



Greater Golden Horseshoe Major Markets Low 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%			

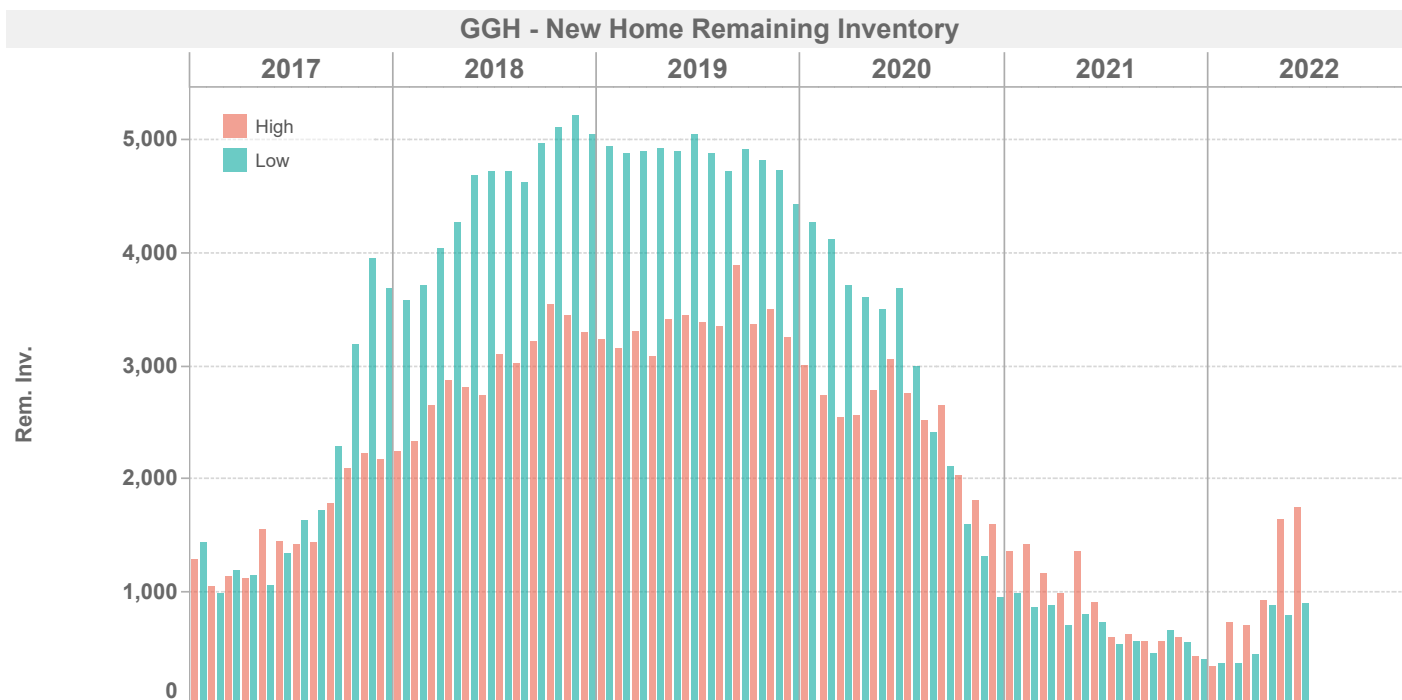
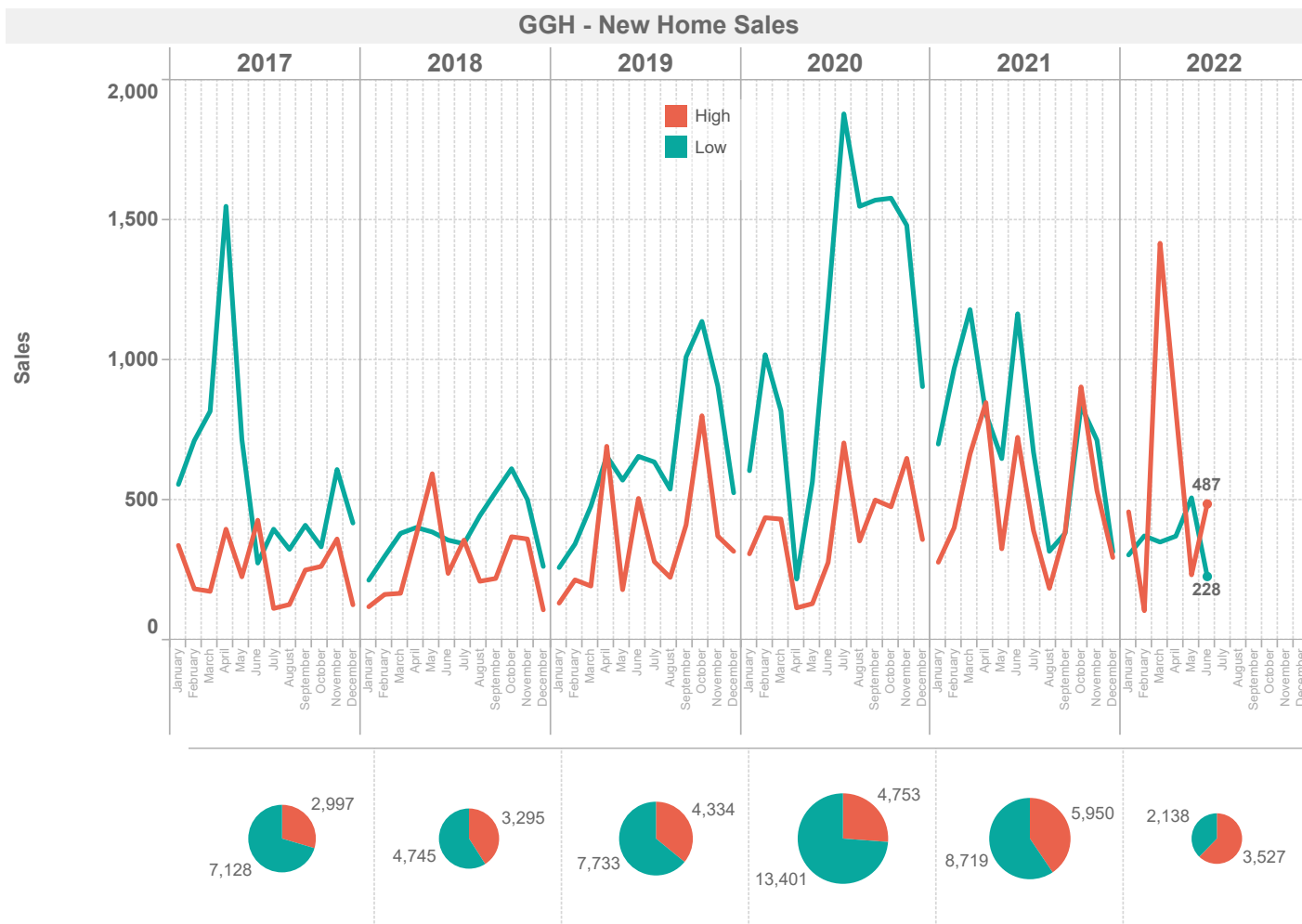
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

