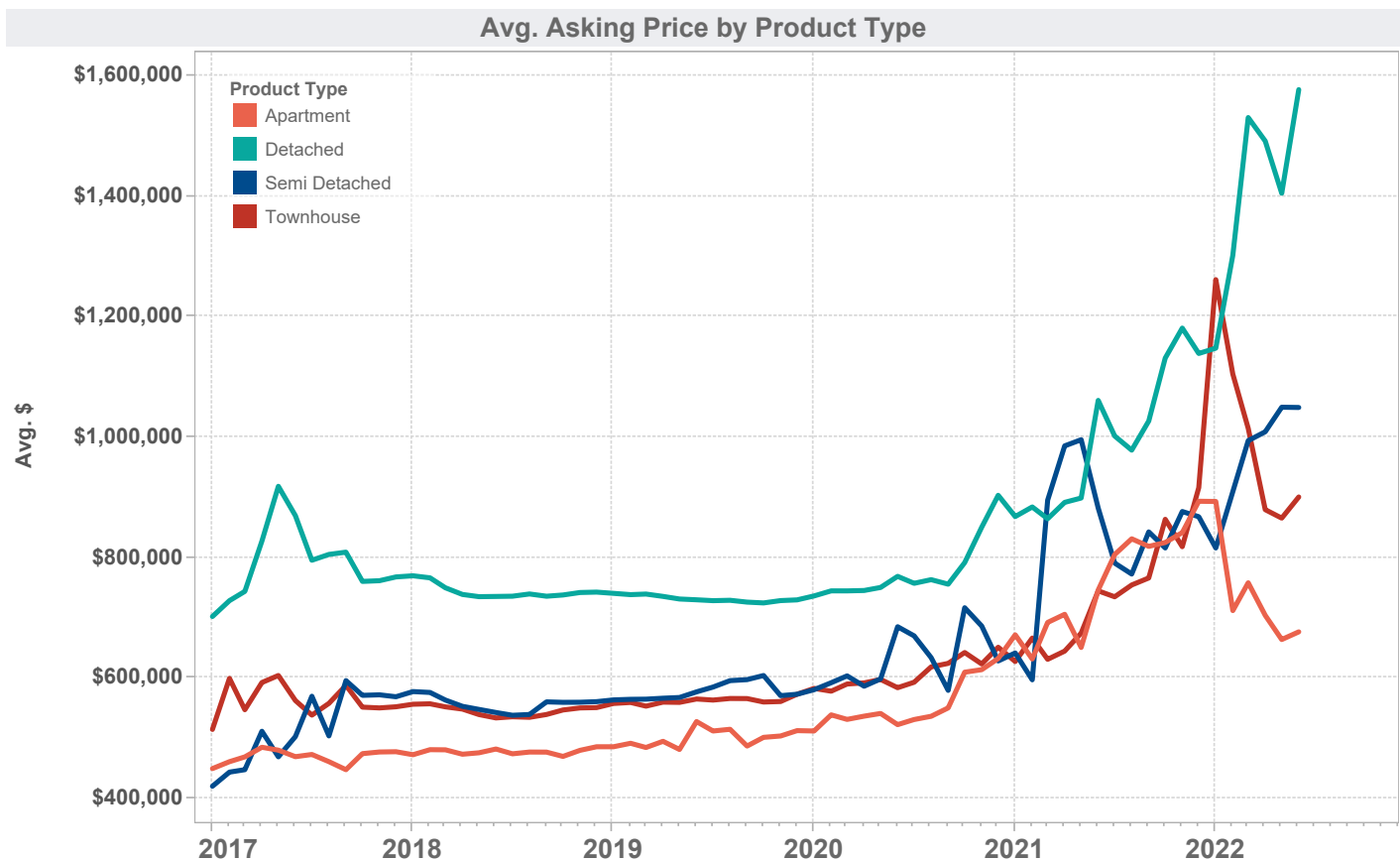
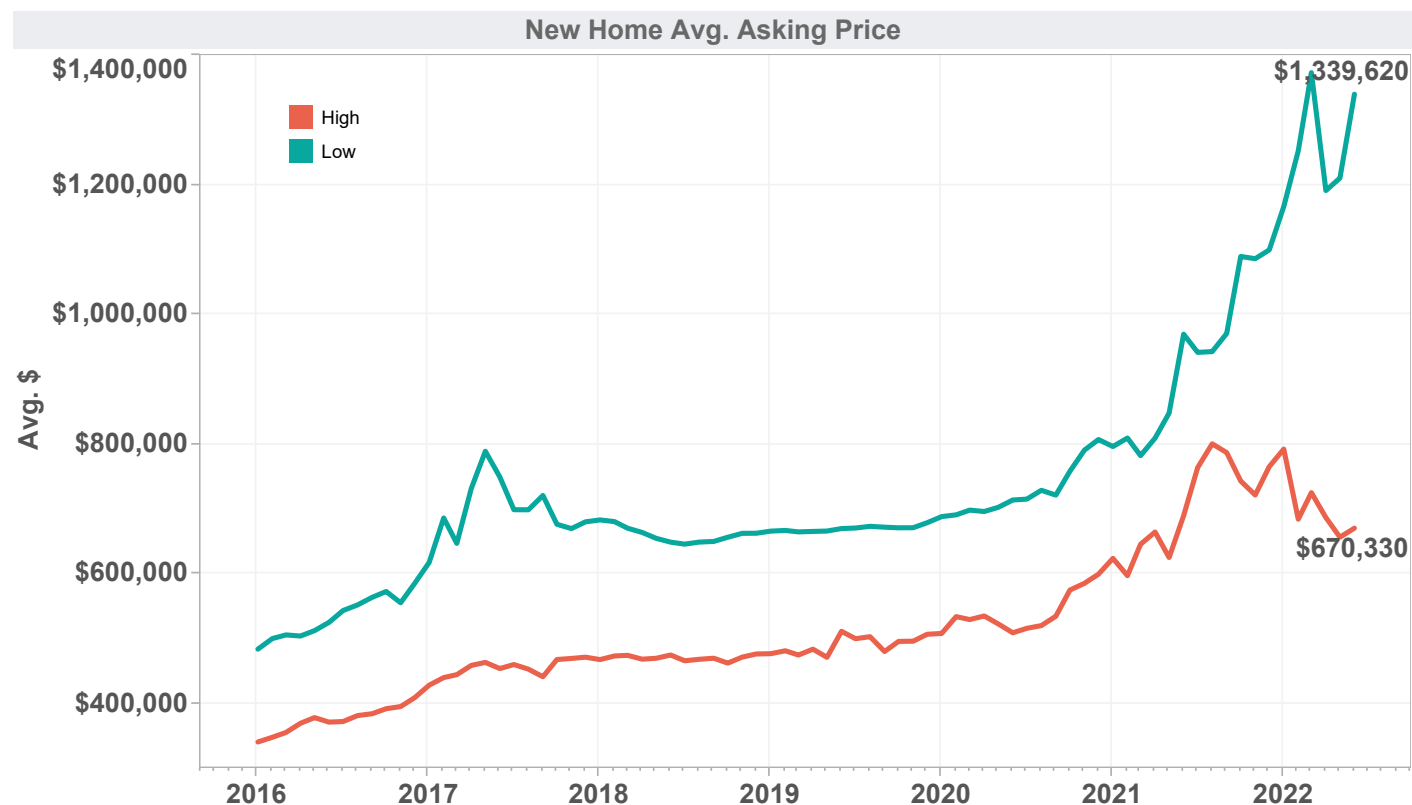
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

