



AltusGroup



Greater Golden Horseshoe Major Markets Low Rise Projects

New Homes Monthly Market Report
Data as of September 2022

GGH Overview

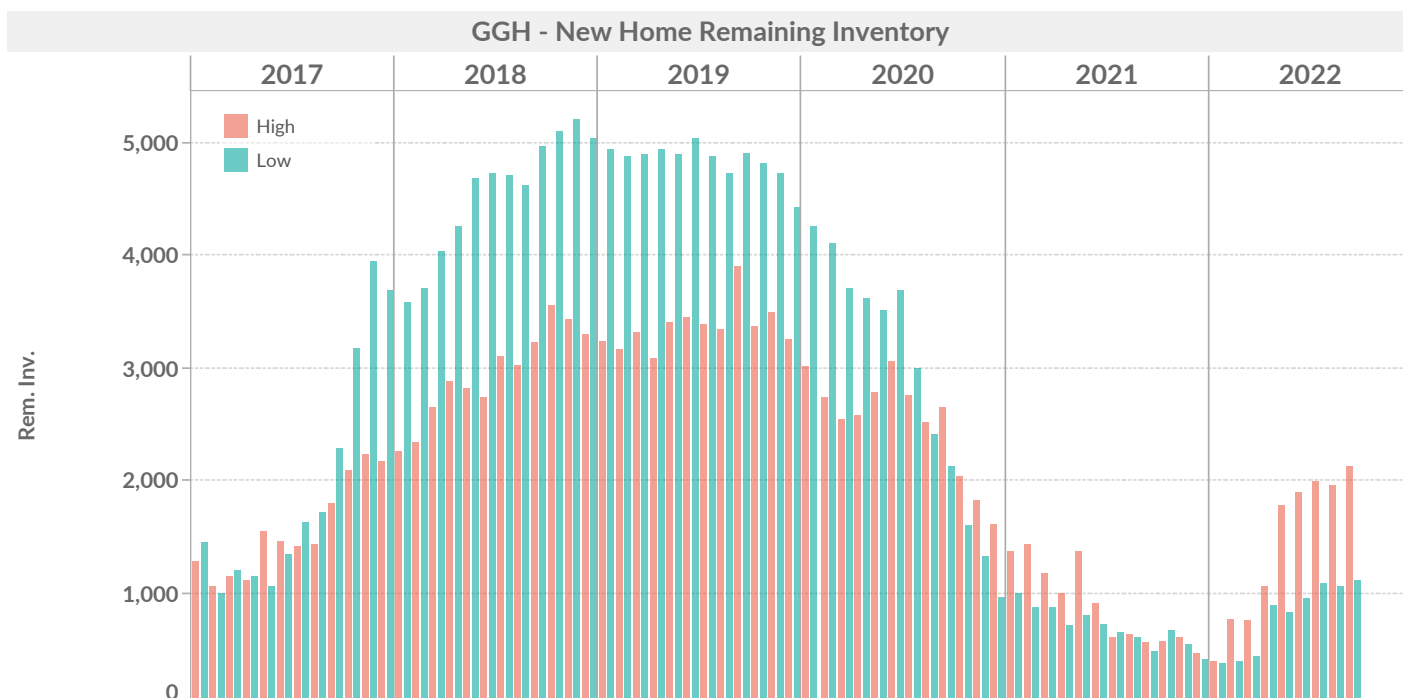
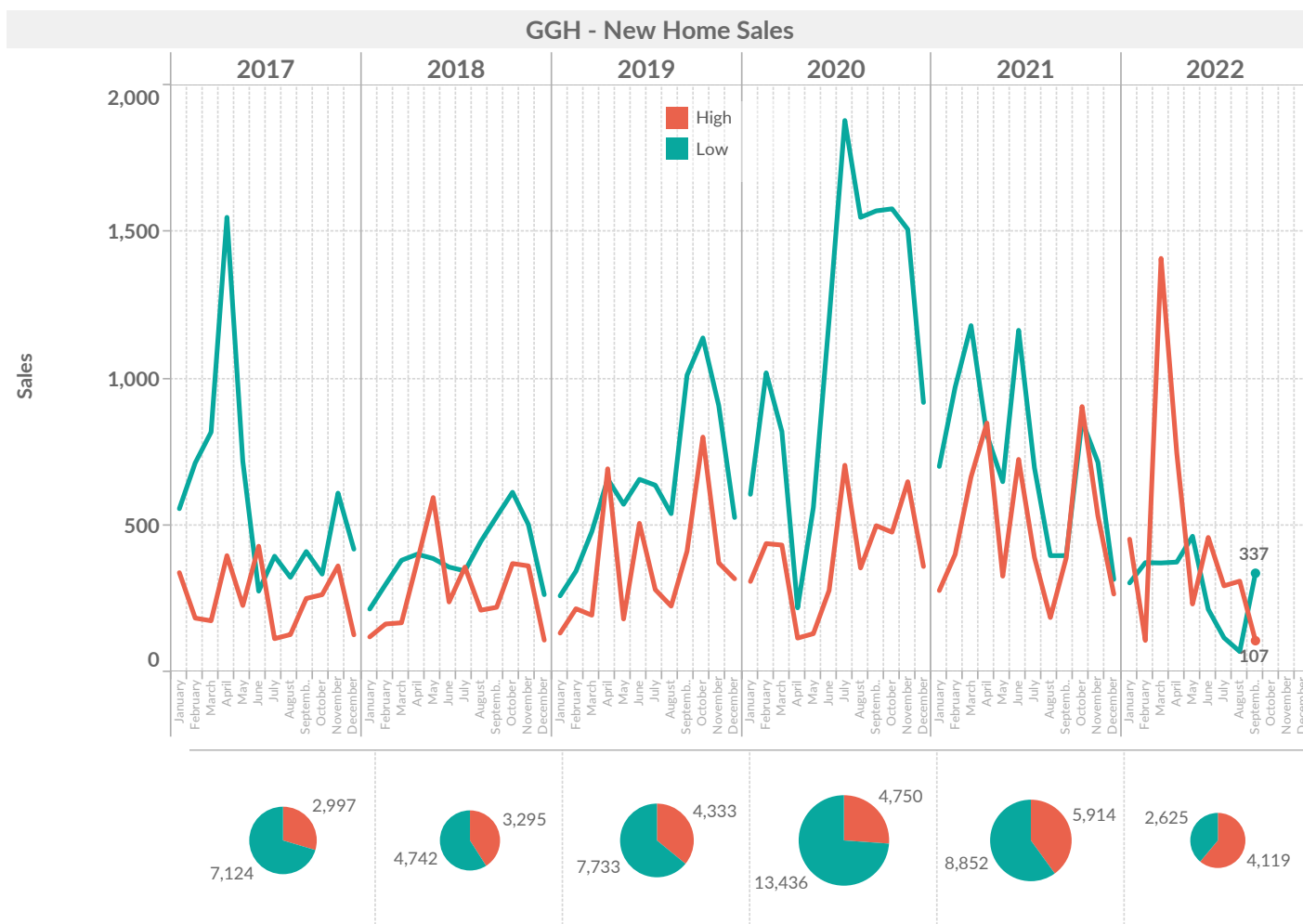
Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q3 2022		Q3 2021		Change
Condominium Apartment	711		966		-26.4%
Single Family	524		1,490		-64.8%
Total	1,235		2,456		-49.7%
Year to Date Sales	Jan.-Sep. 2022		Jan.-Sep. 2021		Y/Y Change
Condominium Apartment	4,119		4,211		-2.2%
Single Family	2,625		6,965		-62.3%
Total	6,744		11,176		-39.7%
Year to Date Supply	Jan.-Sep. 2022		Jan.-Sep. 2021		Y/Y Change
Condominium Apartment	5,475		3,408		60.7%
Single Family	3,329		6,485		-48.7%
Total	8,804		9,893		-11.0%
Year to Date Completions	Jan.-Sep. 2022		Jan.-Sep. 2021		Y/Y Change
Condominium Apartment	3,523		1,950		80.7%
Remaining Inventory	Sep-22	Jun-22	Sep-21	M/M Change	Y/Y Change
Condominium Apartment	2,122	1,900	564	11.7%	276.2%
Single Family	1,115	942	483	18.4%	130.8%
Total	3,237	2,842	1,047	13.9%	209.2%
Average Asking Price	Sep-22	Jun-22	Sep-21	M/M Change	Y/Y Change
Condominium Apartment	\$714,860	\$673,720	\$786,495	6.1%	-9.1%
Single Family	\$1,267,449	\$1,314,598	\$971,488	-3.6%	30.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	7	67	296	175	
Condominium Apartment Units	2,266	9,531	11,591	7,002	
% Sold*	9%	78%	94%	65%	
Single Family Projects	6	144			
Single Family Units	272	13,411			
% Sold*	79%	92%			