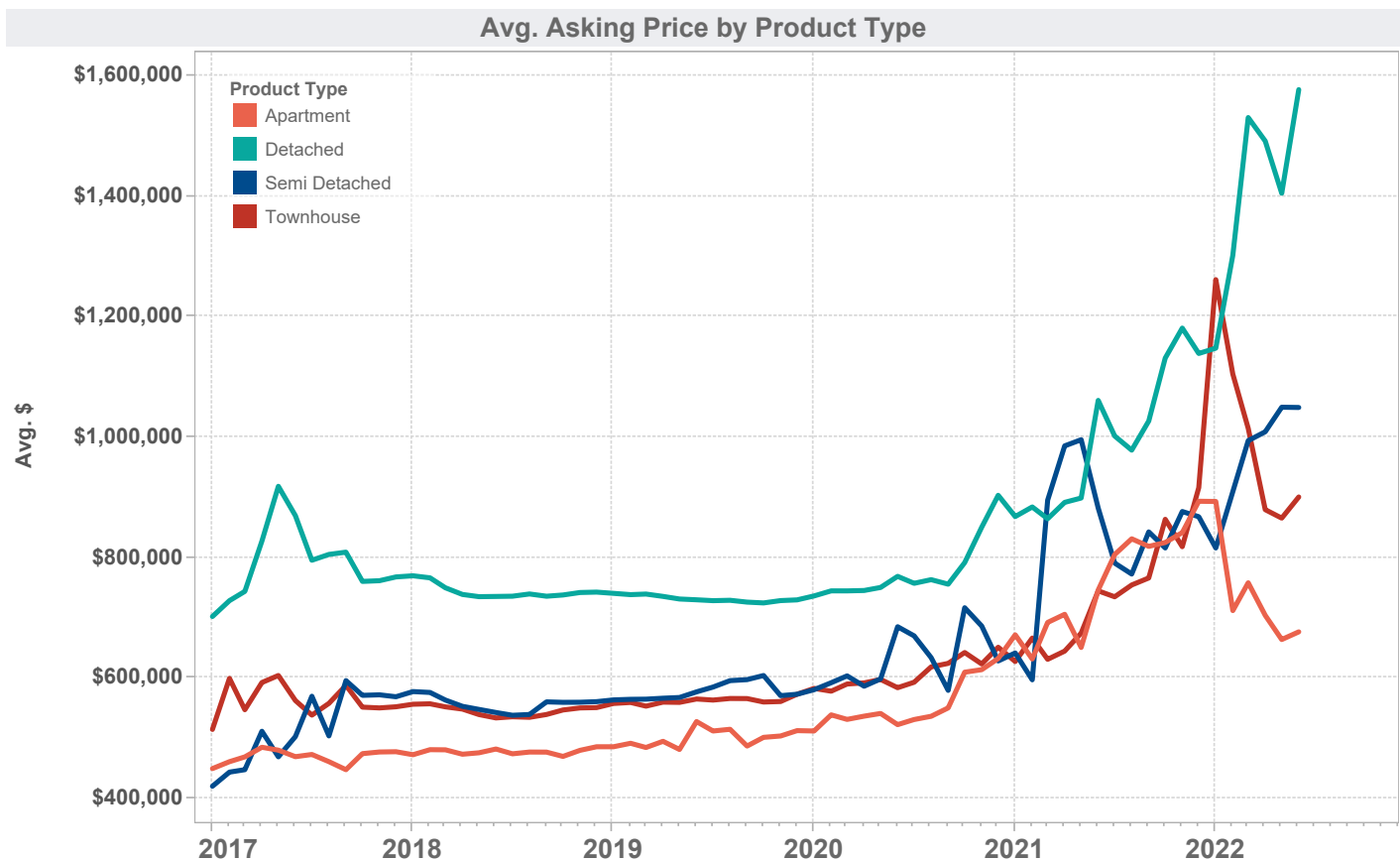
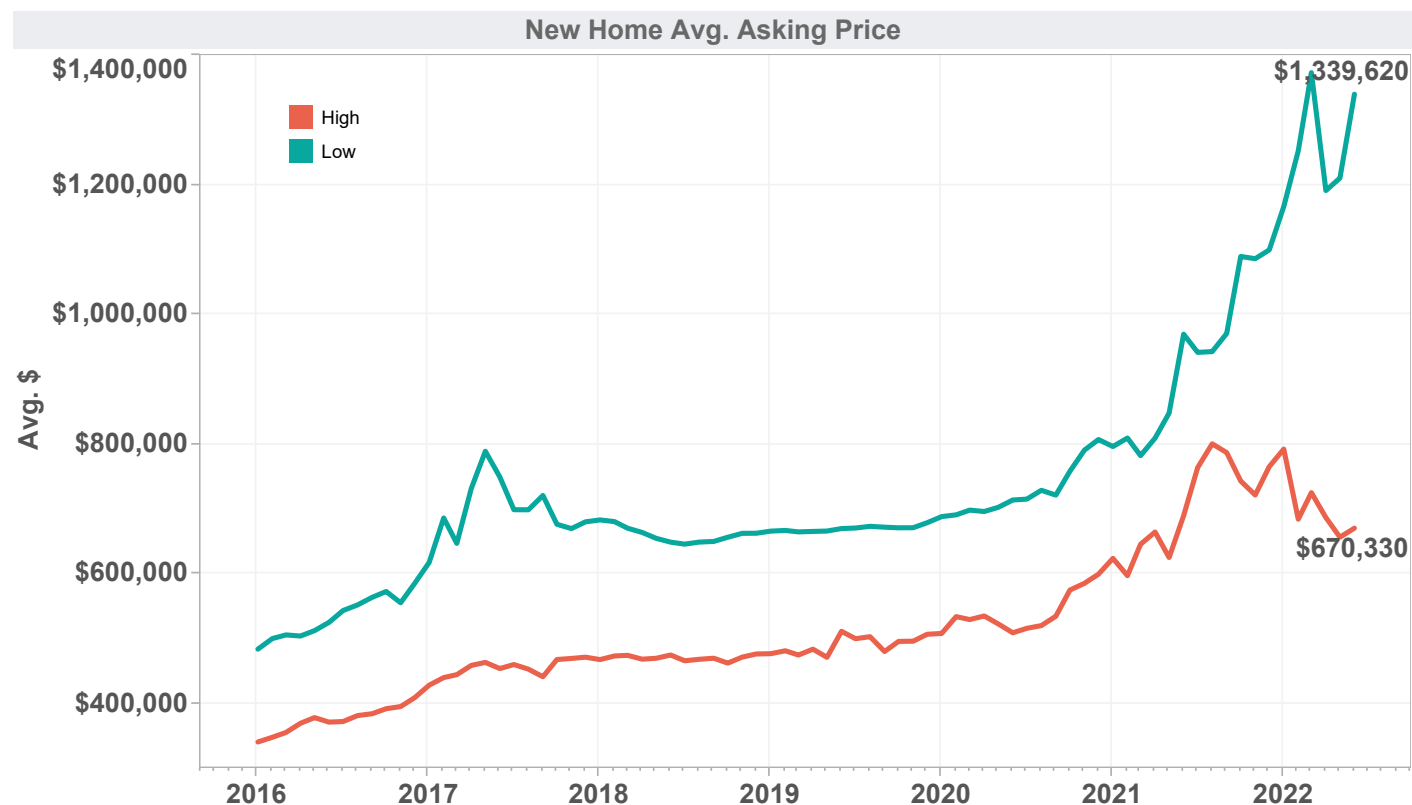
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