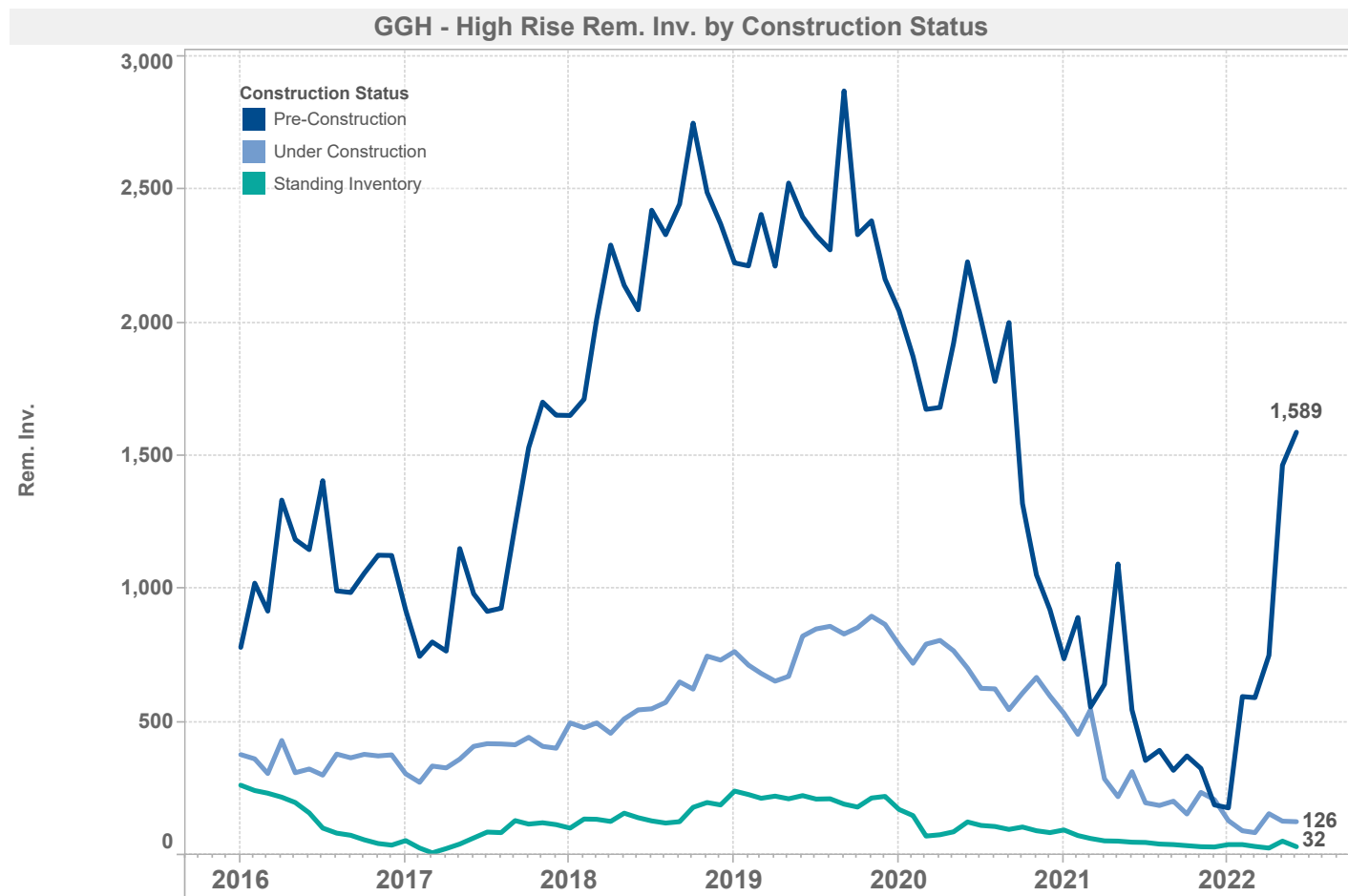
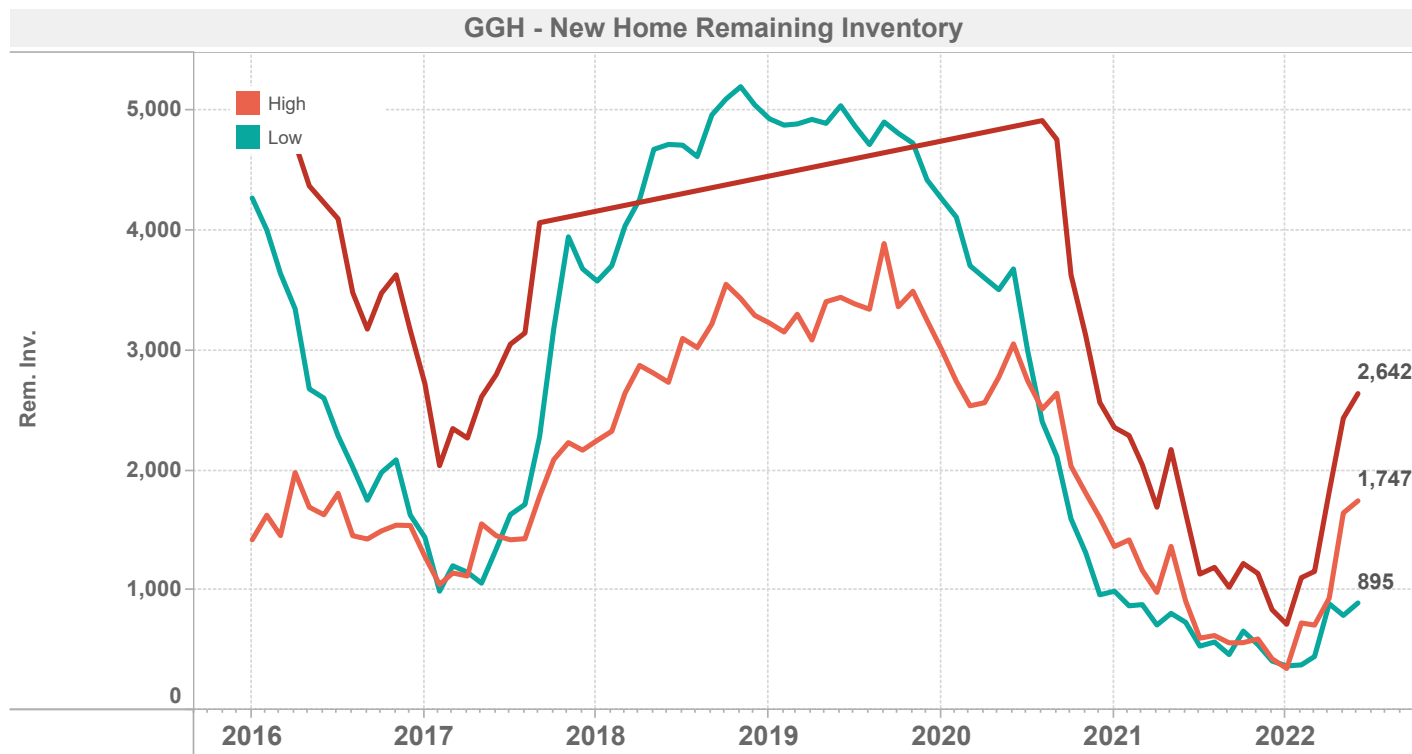
Sales & Remaining Inventory