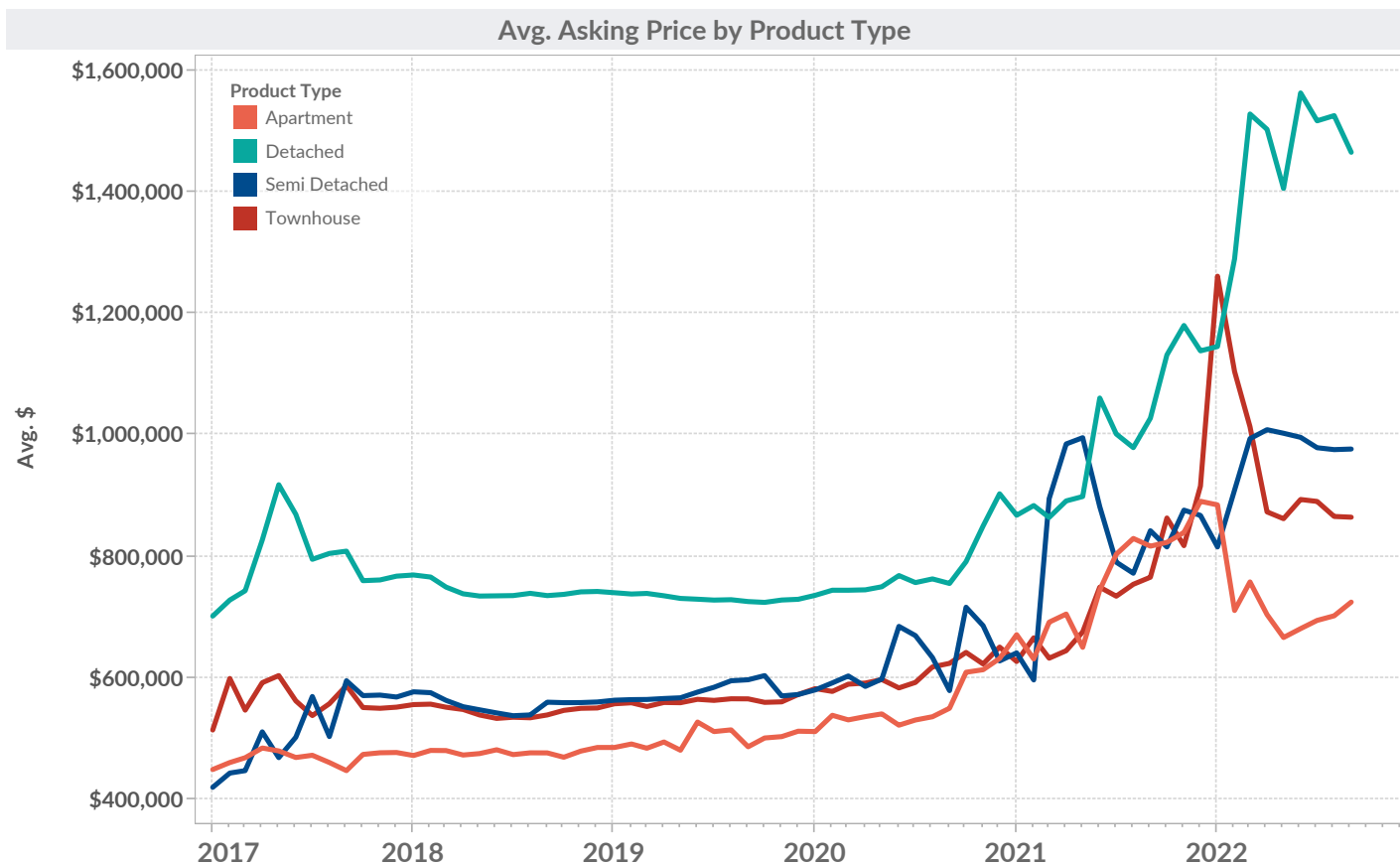
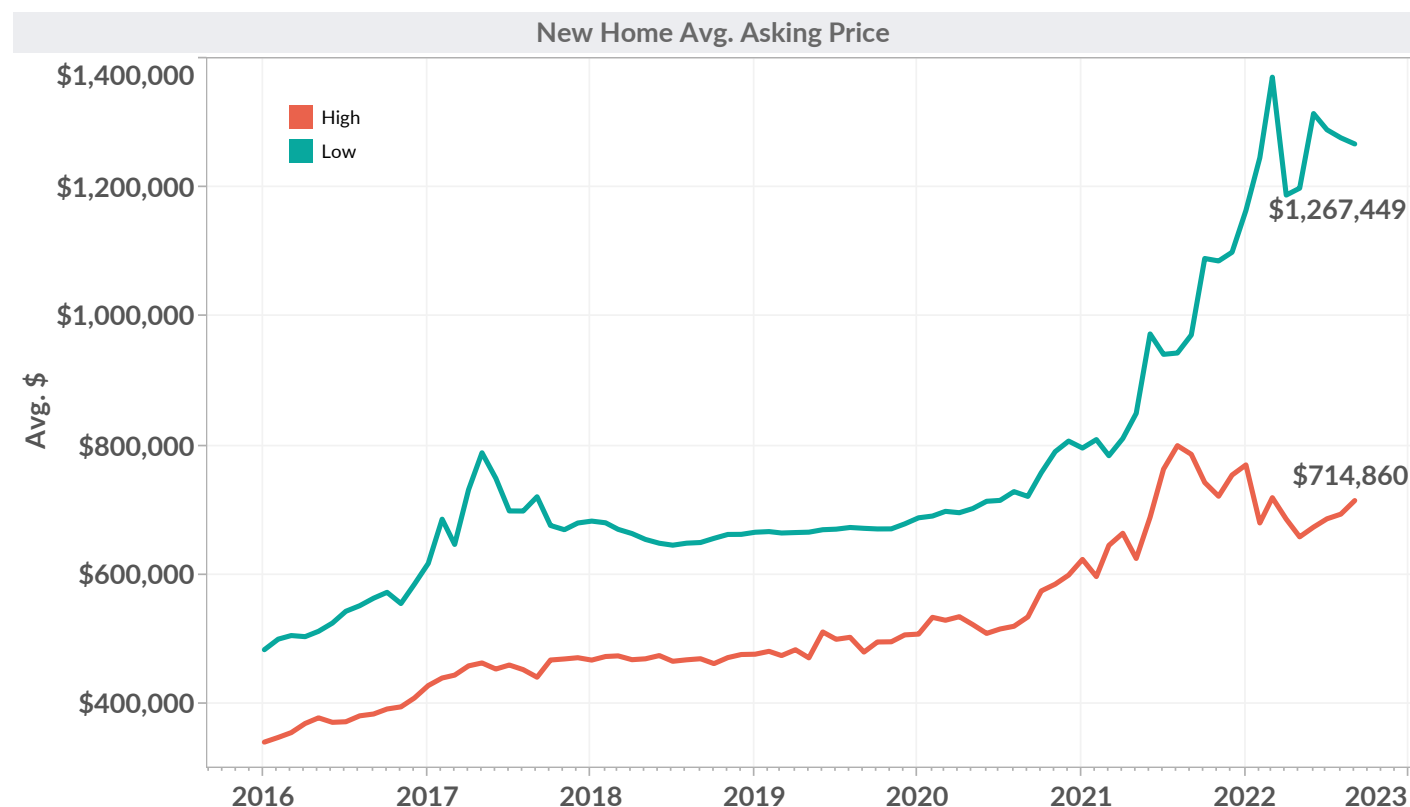
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