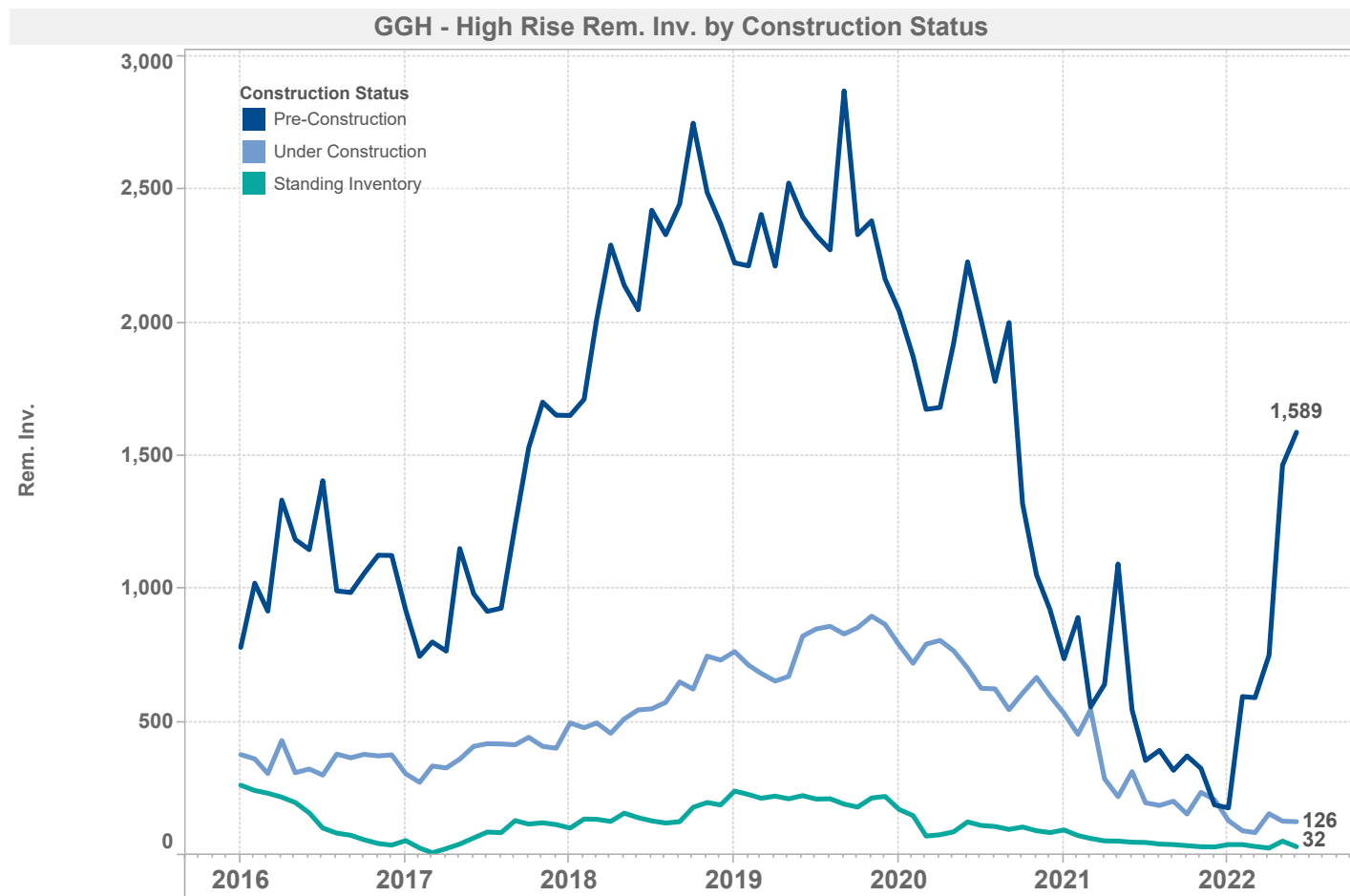
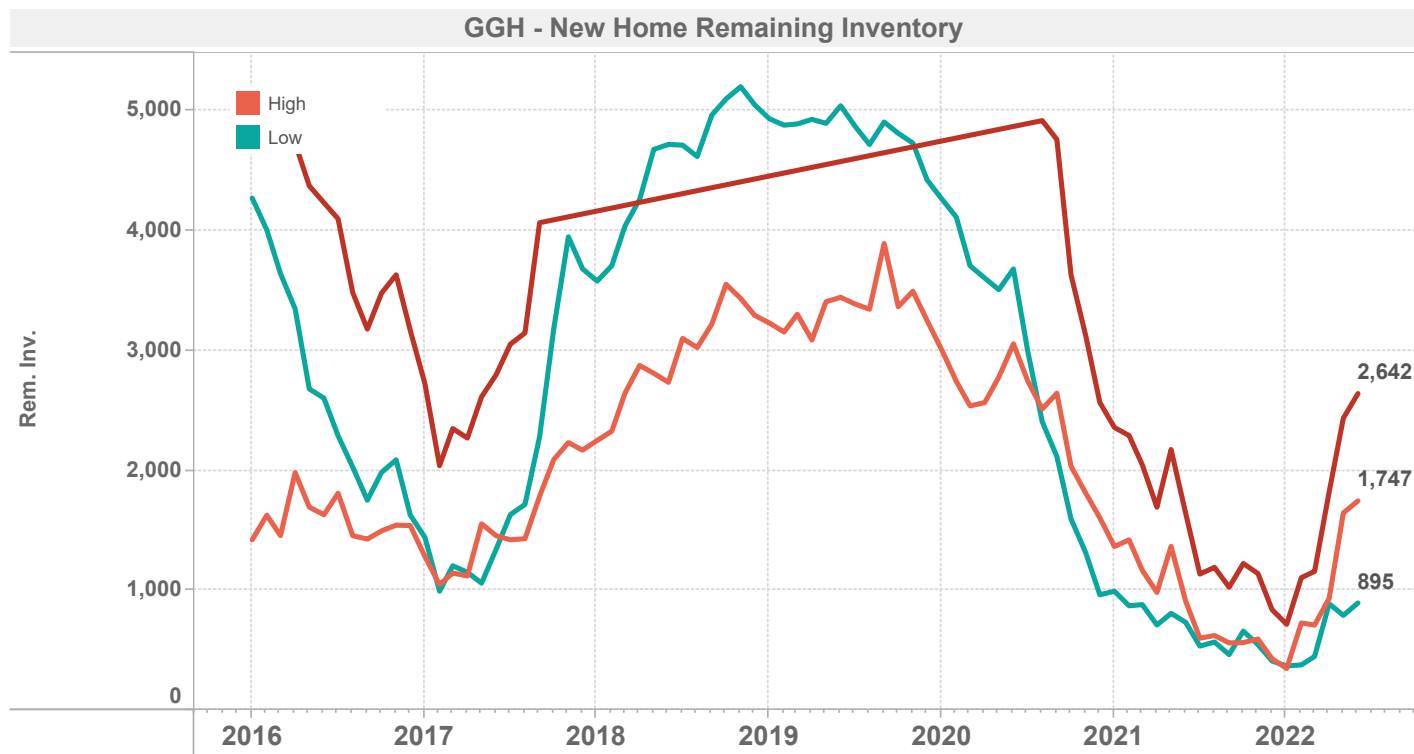
Sales & Remaining Inventory



