



Greater Golden Horseshoe Major Markets Low 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%			

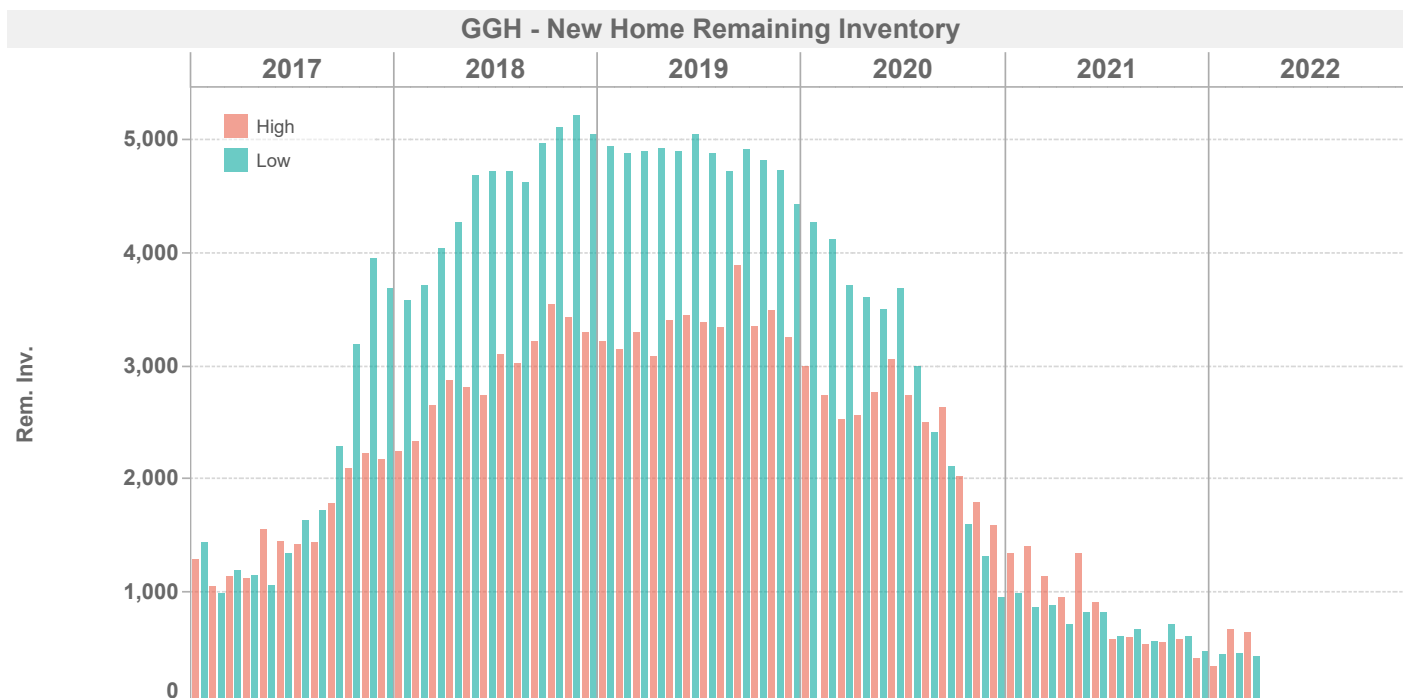
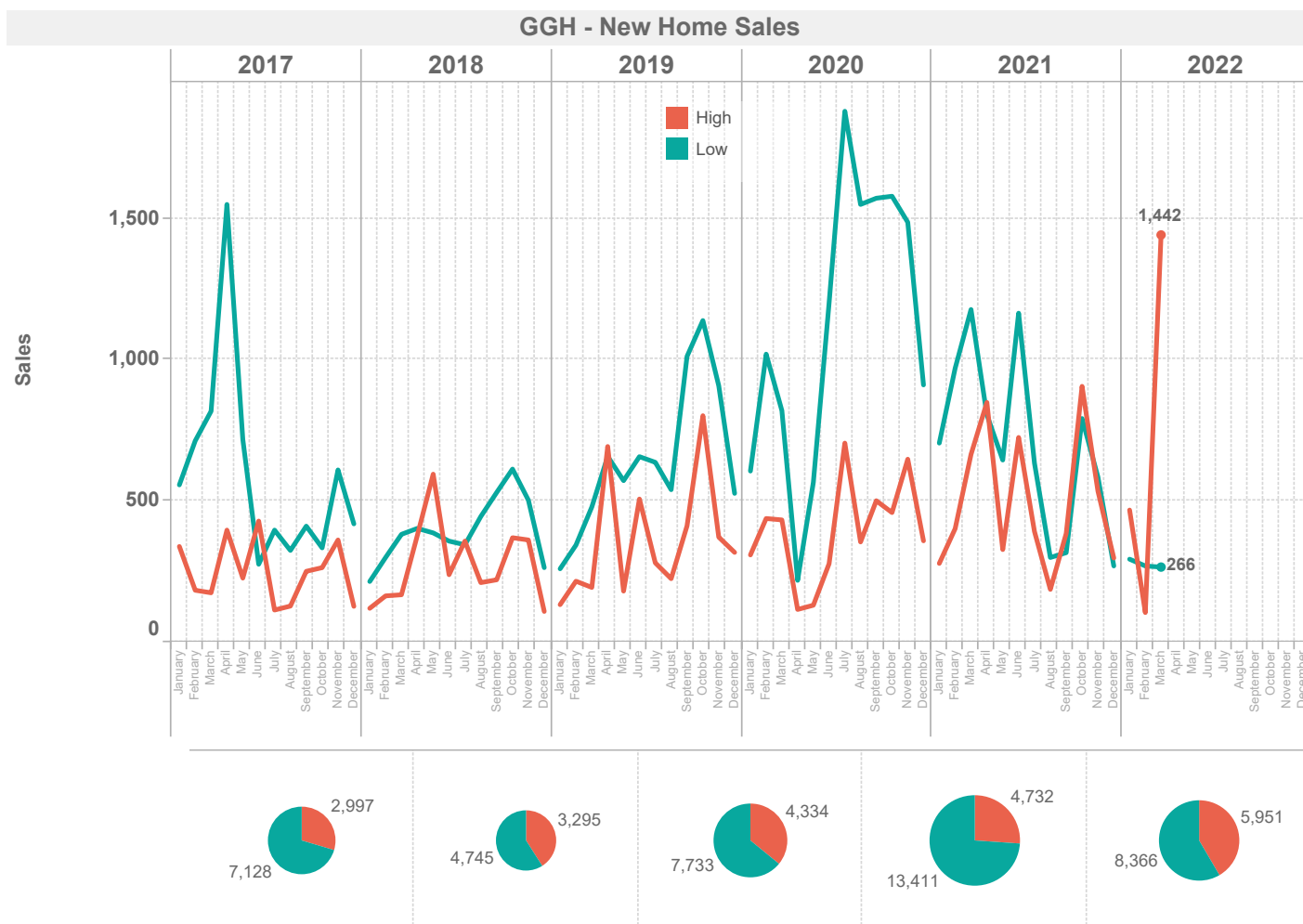
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