All Active includes all projects actively marketing a 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.

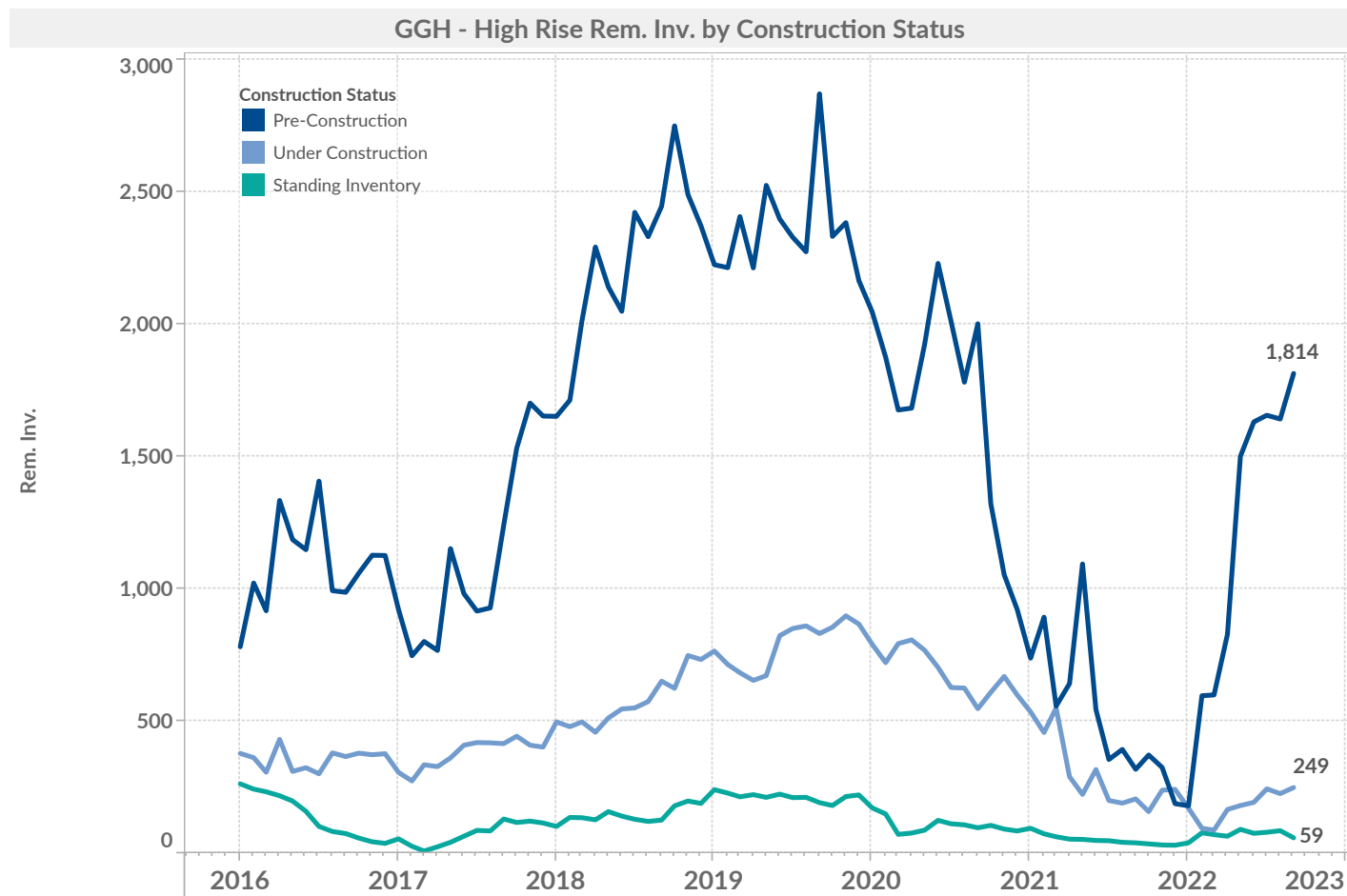
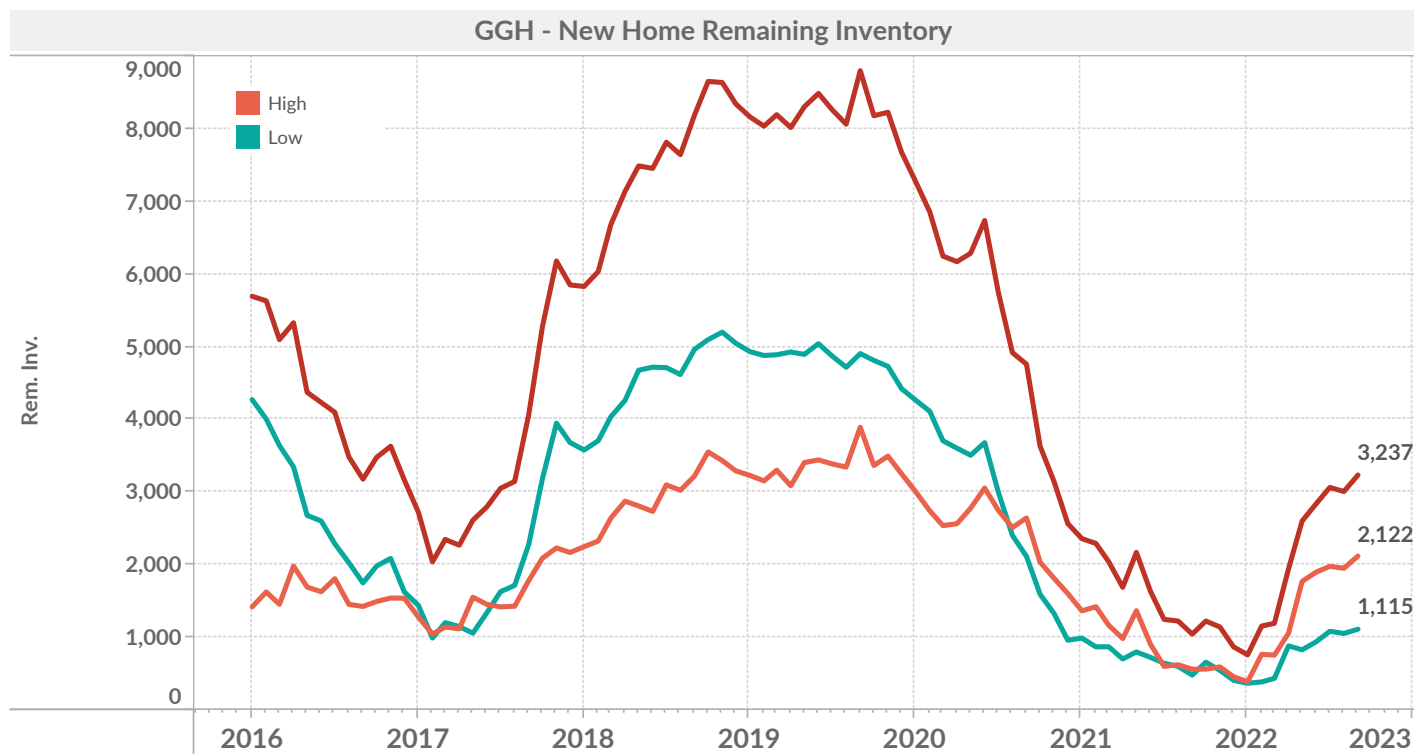
Sales & Remaining Inventory