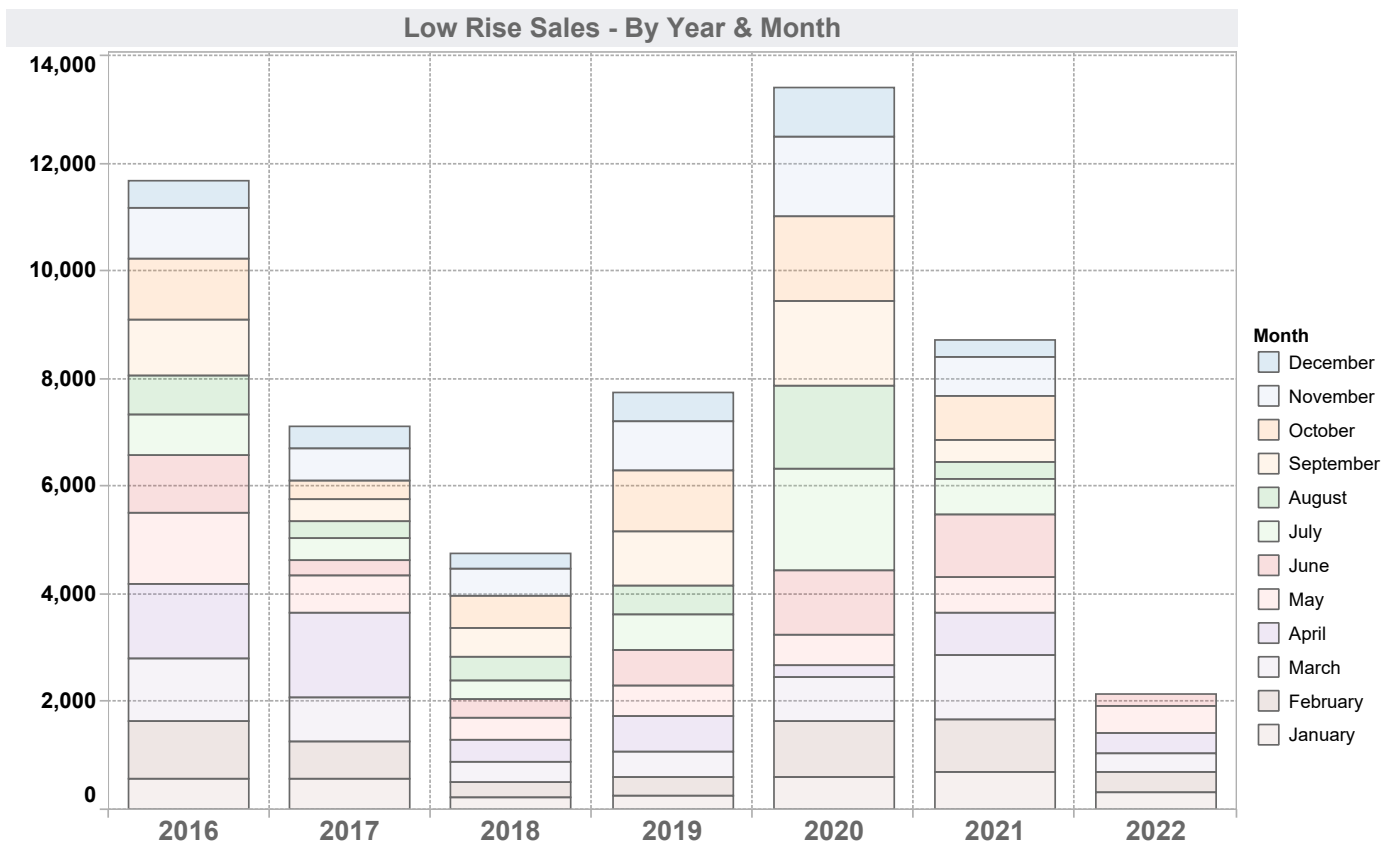
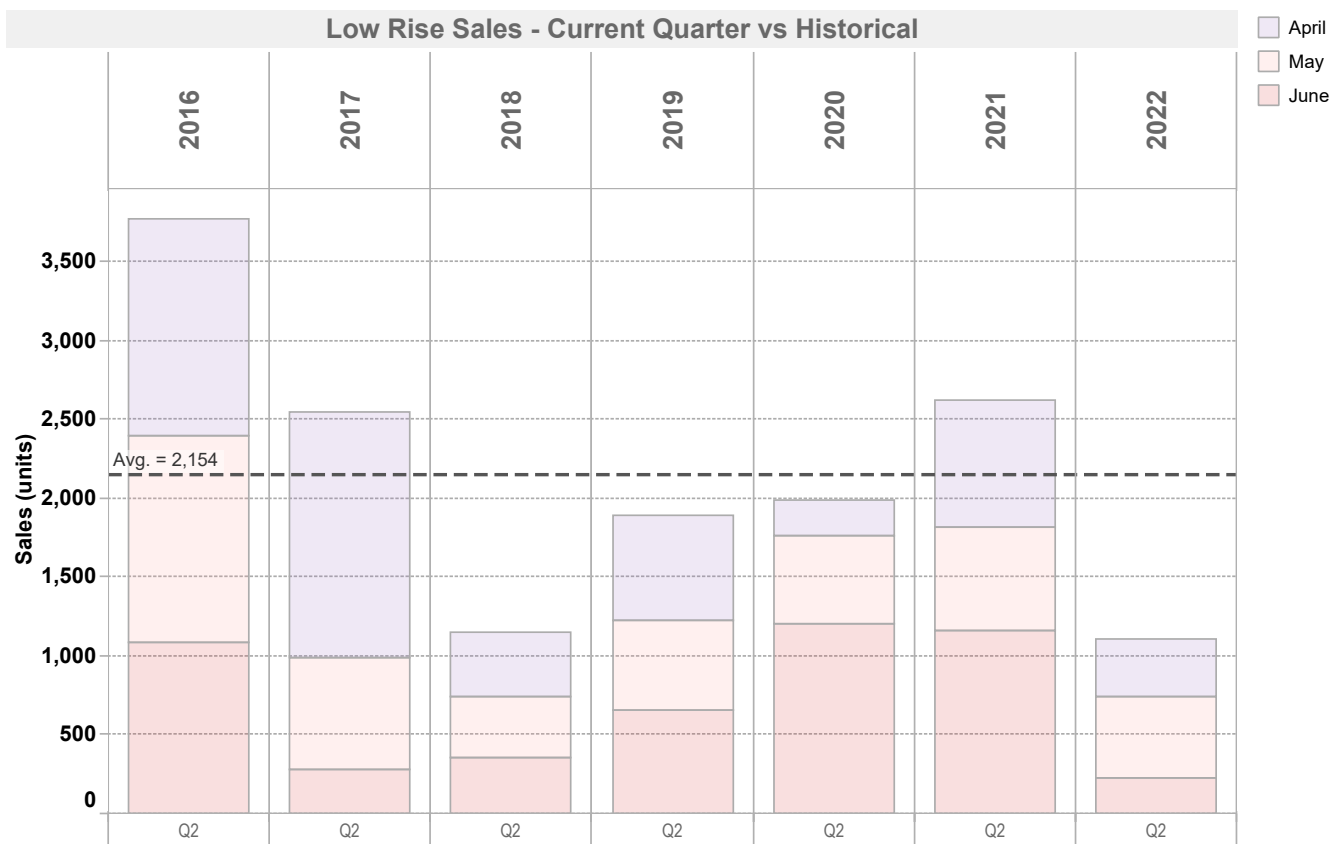
Pricing