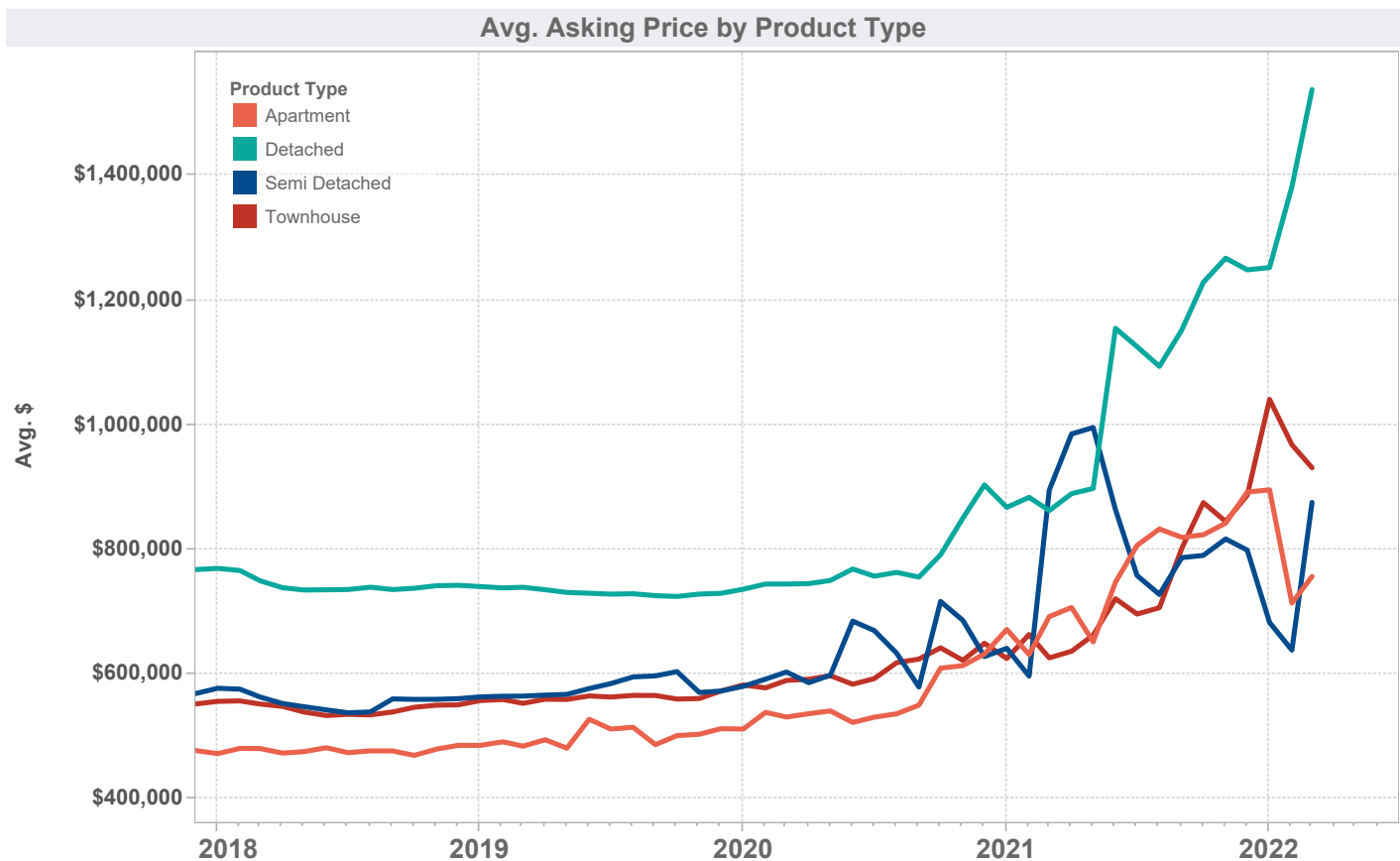
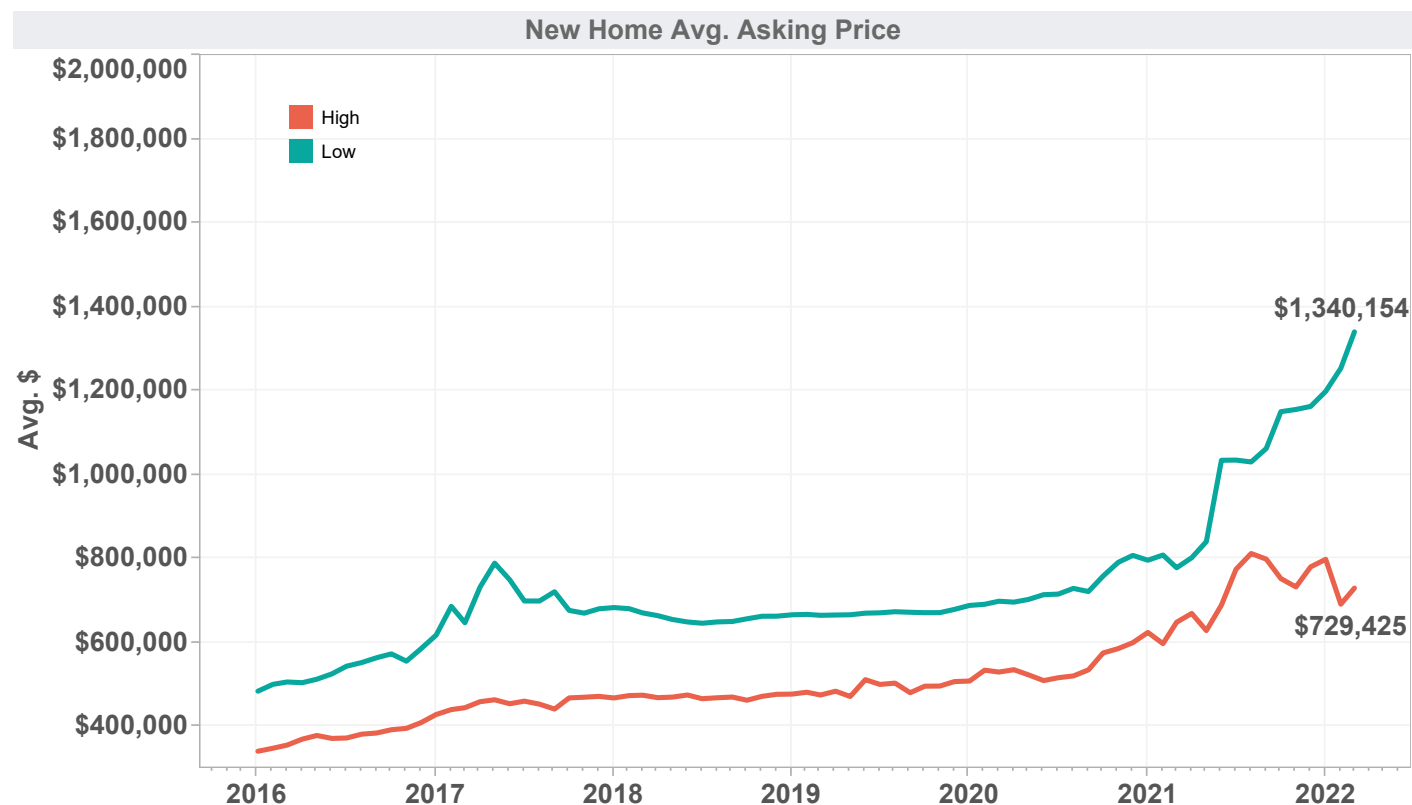