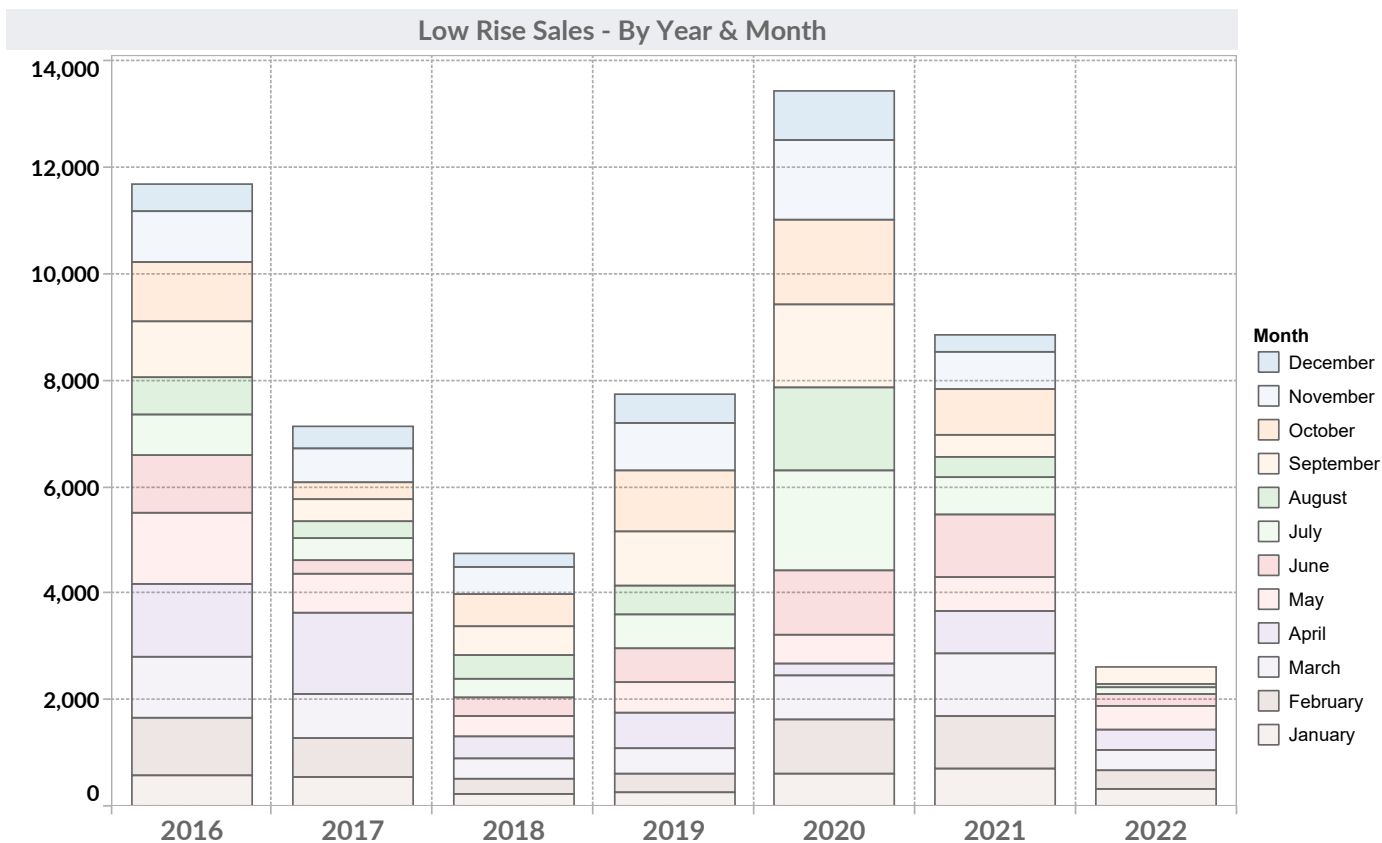
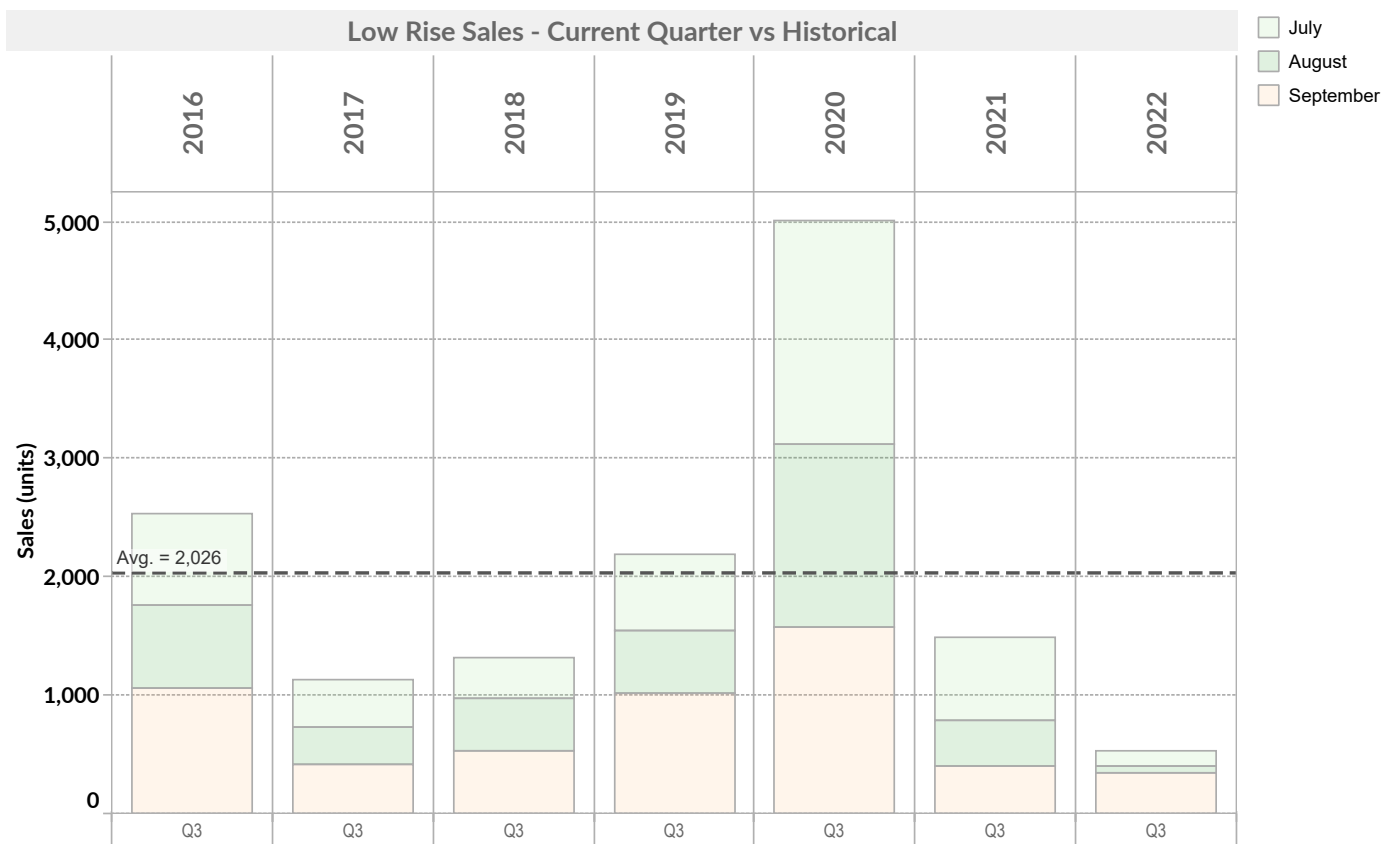
Pricing