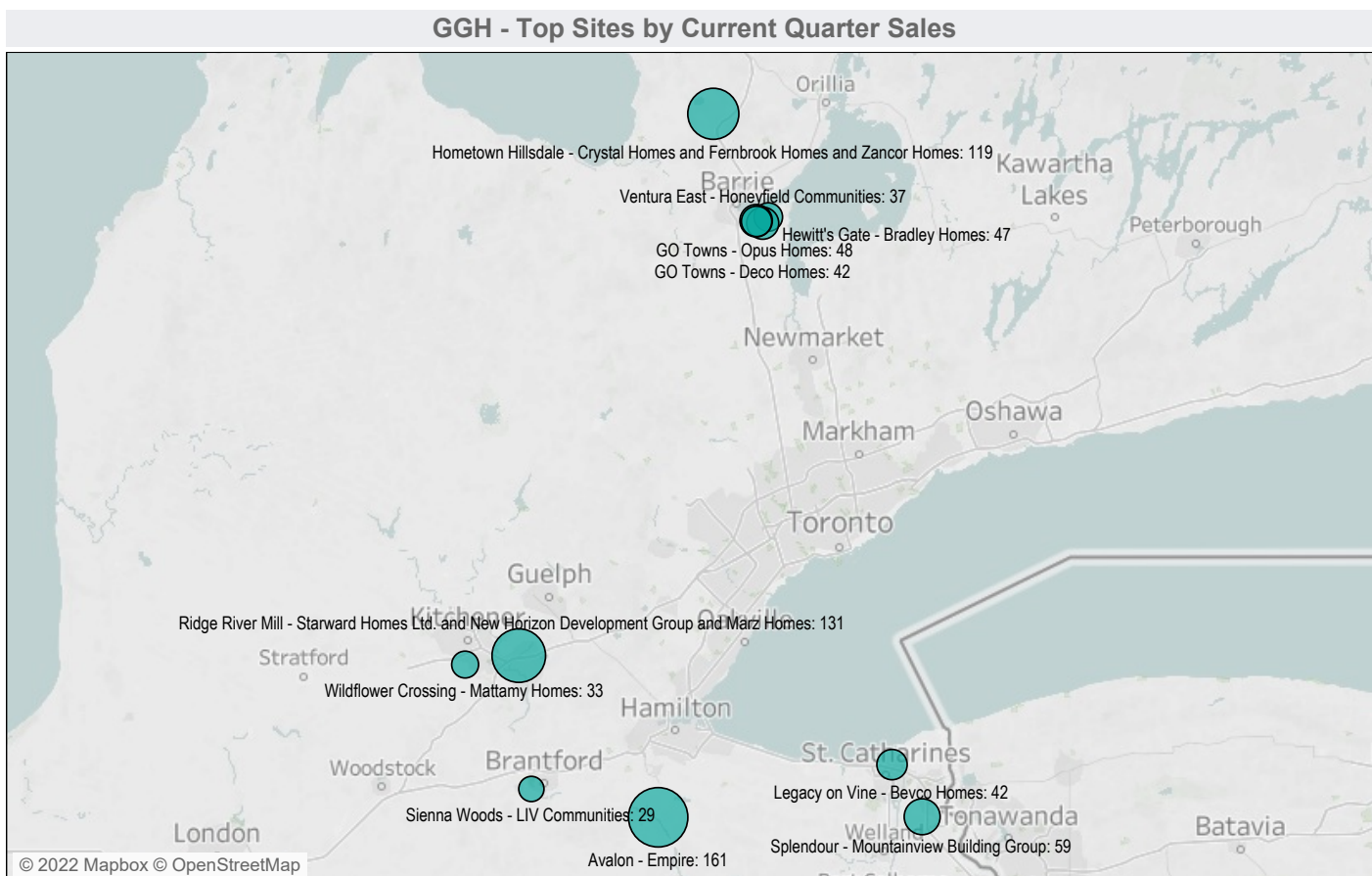
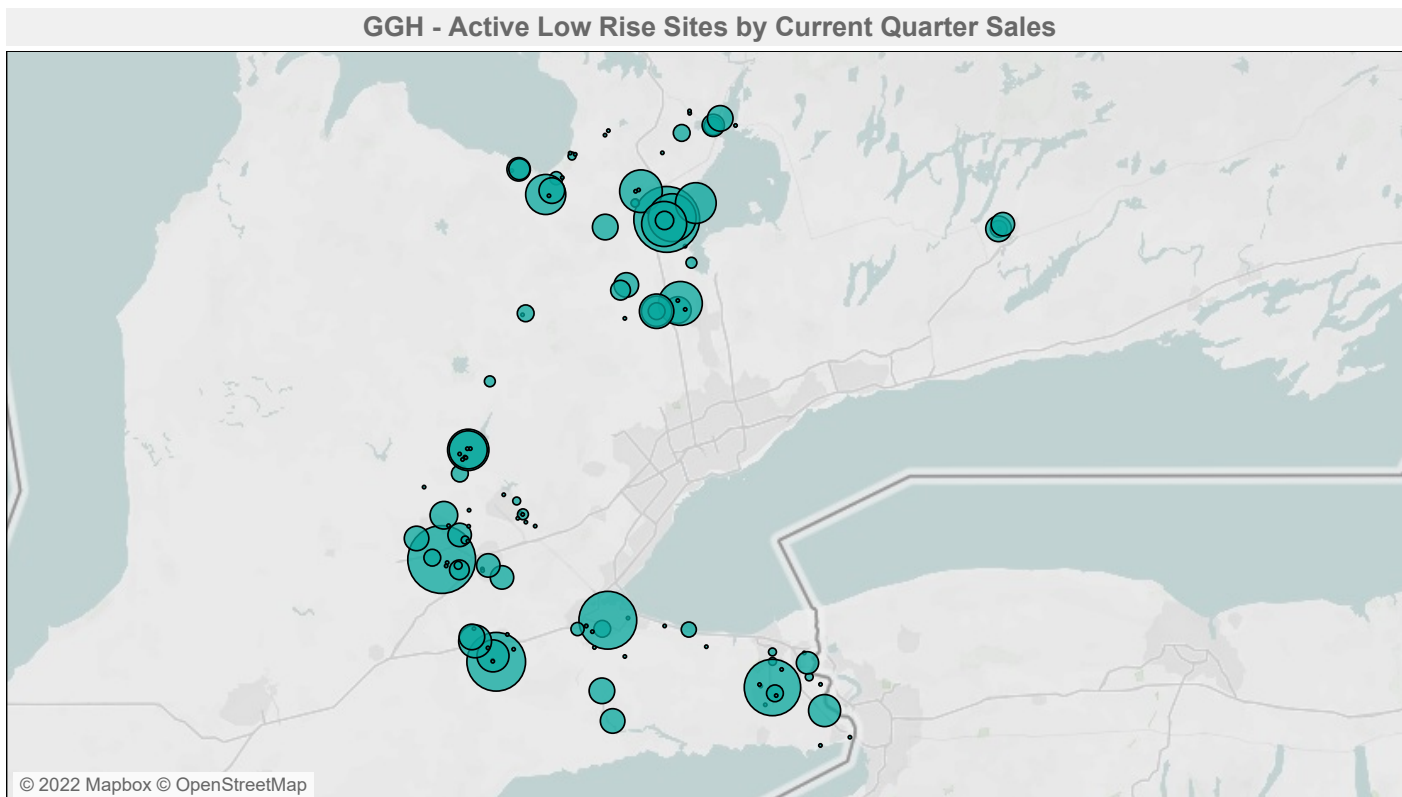
Remaining Inventory