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

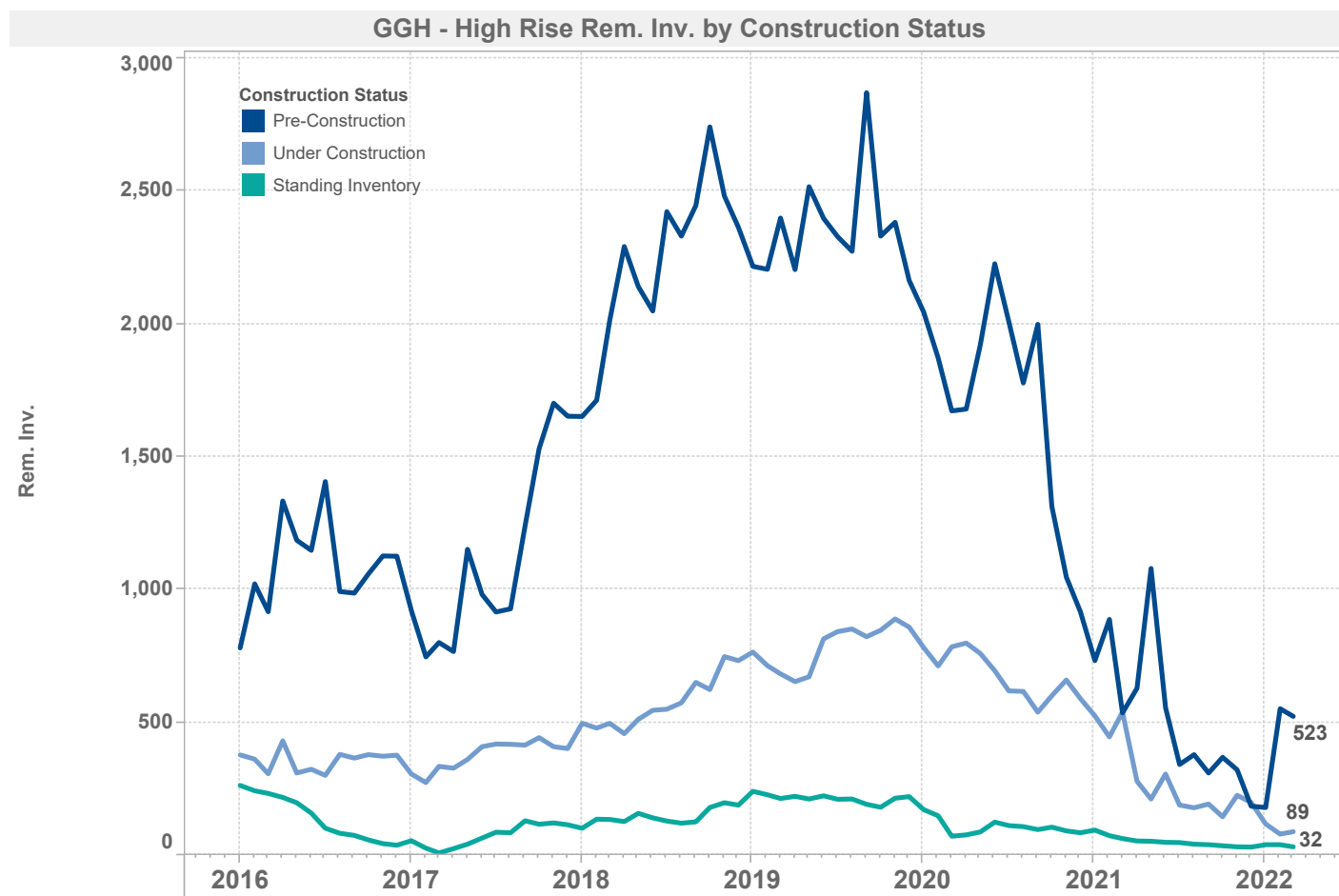