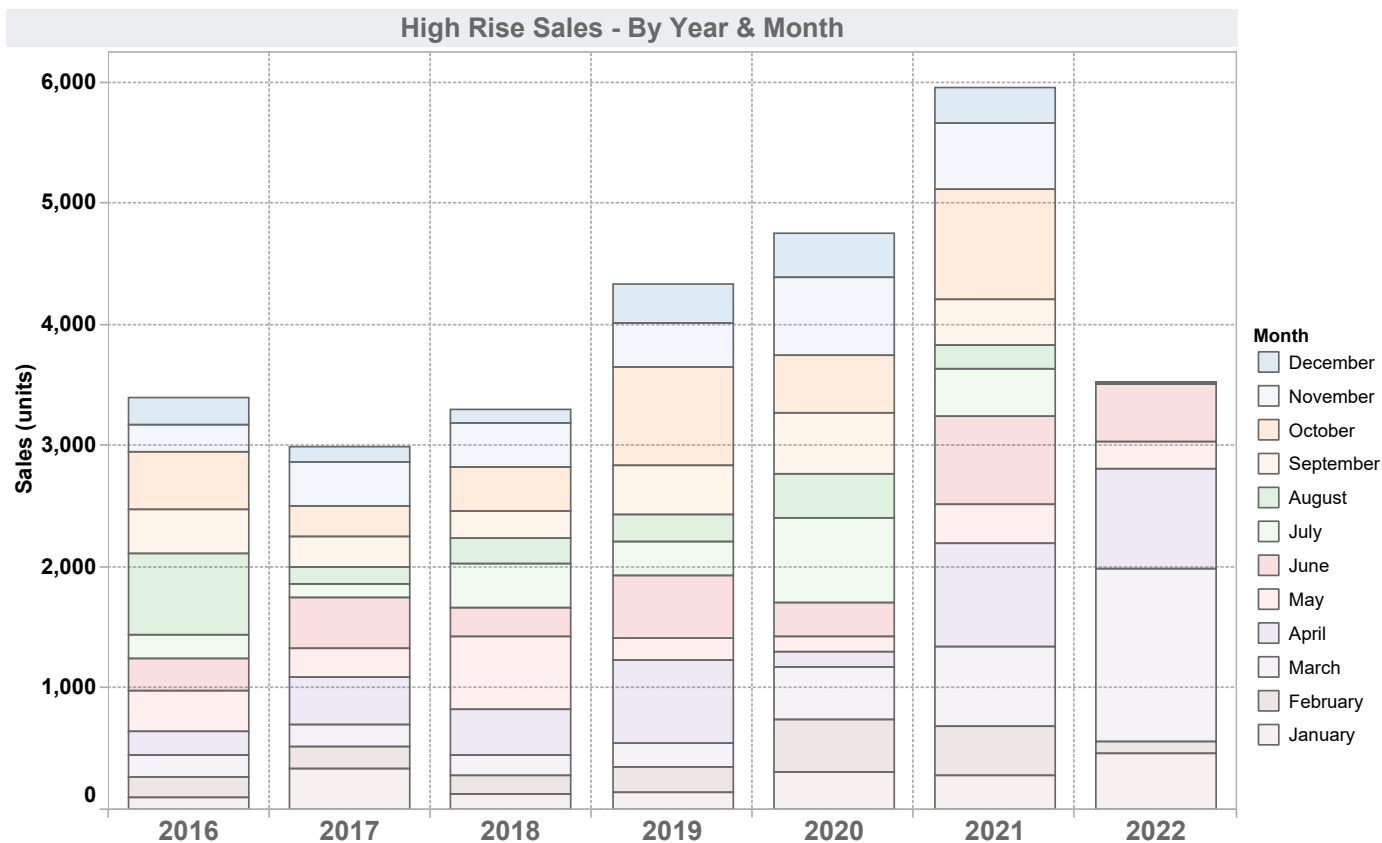
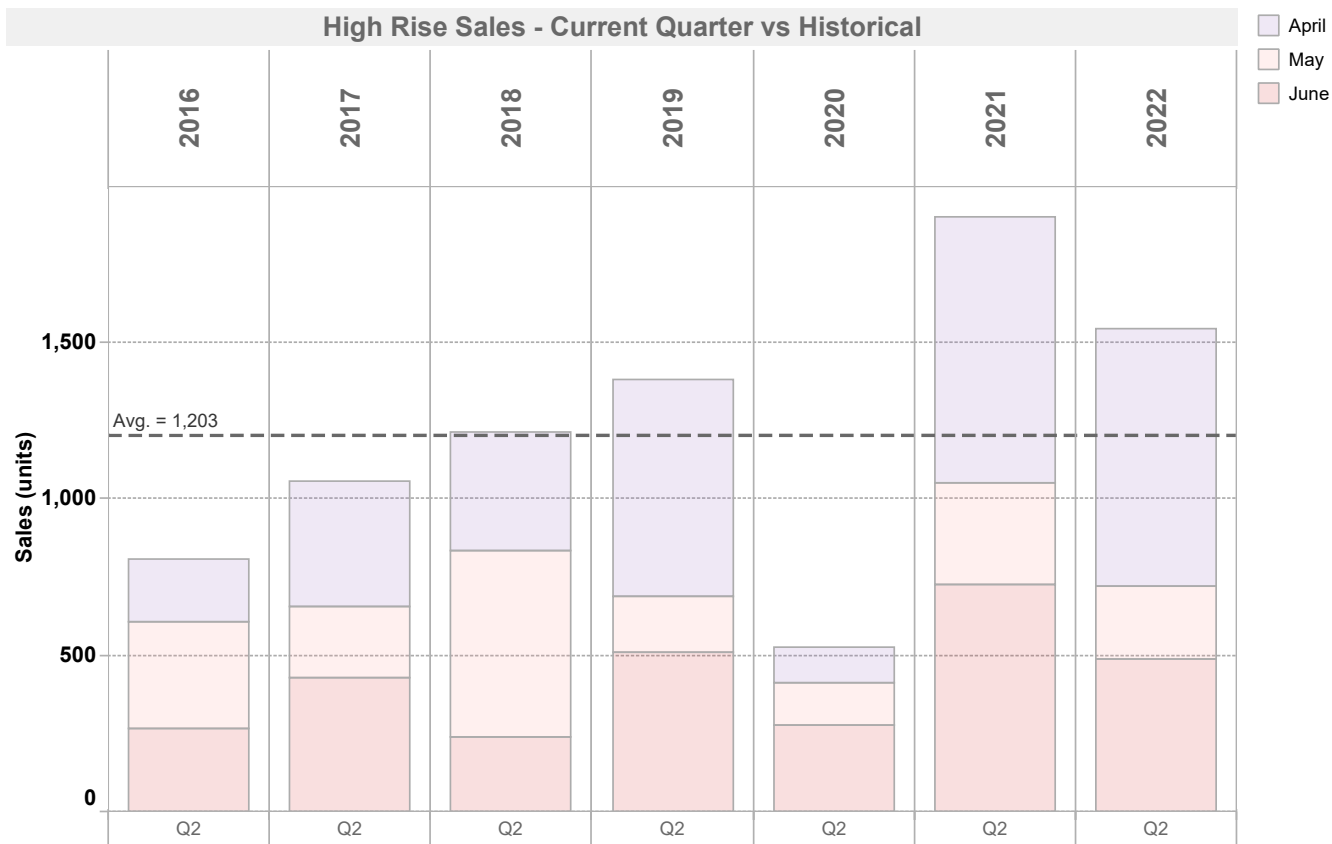
Pricing