Historical Sales Comparison



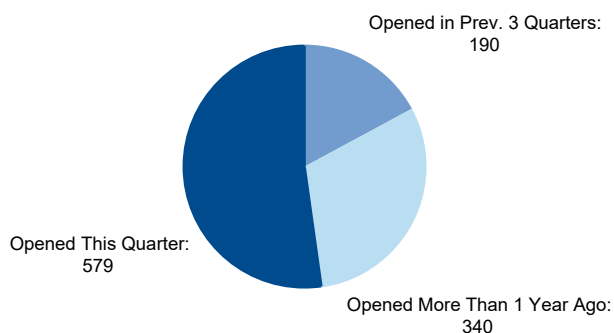
Current Sites



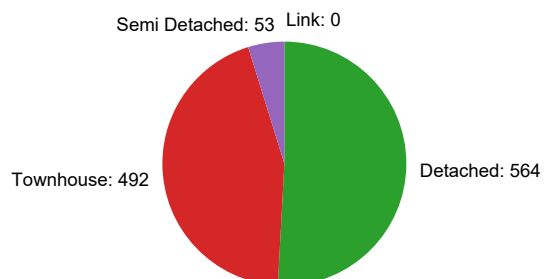
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

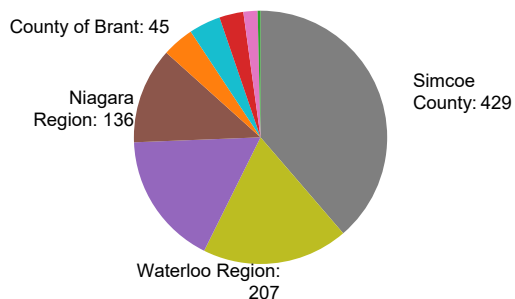
Sales by Opening Date



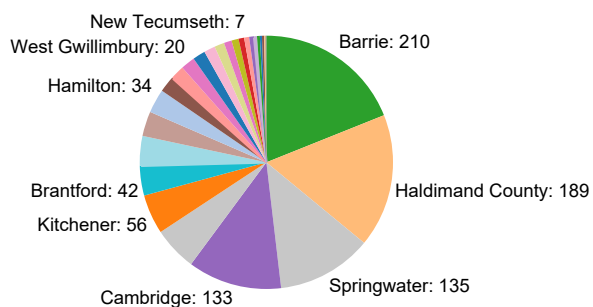
Sales by Product Type



Sales by Region



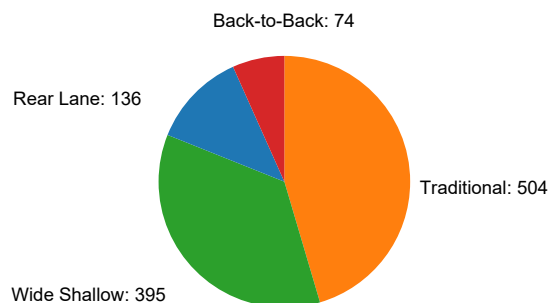
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