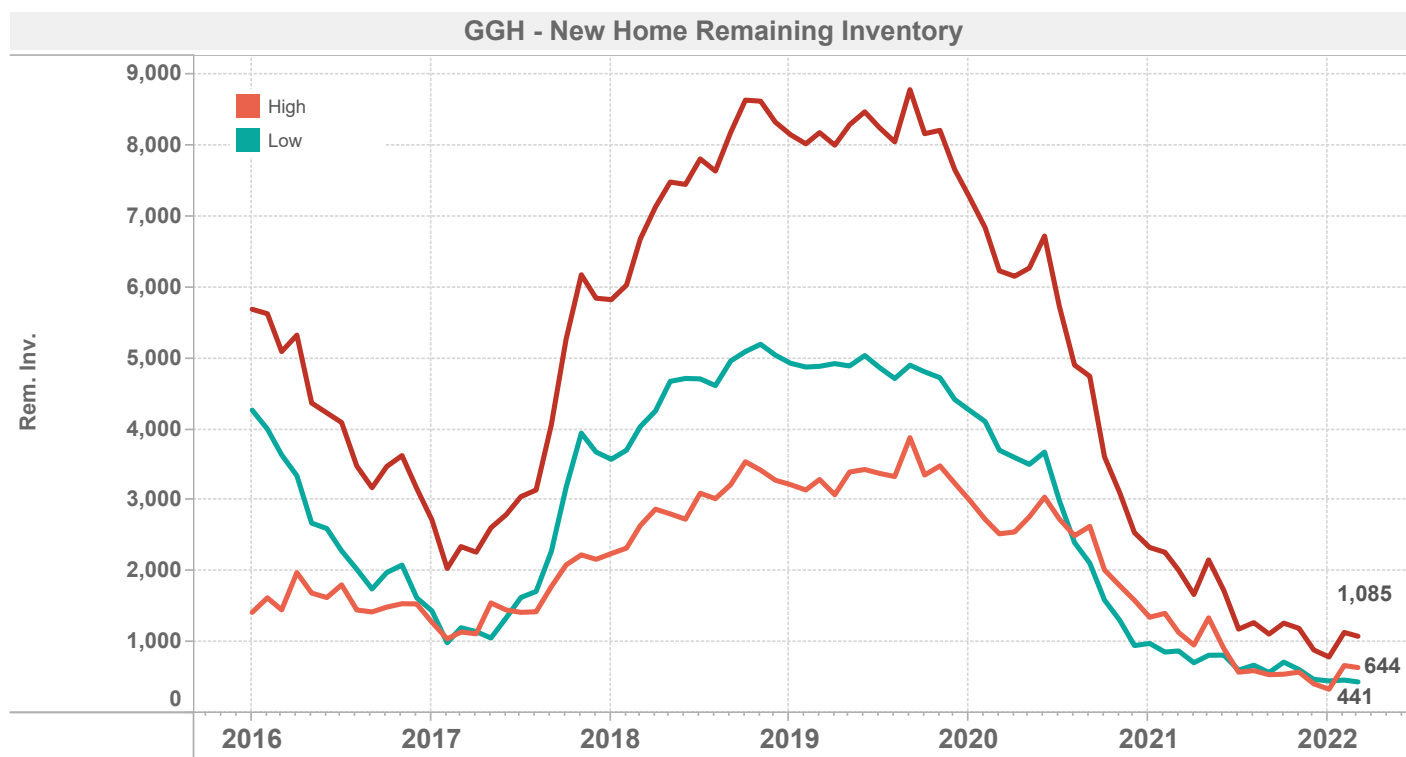
Sales & Remaining Inventory



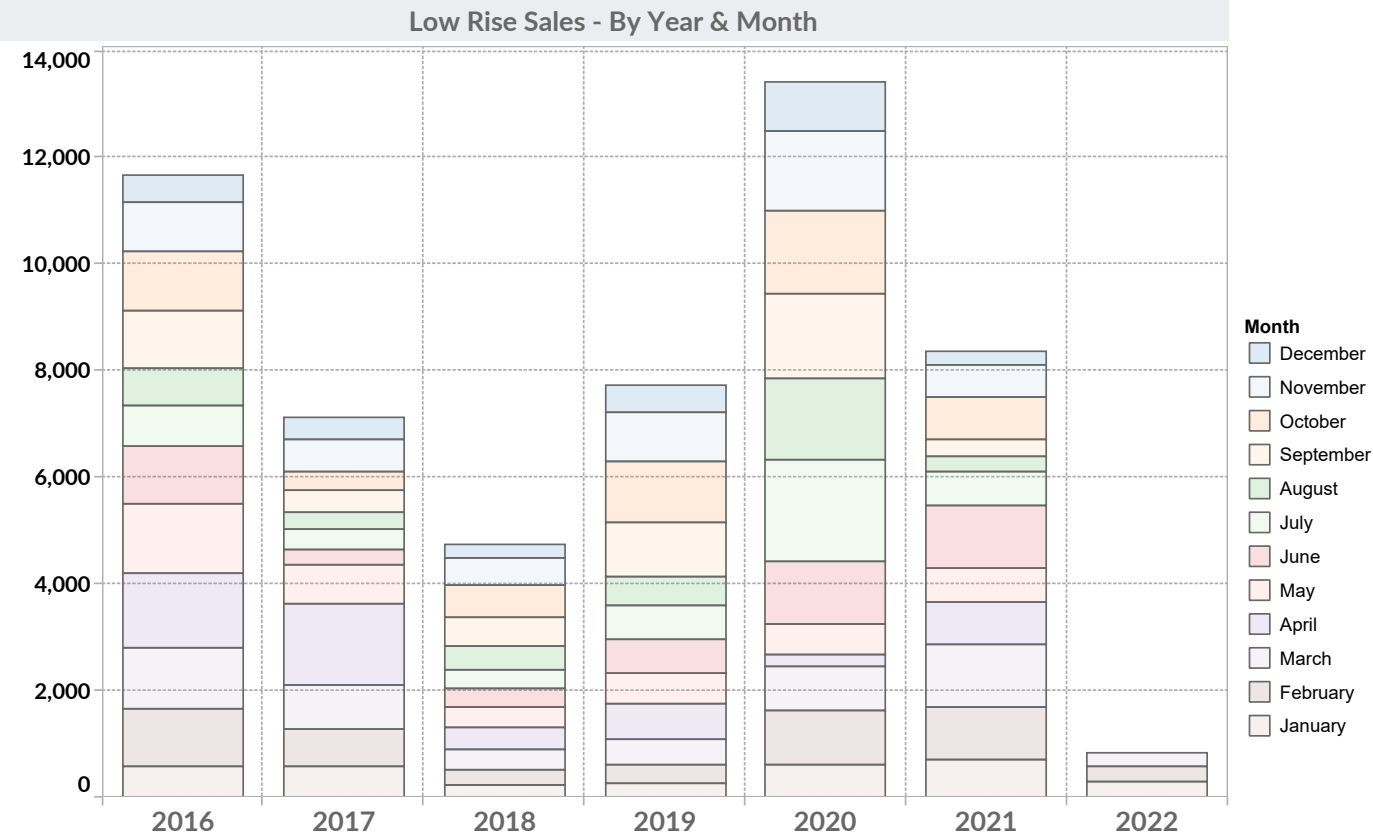