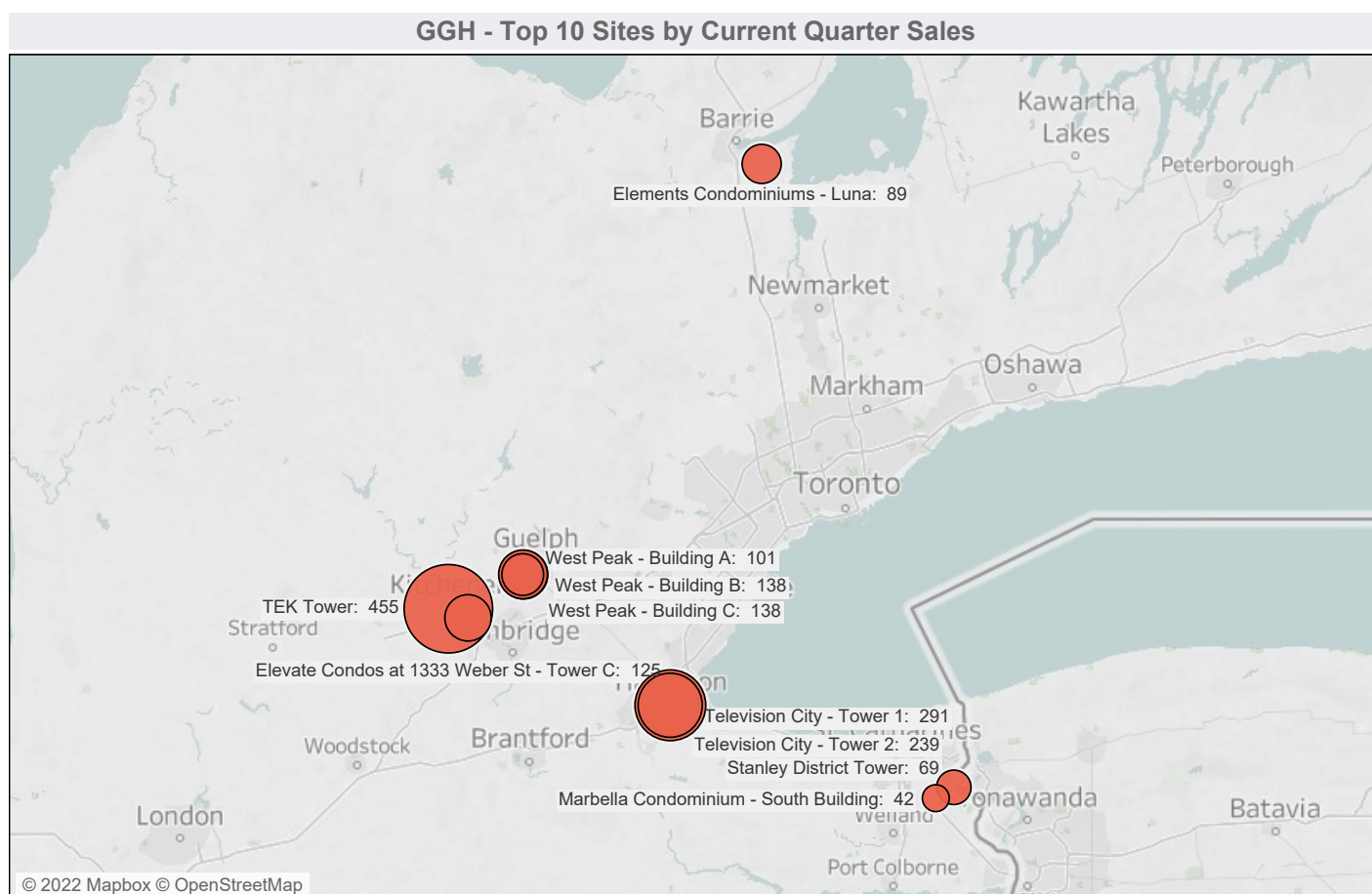
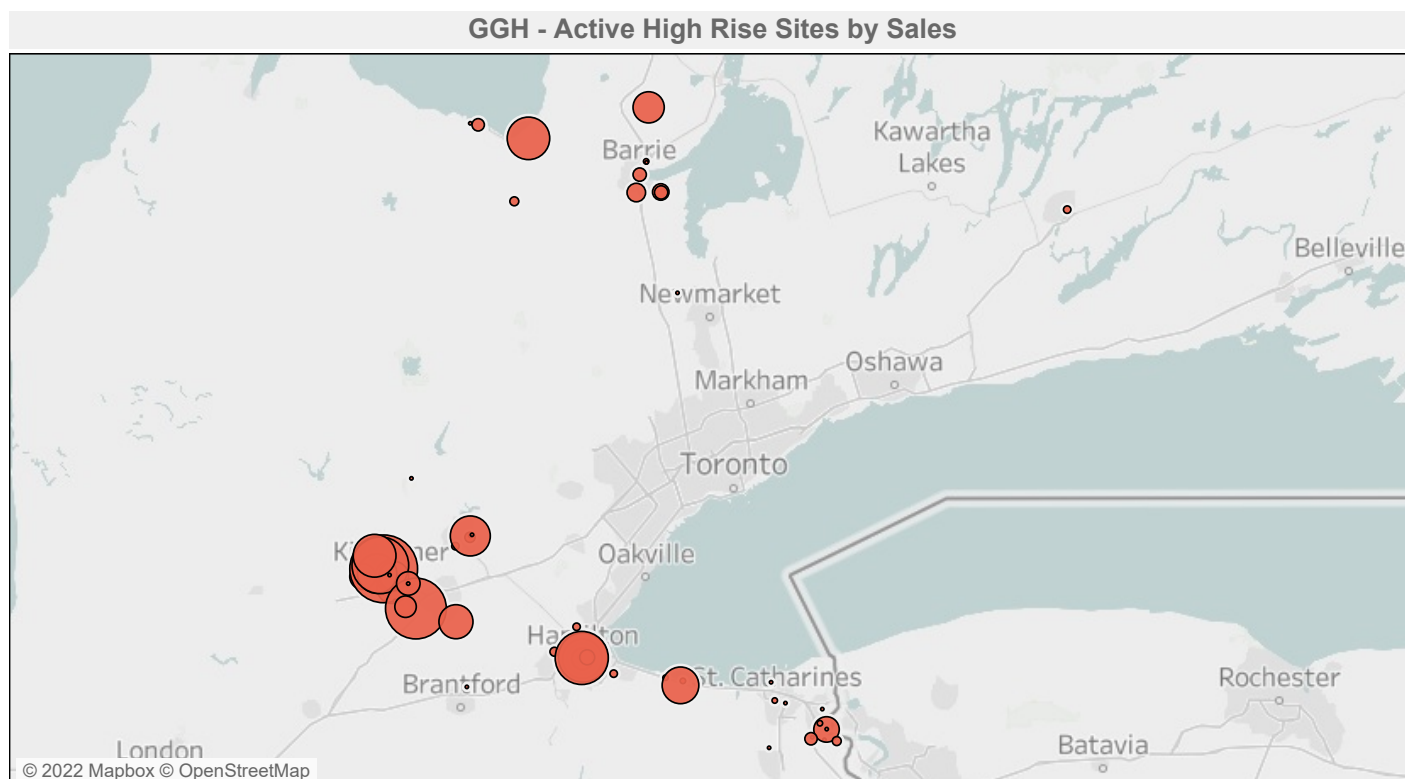
Remaining Inventory