Remaining Inventory

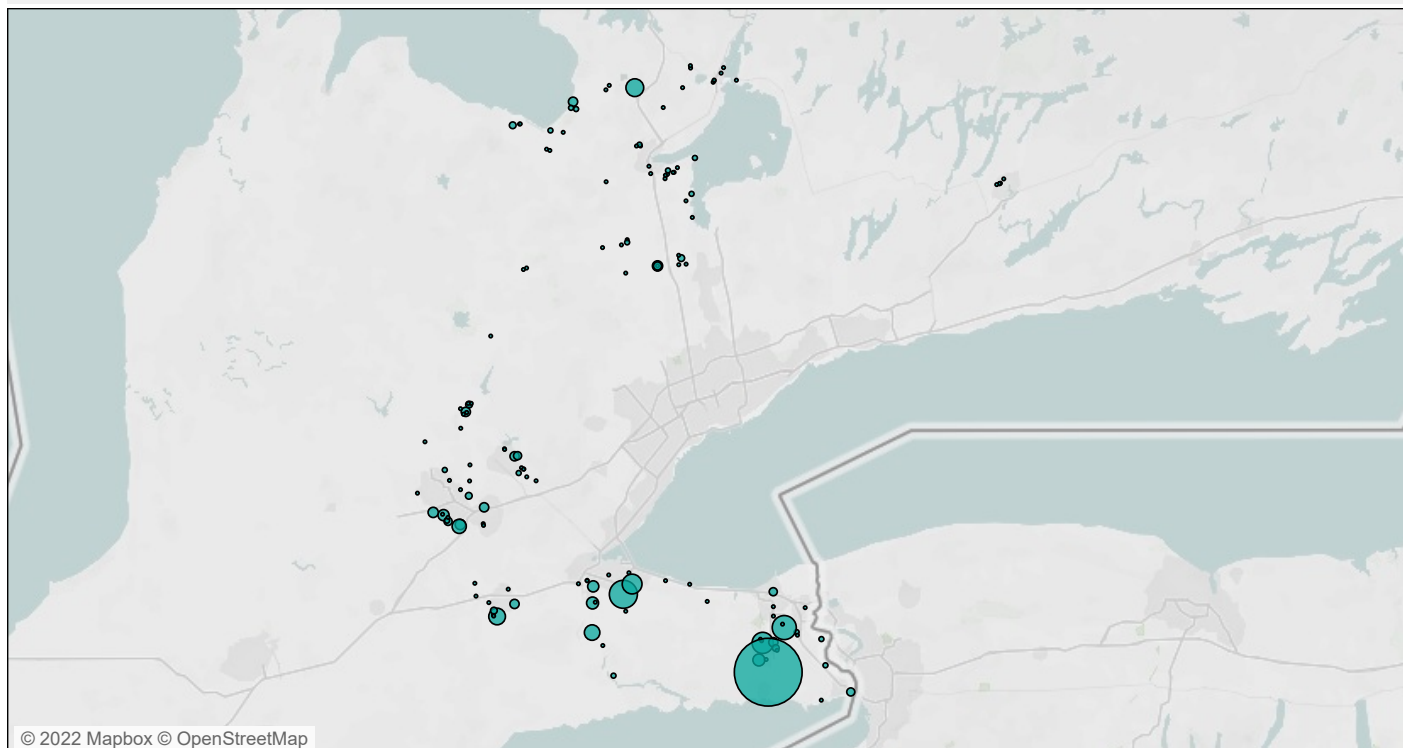


Historical Sales Comparison

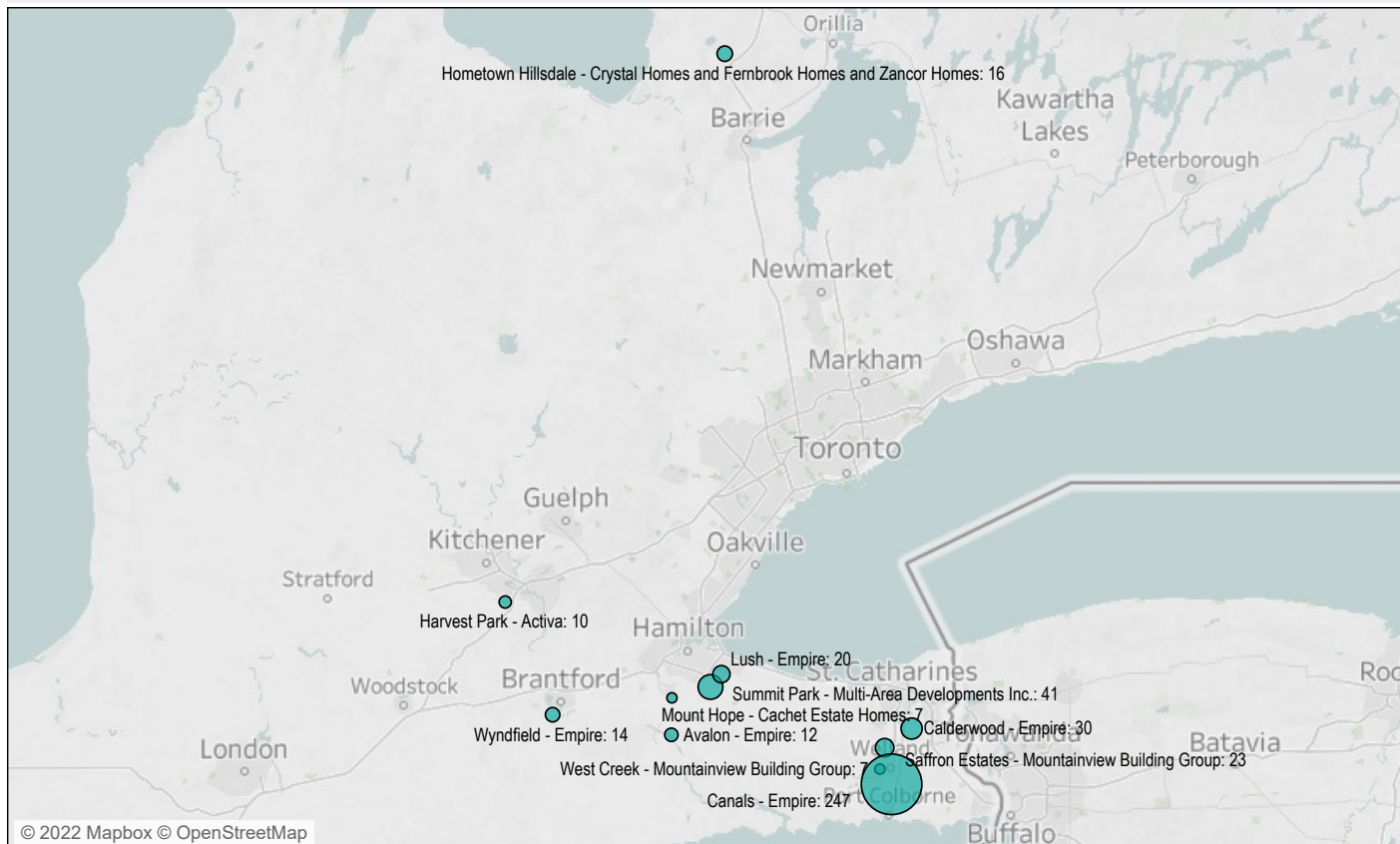


Current Sites

GGH - Active Low Rise Sites by Current Quarter Sales



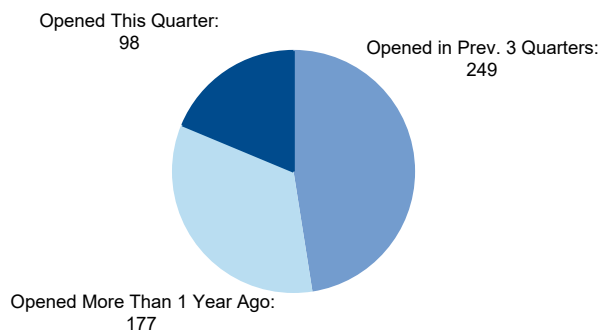
GGH - Top Sites by Current Quarter Sales