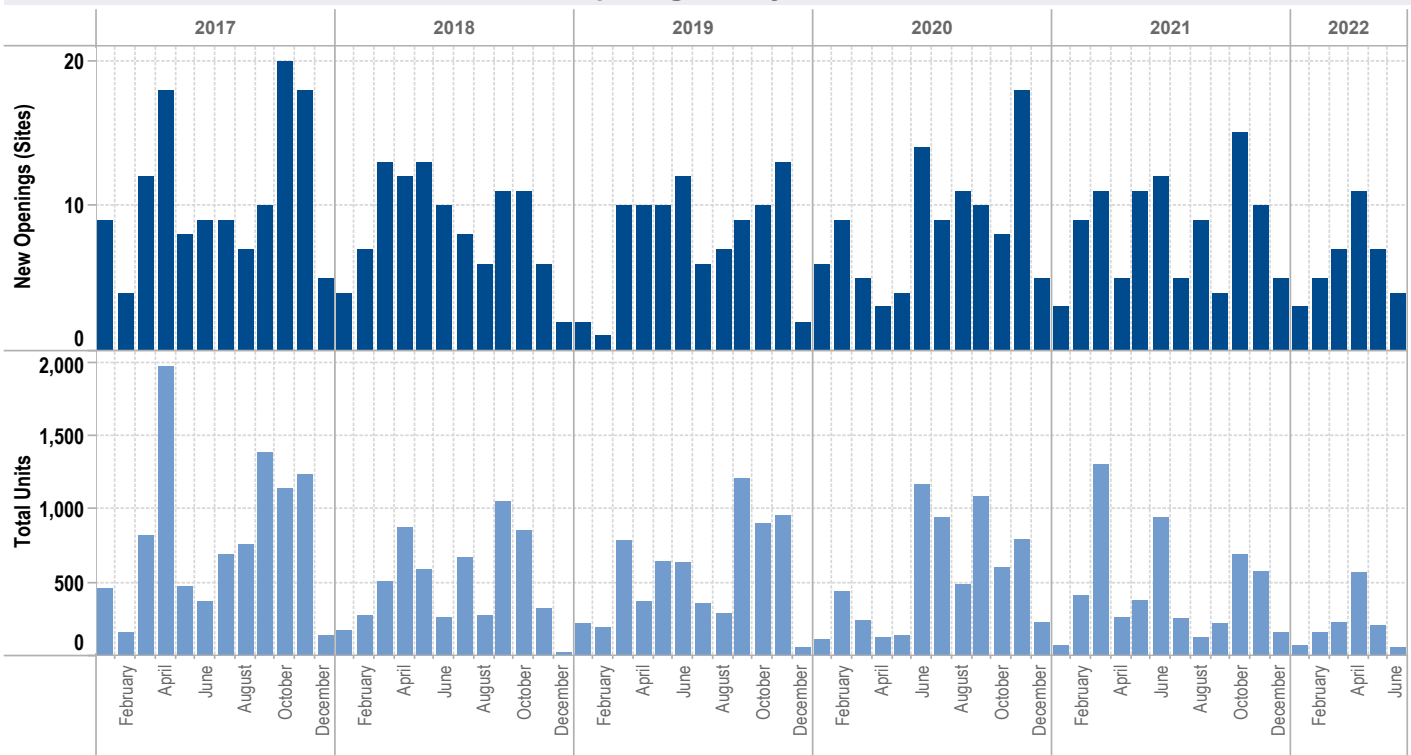
New Openings

Q2 2022 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Nature's Edge - Bromont Homes	Freehold	Peterborough	4/5/2022	2	2	0	
Nature's Edge - Pristine Homes	Freehold	Peterborough	4/5/2022	4	4	0	
Northridge Upscale Towns by Guelph Lake - RealPro Homes Ltd.	Freehold Commo..	Guelph	4/8/2022	96	15	59	
Sienna Woods - LIV Communities	Freehold Commo..	Brantford	4/10/2022	126	23	64	\$592
Splendour - Mountainview Building Group	Freehold	Niagara Falls	4/12/2022	180	59	55	\$515
Hometown Hillsdale - Crystal Homes and Fernbrook Homes and Zanco..	Freehold	Springwater	4/21/2022	372	119	81	\$621
Ridge River Mill - Starward Homes Ltd. and New Horizon Development ..	Freehold Commo..	Cambridge	*	475	131	246	\$561
Trails of Lily Lake - Dietrich Homes	Freehold	Peterborough	4/22/2022	12	0	12	\$607
GO Towns - Opus Homes	Freehold Commo..	Barrie	4/26/2022	132	48	60	\$623
Sora at Glade - Fusion Homes	Condominium	Guelph	4/28/2022	66	11	36	\$642
Legacy on Vine - Bevco Homes	Freehold Commo..	St. Catharines	4/30/2022	140	42	65	\$520
GO Towns - Deco Homes	Freehold Commo..	Barrie	5/2/2022	42	42	0	
Rainwater at 339 Veterans - Sean Homes	Condominium	Barrie	5/7/2022	32	14	6	\$473
Trails of Lily Lake - Picture Homes	Freehold	Peterborough	5/7/2022	14	7	7	\$422
Ventura East - Honeyfield Communities	Freehold	Barrie	5/7/2022	77	37	8	\$515
Westgate Village Alliston - Previn Court Homes	Freehold	New Tecumseth	*	22	2	19	\$634
Trails of Lily Lake - Maplewood Homes	Freehold	Peterborough	5/16/2022	24	2	20	\$506
Harvest Park - Activa	Freehold	Kitchener	5/22/2022	160	4	156	\$488
Mount Hope - Cachet Estate Homes	Freehold	Hamilton	6/11/2022	14	6	8	\$472
Sutherland - Treasure Hill	Freehold	Clearview	*	20	11	9	\$514
Residences at Bay View - Skycon Developments Ltd.	Freehold Commo..	Wasaga Beach	6/27/2022	22	0	22	\$604
Grand Total				2,032	579	933	\$554