Historical Sales Comparison



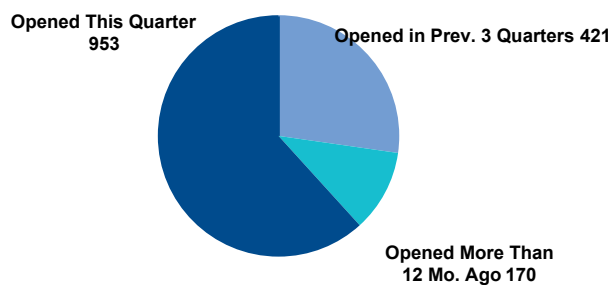
Current Sites



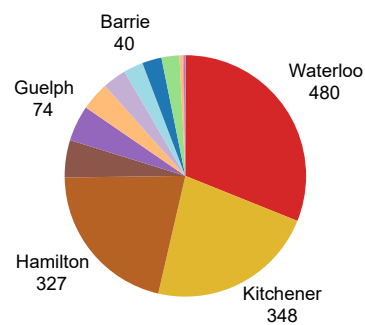
Sales Breakdown

Current Quarter Condominium Apartment Sales Breakdown

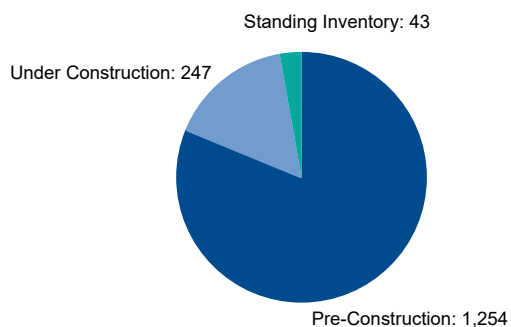
Sales by Opening Date



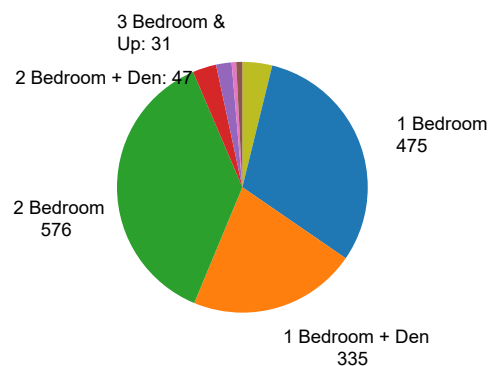
Sales by Municipality



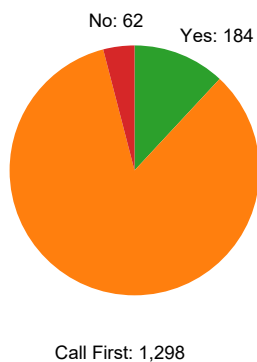
Sales by Const. Status



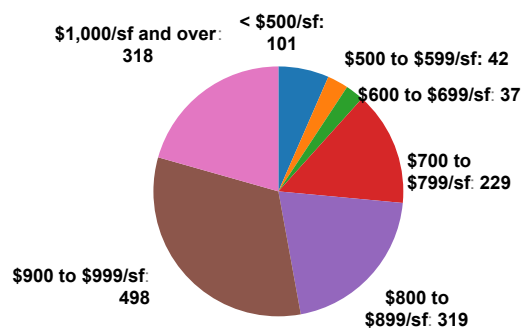
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