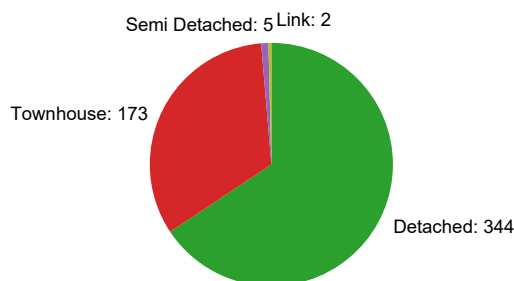
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

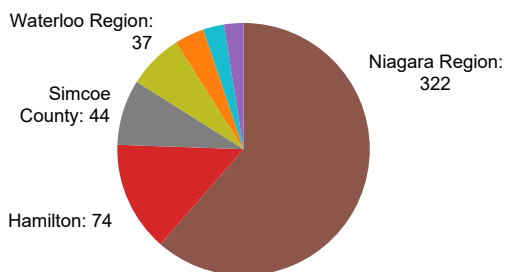
Sales by Opening Date



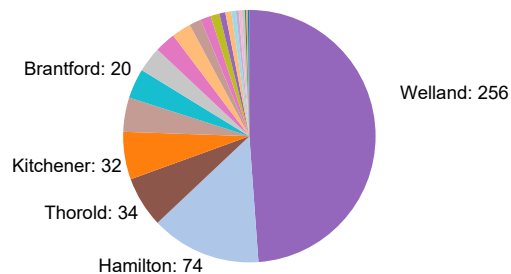
Sales by Product Type



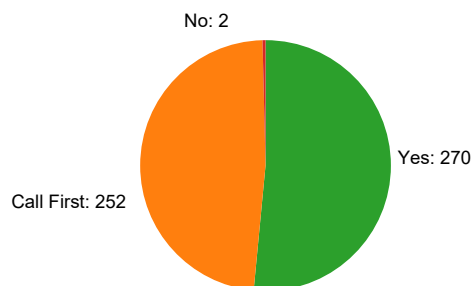
Sales by Region



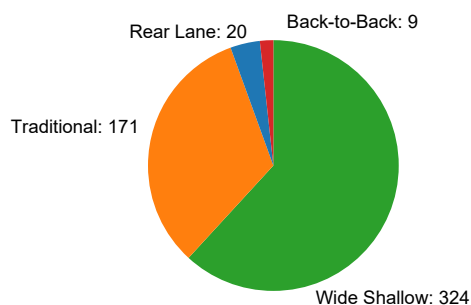
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



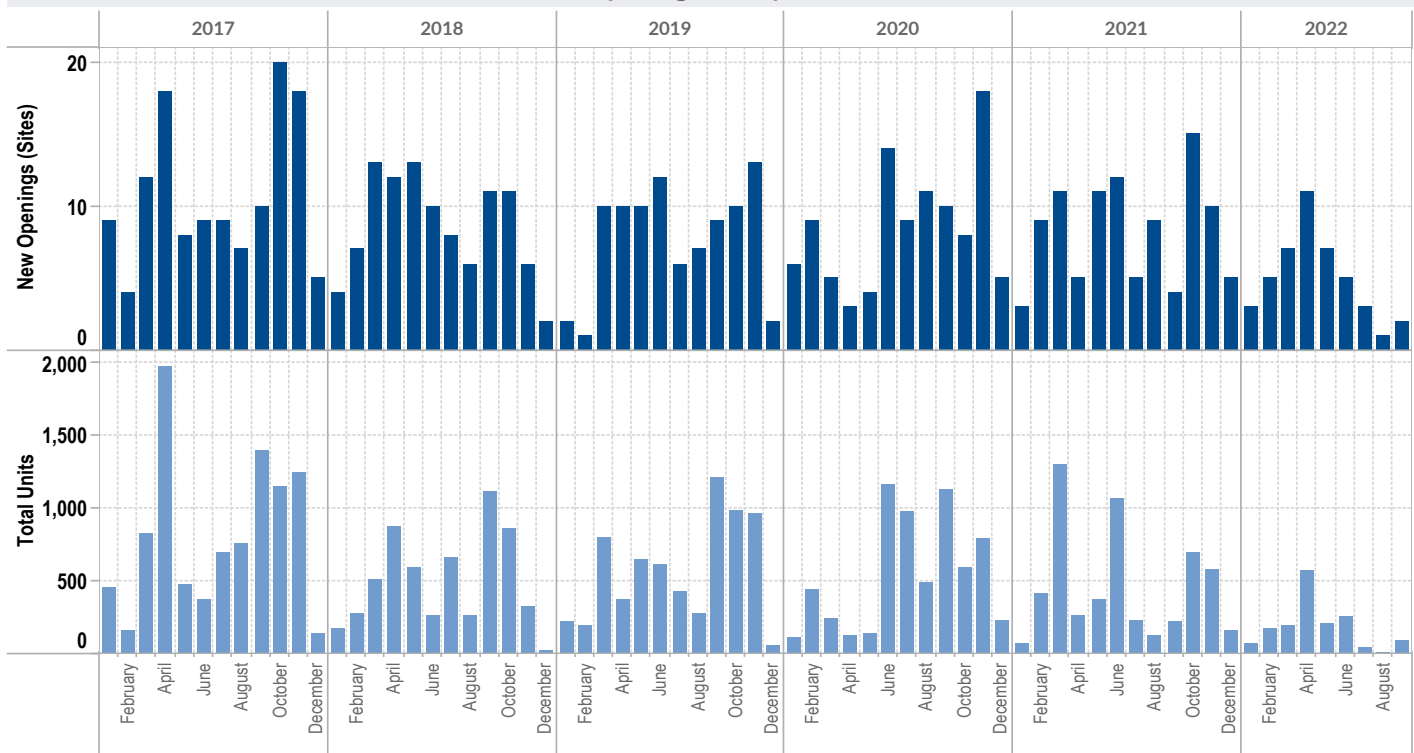
New Openings

Q3 2022 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
West Creek - Mountainview Building Group	Freehold	Welland	2022-07-06	45	7	25	\$518
Williamsburg Green - Heathwood Homes	Freehold	Kitchener	2022-07-08	60	6	44	\$397
Saffron Estates - Mountainview Building Group	Freehold	Pelham	2022-07-19	42	1	41	\$432
Lush - Empire	Freehold Common Element	Hamilton	2022-08-13	32	3	26	\$416
Canals - Empire	Freehold	Welland	2022-09-06	89	80	9	\$443
Wallaceton - Fusion Homes	Freehold	Kitchener	2022-09-28	4	1	3	\$557
Grand Total				272	98	148	\$429