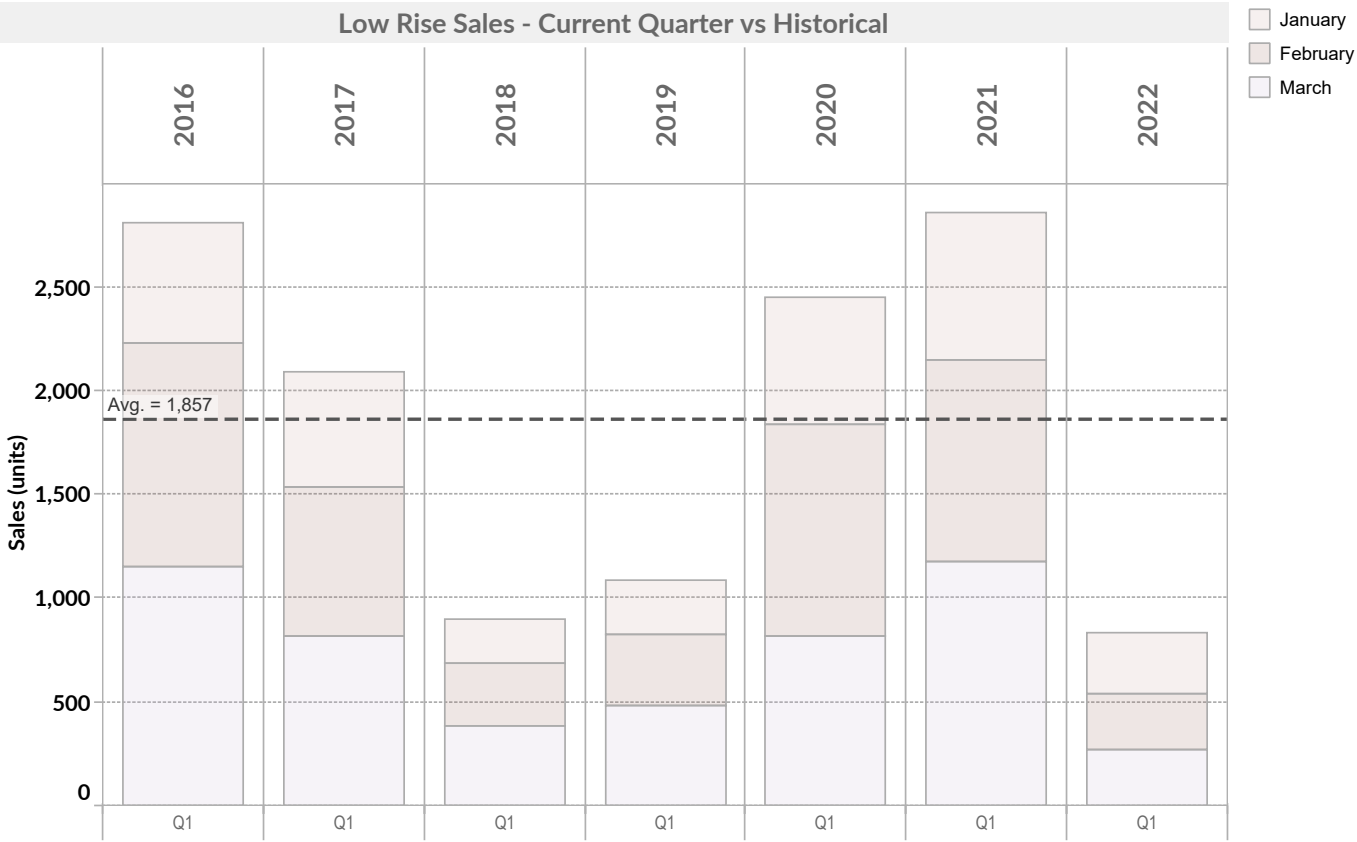
Pricing



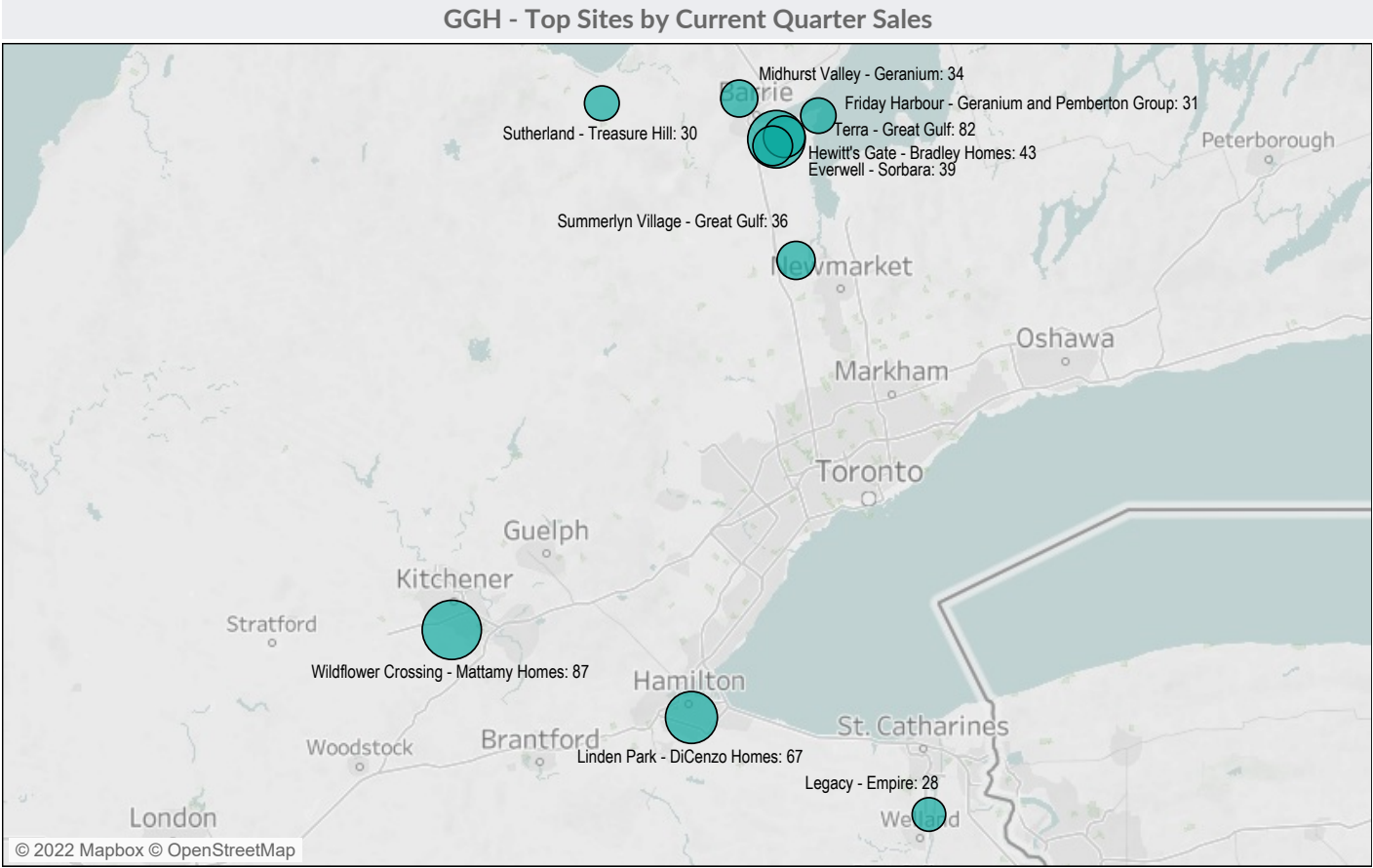
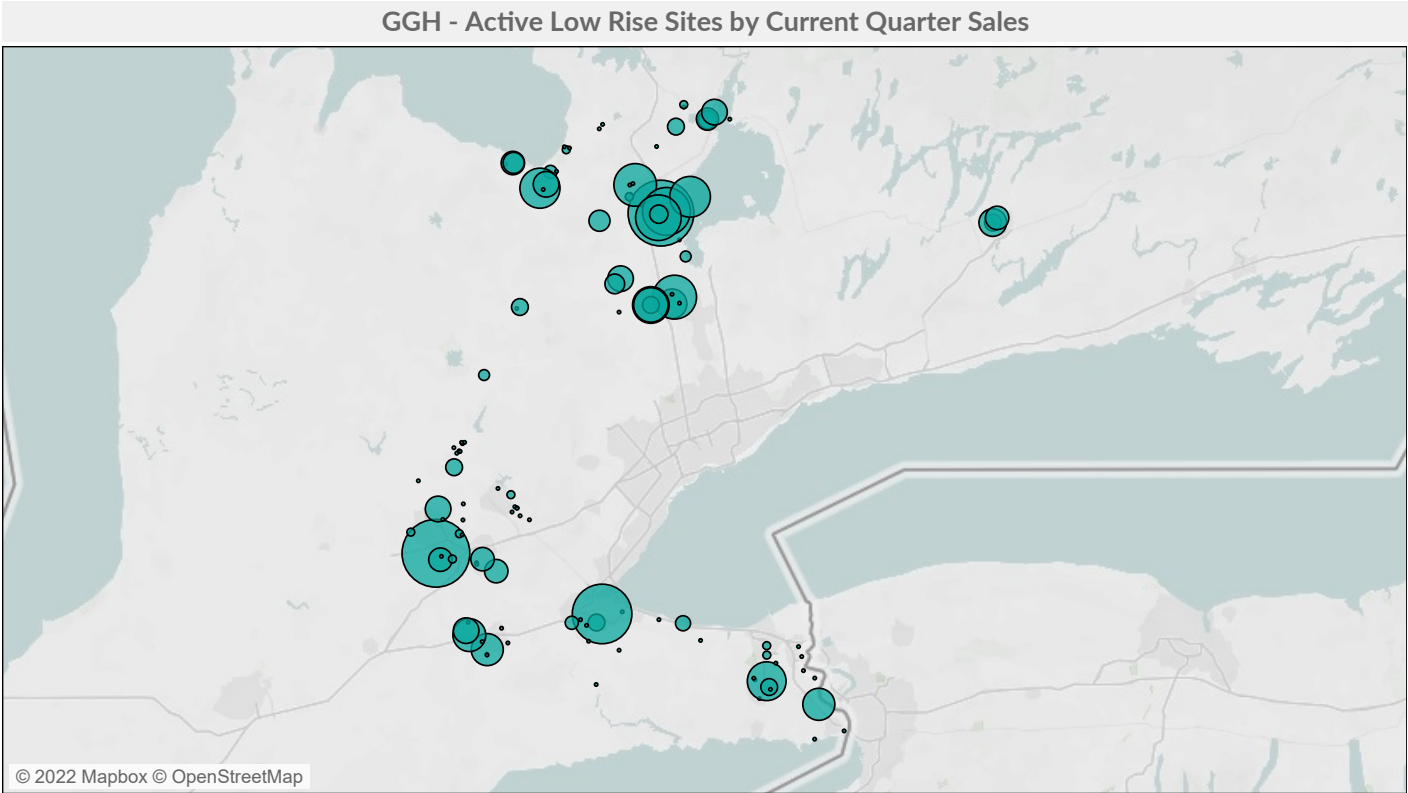