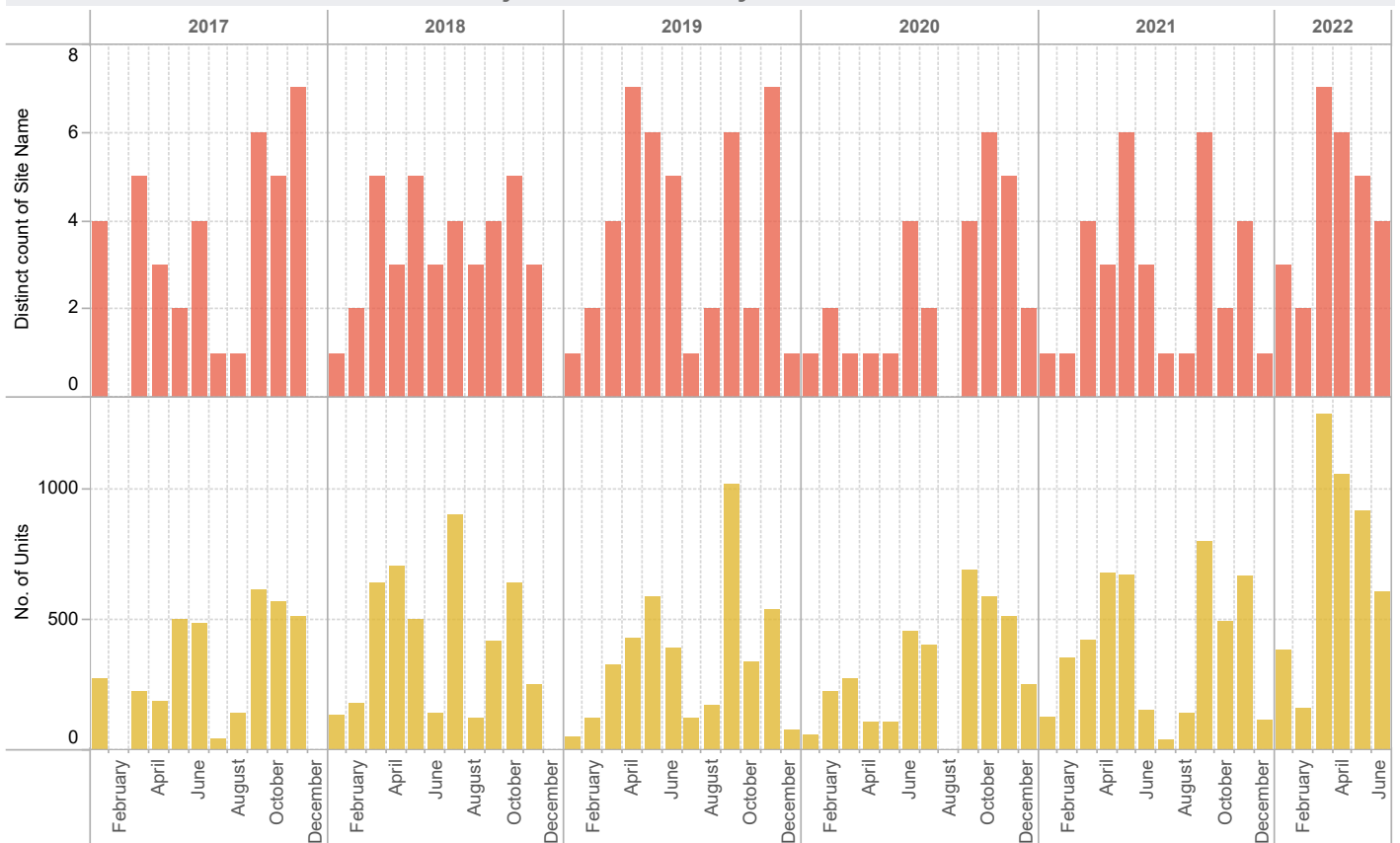
New Openings

Q4 2021 - New Project Launches

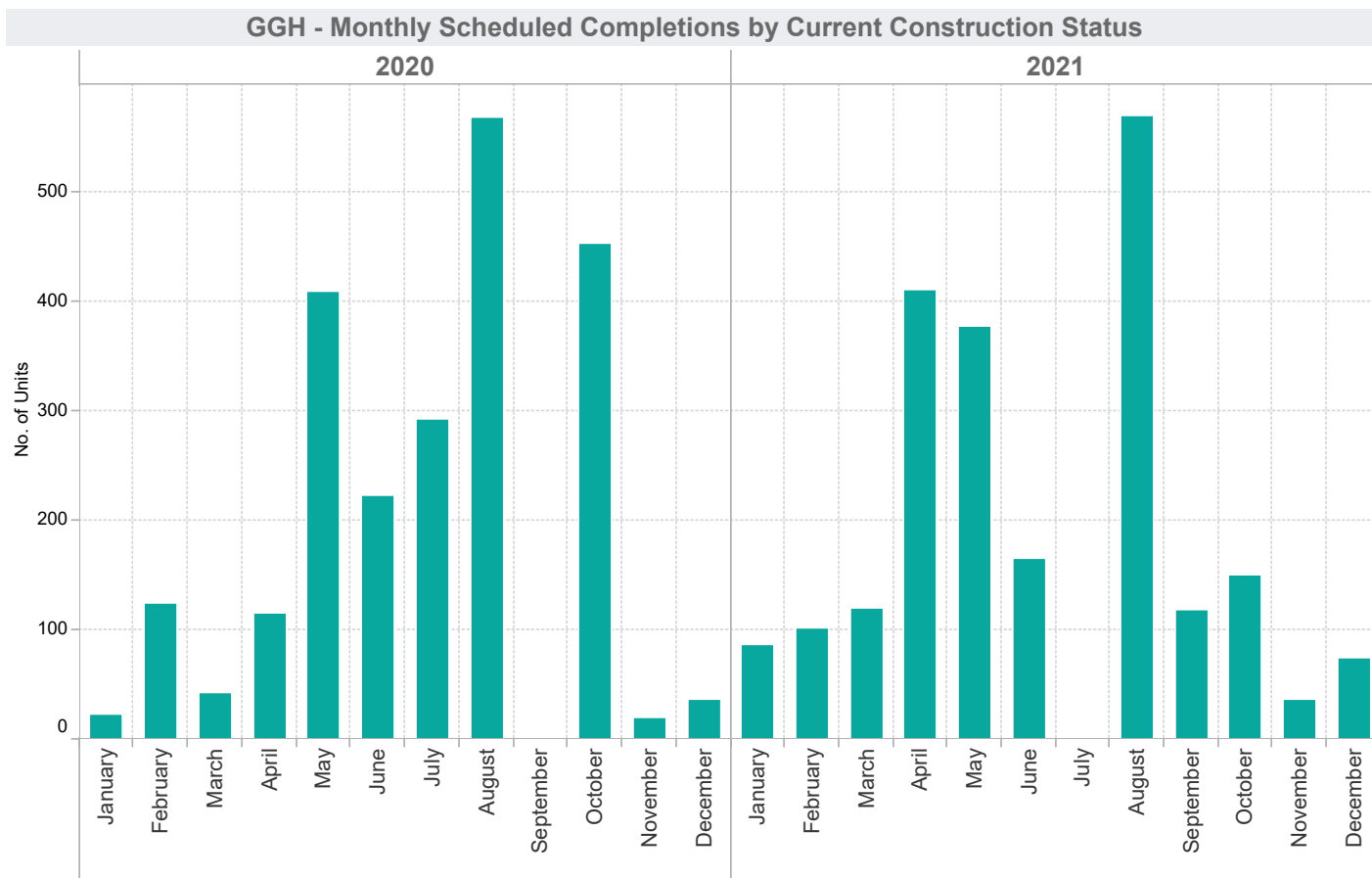
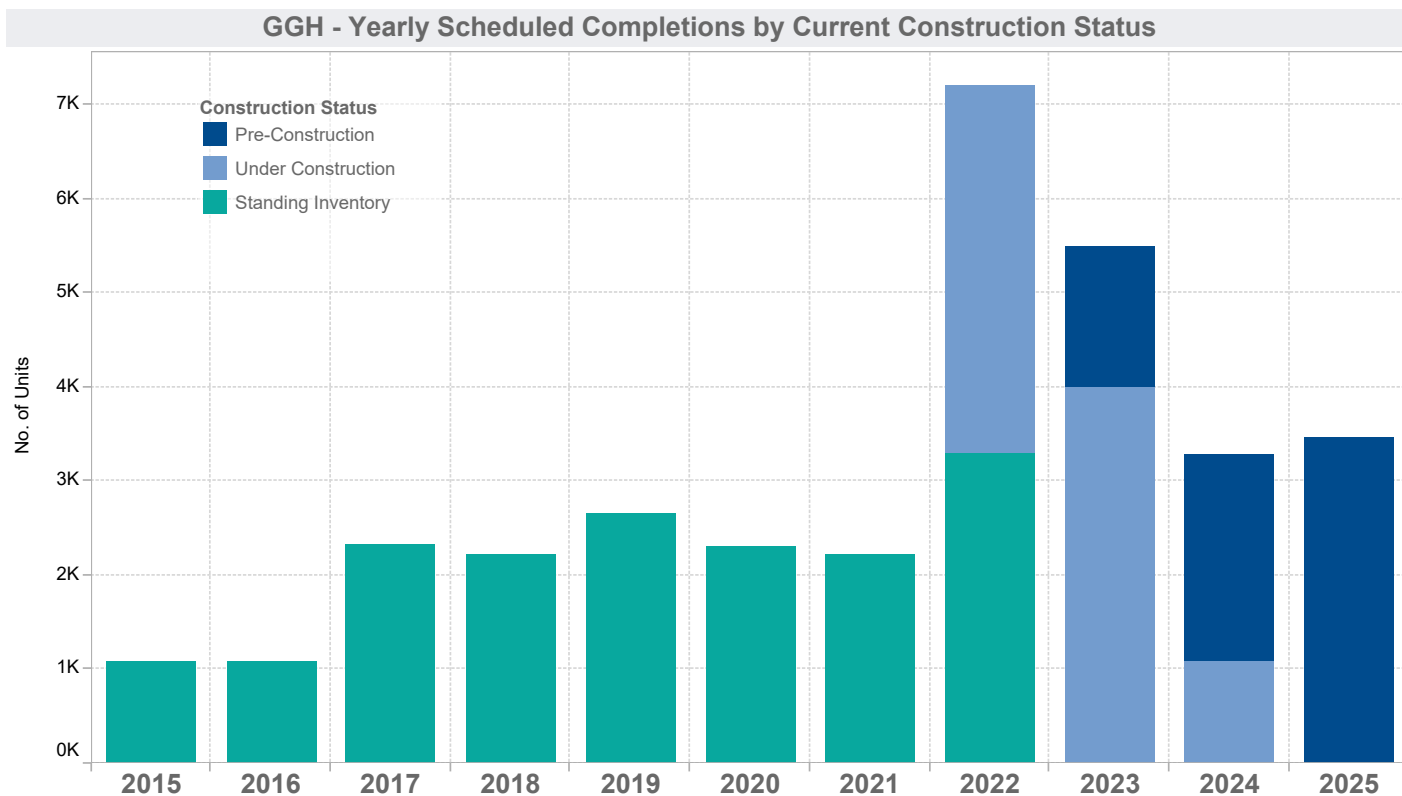
Site Name	Municipality	Opening Date	No. of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq..
Jake Condominiums - VanMar Developments	Waterloo	4/1/2022	315	78	89	\$811
Flats at Rainbow Lake - HIP Developments	Kitchener	4/11/2022	552	159	134	\$785
Moda - Urban Legend Developments	Waterloo	4/16/2022	279	66	85	\$891
Strata - HIP Developments	Waterloo	4/16/2022	729	198	157	\$972
Anthem at Metalworks - Fusion Homes	Guelph	4/17/2022	465	68	291	\$839
Q Condos - Momentum Developments	Kitchener	4/28/2022	720	36	648	\$1,019
Rainwater at 339 Veterans - Sean Homes	Barrie	5/7/2022	44	14	18	\$657
Duo at Station Park - Tower 003 - VanMar Developments and Urba..	Kitchener	5/20/2022	832	0	832	\$992
Apex Condos - Coletara Development	Hamilton	5/28/2022	530	121	409	\$950
Cannery District - Winzen	Niagara Falls	5/28/2022	16	1	15	\$640
Radio Arts - Canlight	Hamilton	5/28/2022	244	104	140	\$1,057
Century Condos - DeSantis Homes*	Grimsby	6/1/2022	87	57	30	\$0
Verde Living - JD Development Group and Downing Street Group	Kitchener	6/6/2022	266	40	226	\$1,057
Elements Condominiums - Sol - Pratt Homes	Barrie	6/18/2022	60	11	49	\$679
Holland Haus - Isroc Building International Inc.	West Gwillim..	6/25/2022	77	0	77	\$985
Grand Total			5,216	953	3,200	\$868