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	2022												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Empire	28	65	32	65	59	63							312	14.6%		14.6%	
Great Gulf	44	36	38	21	2	1							142	6.6%		21.2%	
Starward Homes Ltd. and New Horizon Development Group an..				0	98	33							131	6.1%		27.4%	
Mattamy Homes	16	40	31	28	5	0							120	5.6%		33.0%	
Crystal Homes and Fernbrook Homes and Zancor Homes				64	44	11							119	5.6%		38.5%	
Bradley Homes	37	5	1	12	33	2							90	4.2%		42.8%	
DiCenzo Homes	5	14	49	13	3	1							85	4.0%		46.7%	
Activa	3	20	18	12	15	11							79	3.7%		50.4%	
Sorbara	23	2	40	10	0	1							76	3.6%		54.0%	
LIV Communities	0	35	4	24	3	2							68	3.2%		57.2%	
	701	971	1,181	809	649	1,166	672	318	383	838	715	316	8,719				

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

Builder	2022						Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June					
Empire	28	65	32	65	59	63	312	14.6%		14.6%	
Great Gulf	44	36	38	21	2	1	142	6.6%		21.2%	
Starward Homes Ltd. and New Horizon Development Group and Marz Homes				0	98	33	131	6.1%		27.4%	
Mattamy Homes	16	40	31	28	5	0	120	5.6%		33.0%	
Crystal Homes and Fernbrook Homes and Zancor Homes				64	44	11	119	5.6%		38.5%	
Bradley Homes	37	5	1	12	33	2	90	4.2%		42.8%	
DiCenzo Homes	5	14	49	13	3	1	85	4.0%		46.7%	
Activa	3	20	18	12	15	11	79	3.7%		50.4%	
Sorbara	23	2	40	10	0	1	76	3.6%		54.0%	
LIV Communities	0	35	4	24	3	2	68	3.2%		57.2%	
	305	373	351	372	509	228	2,138				

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2022 Q2
Avalon - Empire	Haldimand County	Detached	27'	36
			33'	97
			38'	28
			Total	161
Ridge River Mill - Starward Homes Ltd. and New Horizon Development Group and Marz Homes	Cambridge	Townhouse	16'	75
			20'	34
			21'	22
			Total	131
Hometown Hillsdale - Crystal Homes and Fernbrook Homes and Zancor Homes	Springwater	Detached	50'	100
			60'	14
			100'	5
			Total	119
Splendour - Mountainview Building Group	Niagara Falls	Detached	32'	8
			36'	14
		Semi Detached	20'	4
		Townhouse	20'	33
		Total		59
GO Towns - Opus Homes	Barrie	Townhouse	18'	24
			20'	24
			Total	48
Hewitt's Gate - Bradley Homes	Barrie	Detached	36'	27
			45'	20
			Total	47
GO Towns - Deco Homes	Barrie	Townhouse	16'	42
			Total	42
Legacy on Vine - Bevco Homes	St. Catharines	Townhouse	20'	19
			21'	23
			Total	42
Ventura East - Honeyfield Communities	Barrie	Detached	33'	13
			38'	2
			40'	5
			Semi Detached	17
		Total		37
Wildflower Crossing - Mattamy Homes	Kitchener	Detached	30'	9
			36'	8
		Townhouse	21'	16
			Total	33
Sienna Woods - LIV Communities	Brantford	Semi Detached	24'	6
			16'	15
		Townhouse	19'	2
			20'	6
			Total	29
Legacy - Empire	Thorold	Townhouse	16'	23
			Total	23

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2021 Q2				2022 Q2			
		Detached	Link	Semi Detached	Townhouse	Detached	Link	Semi Detached	Townhouse
County of Brant	Brant	• 11			• 73	• 3			• 0
	Brantford	• 77			• 35	• 0		• 6	• 36
	Total	• 88			• 108	• 3		• 6	• 36
Dufferin County	Grand Valley	• 7				• 4			
	Melancthon	• 0							
	Orangeville								
	Shelburne	• 69			• 0	• 0			• 0
	Total	• 76			• 0	• 4			• 0
Haldimand County	Haldimand County	• 0				• 189			
	Total	• 0				• 189			
Hamilton	Hamilton	• 161		• 160	• 84	• 3			• 31
	Total	• 161		• 160	• 84	• 3			• 31
Niagara Region	Fort Erie	• 29		• 4	• 1	• 1		• 0	• 1
	Grimsby				• 3				• 0
	Lincoln	• 0				• 0			
	Niagara Falls	• 0			• 77	• 22		• 4	• 36
	Niagara-on-the-Lake				• 6				
	Pelham	• 0			• 0	• 0			• 0
	St. Catharines	• 0			• 3	• 0			• 42
	Thorold	• 51			• 46	• 0			• 23
	Welland	• 6			• 19	• 5			• 2
	West Lincoln								
	Total	• 86		• 4	• 155	• 28		• 4	• 104
Peterborough County	Peterborough	• 65			• 19	• 20			
	Total	• 65			• 19	• 20			
Simcoe County	Adjala-Tosorontio								
	Barrie	• 61		• 38	• 256	• 72		• 31	• 107
	Clearview	• 44		• 0		• 6		• 8	
	Collingwood	• 0				• 4	• 0		
	Essa	• 0				• 3			
	Innisfil	• 147			• 4	• 13			• 3
	New Tecumseth	• 20			• 32	• 7			• 0
	Orillia	• 3			• 4	• 8			• 0
	Oro-Medonte	• 110				• 1			
	Springwater	• 34				• 131		• 4	
	Wasaga Beach	• 82	• 17		• 122	• 11		• 0	• 0
	West Gwillimbury	• 5		• 11	• 1	• 17		• 0	• 3
	Total	• 506	• 17	• 49	• 419	• 273	• 0	• 43	• 113
Waterloo Region	Cambridge	• 15			• 0	• 0			• 133
	Kitchener	• 186		• 4	• 64	• 39			• 17
	North Dumfries	• 103			• 33				
	Waterloo	• 29				• 1			• 17
	Woolwich	• 36			• 0	• 0			• 0
	Total	• 369		• 4	• 97	• 40			• 167
Wellington County	Centre Wellington	• 62		• 52	• 0	• 4		• 0	• 6
	Guelph	• 25		• 12	• 6	• 0		• 0	• 35
	Guelph/Eramosa								
	Puslinch	• 0				• 0			
	Total	• 87		• 64	• 6	• 4		• 0	• 41
Grand Total		• 1,438	• 17	• 281	• 888	• 564	• 0	• 53	• 492

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