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	70	24	31	272				646	24.6%		24.6%	
Great Gulf	44	36	38	21	2	1	0	0	2				144	5.5%		30.1%	
Crystal Homes and Fernbrook Homes and Zancor Homes				64	43	11	8	4	4				134	5.1%		35.2%	
Starward Homes Ltd. and New Horizon Development Group an..				0	93	30	4	0	0				127	4.8%		40.0%	
Mattamy Homes	16	40	31	28	5	0	0	0	0				120	4.6%		44.6%	
Activa	3	20	23	18	16	10	8	6	2				106	4.0%		48.6%	
Mountainview Building Group	0	9		25	16	18	7	3	21				99	3.8%		52.4%	
Bradley Homes	37	5	1	12	33	1	0	0	0				89	3.4%		55.8%	
DiCenzo Homes	5	14	49	10	0	1	0	0	0				79	3.0%		58.8%	
Sorbara	23	2	40	10	0	1	1	1	0				78	3.0%		61.8%	
	304	373	372	375	463	214	117	70	337				2,625				

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

Builder	2021			2022										Total	Market Share		Cum. Mkt. Share	
	October	November	December	January	February	March	April	May	June	July	August	September	%			%		
Empire	65	79	0	28	65	32	65	59	70	24	31	272	790		17.5%		17.5%	
Great Gulf	30	27	30	44	36	38	21	2	1	0	0	2	231		5.1%		22.6%	
Sorbara	4	0	99	23	2	40	10	0	1	1	1	0	181		4.0%		26.6%	
Mattamy Homes	37	0	0	16	40	31	28	5	0	0	0	0	157		3.5%		30.1%	
LIV Communities	0	47	21	0	35	4	24	3	2	2	0	0	138		3.1%		33.2%	
Bradley Homes		48	0	37	5	1	12	33	1	0	0	0	137		3.0%		36.2%	
Activa	3	17	9	3	20	23	18	16	10	8	6	2	135		3.0%		39.2%	
Crystal Homes and Fernbrook Homes and Zancor Homes							64	43	11	8	4	4	134		3.0%		42.2%	
DiCenzo Homes	28	17	4	5	14	49	10	0	1	0	0	0	128		2.8%		45.0%	
Starward Homes Ltd. and New Horizon Development Group and Marz Homes							0	93	30	4	0	0	127		2.8%		47.8%	
	856	715	316	304	373	372	375	463	214	117	70	337	4,512					

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2022 Q3
Canals - Empire	Welland	Detached	27'	84
			33'	80
			36'	36
		Townhouse	20'	47
		Total		247
Summit Park - Multi-Area Developments Inc.	Hamilton	Detached	33'	4
			36'	11
			40'	7
			45'	5
			55'	1
		Townhouse	20'	13
		Total		41
Calderwood - Empire	Thorold	Detached	27'	7
			34'	15
		Townhouse	20'	8
				30
Saffron Estates - Mountainview Building Group	Pelham	Detached	40'	8
			45'	2
		Semi Detached	30'	1
		Townhouse	20'	12
		Total		23
Lush - Empire	Hamilton	Townhouse	15'	3
			16'	17
		Total		20
Hometown Hillsdale - Crystal Homes and Fernbrook Homes and Zancor Homes	Springwater	Detached	50'	16
			60'	0
			100'	0
		Total		16
Wyndfield - Empire	Brantford	Detached	34'	0
		Townhouse	18'	14
		Total		14
Avalon - Empire	Haldimand County	Detached	27'	2
			33'	3
			38'	3
		Townhouse	20'	4
		Total		12
Harvest Park - Activa	Kitchener	Detached	30'	2
			36'	3
			40'	4
			45'	1
		Total		10
Mount Hope - Cachet Estate Homes	Hamilton	Townhouse	20'	7
			21'	0
		Total		7

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2021 Q3				2022 Q3			
		Detached	Link	Semi Detached	Townhouse	Detached	Link	Semi Detached	Townhouse
County of Brant	Brant	1			64	0			0
	Brantford	85			73	0		0	20
	Total	86			137	0		0	20
Dufferin County	Grand Valley	12				0			
	Melancthon								
	Orangeville								
	Shelburne	41			0	0			0
	Total	53			0	0			0
Haldimand County	Haldimand County	0				9			4
	Total	0				9			4
Hamilton	Hamilton	33		42	2	34			40
	Total	33		42	2	34			40
Niagara Region	Fort Erie	8		6	4	0		1	3
	Grimsby				0				0
	Lincoln	0				0			
	Niagara Falls	0			27	0		0	2
	Niagara-on-the-Lake								
	Pelham	1			1	10		1	12
	St. Catharines	0			0	0			3
	Thorold	104		21	93	22			12
	Welland	6			3	202			54
	West Lincoln								
	Total	119		27	128	234		2	86
Peterborough County	Peterborough	85			16	0			
	Total	85			16	0			
Simcoe County	Adjala-Tosorontio								
	Barrie	65		0	49	0		0	1
	Clearview	95				0			
	Collingwood	1				0	2		
	Essa	0				0			
	Innisfil	8			2	1			1
	New Tecumseth	8			5	1			0
	Orillia	22			31	0			0
	Oro-Medonte	58				0			
	Springwater	4				17		0	
	Wasaga Beach	153	3		16	2		0	5
	West Gwillimbury	38		2	2	12		0	2
	Total	452	3	2	105	33	2	0	9
Waterloo Region	Cambridge	72			4	0			4
	Kitchener	14			0	32			0
	North Dumfries								
	Waterloo	18			0	0			1
	Woolwich	8			1	0			0
	Total	112			5	32			5
Wellington County	Centre Wellington	6		0	46	1		0	5
	Guelph	19		9	3	1		3	4
	Guelph/Eramosa								
	Puslinch	0				0			
	Total	25		9	49	2		3	9
Grand Total		965	3	80	442	344	2	5	173

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