* 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	530	63	0	23							616	17.5%
Harlo Capital			455	28	11	4							498	14.1%
IN8 Developments			455	28	11	4							498	14.1%
Westdale Properties			455	28	11	4							498	14.1%
E Squared Developments	347	26	4	2	0	0							379	10.7%
HIP Developments				284	65	8							357	10.1%
Pamata Hospitality Inc.	0	0	125	23	0	0							148	4.2%
Edgemont Homes			0	135	2	1							138	3.9%
Coletara Development					0	121							121	3.4%
Pratt Homes	0	0	89	4	3	11							107	3.0%
AvranceCorp Developments	459	106	1,418	823	234	487	0	0	0	0	0	0	3,527	

GGH - Top High Rise Builders by Last 12 Month's Sales

Builder	2021						2022						Total	Market Share %
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.		
LJM Developments	1	1	274	4	392	41	2	0	0	0	1	0	716	11.5%
Lamb Development Corp.	0	0	0	0	0	0	0	0	530	63	0	23	616	9.9%
IN8 Developments	0	0	0	1	2	2			455	28	11	4	503	8.1%
Harlo Capital									455	28	11	4	498	8.0%
Westdale Properties									455	28	11	4	498	8.0%
E Squared Developments							347	26	4	2	0	0	379	6.1%
HIP Developments	6	7	0	2						284	65	8	372	6.0%
Geranium				249									249	4.0%
Pemberton Group				249									249	4.0%
Dazz Group				184	21	21	0	0	0	0	0	0	226	3.6%
Total (All 80 Builders)	392	186	389	905	535	296	459	106	1,418	823	234	487	6,230	

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 Q2
Strata - HIP Developments	Waterloo	Apartment	1 Bedroom	97
			2 Bedroom	98
			Studio	3
			Total	198
Flats at Rainbow Lake - HIP Developments	Kitchener	Apartment	1 Bedroom	69
			1 Bedroom + Den	11
			2 Bedroom	79
			Total	159
Louie Waterloo Residences - Edgemont Homes	Waterloo	Apartment	1 Bedroom	22
			1 Bedroom + Den	93
			2 Bedroom + Den	0
			2 Bedroom	23
			Total	138
Apex Condos - Coletara Development	Hamilton	Apartment	1 Bedroom	3
			1 Bedroom + Den	16
			2 Bedroom + Den	17
			3 Bedroom & Up	0
			2 Bedroom	53
			Studio	32
			Total	121
Radio Arts - Canlight	Hamilton	Apartment	1 Bedroom	56
			1 Bedroom + Den	21
			3 Bedroom & Up	4
			2 Bedroom	13
			Studio	10
			Total	104
Jake Condominiums - VanMar Developments	Waterloo	Apartment	1 Bedroom	39
			1 Bedroom + Den	25
			2 Bedroom	14
			Total	78
Wasaga Beach Lux Condos - Building A - AvranceCorp Developments	Wasaga Beach	Apartment	1 Bedroom + Den	38
			2 Bedroom + Den	2
			2 Bedroom	37
			Total	77

Municipal Comparison

Current Quarter Sales Compared to Previous Year by Select Municipality

Municipality	2021 Q2			2022 Q2		
	Apartment	Loft	Stacked	Apartment	Loft	Stacked
Barrie	 316		 105	 40		
Brant			 8			
Brantford	 122					
Cambridge	 17		 26			 49
Collingwood	 86			 6		
Fort Erie			 20			
Grimsby	 9			 59		
Guelph	 50			 74		
Haldimand County	 55					
Hamilton	 459	 63		 318	 9	
Innisfil	 8					
Kitchener	 126		 53	 301		 47
Lincoln	 5					
Niagara Falls	 316			 36		
Orillia		 8				
Oro-Medonte						 41
St. Catharines	 16					
Wasaga Beach				 77		
Waterloo	 12			 480		
Welland	 12					
Grand Total	 1,609	 71	 212	 1,391	 9	 137

Current KPI's

	Avg. \$	Avg. SF	Sales/Site
Barrie	\$740,894	1,043	0.6
Cambridge	\$682,490	945	14.0
Guelph	\$634,376	791	0.5
Hamilton	\$677,975	705	8.1
Kitchener	\$632,039	646	1.5
Niagara Falls	\$955,513	1,177	0.2
Oro-Medonte	\$612,490	1,335	21.0
Wasaga Beach	\$653,135	799	17.0
Waterloo	\$585,501	640	0.5

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