Remaining Inventory



Historical Sales Comparison



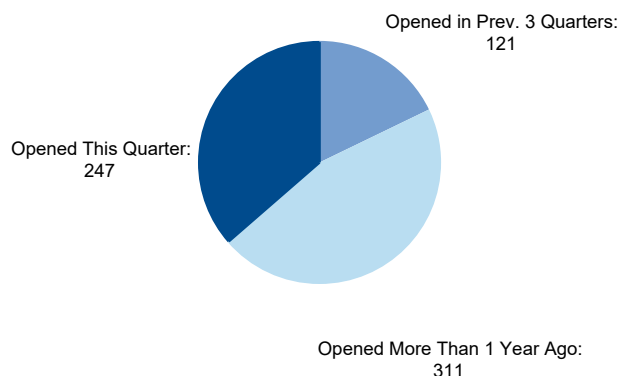
Current Sites



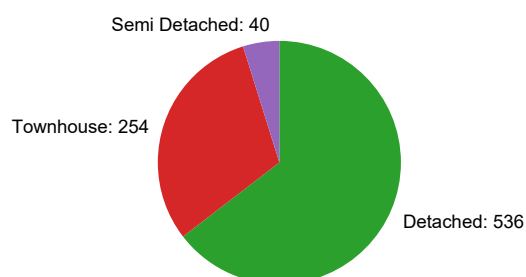
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

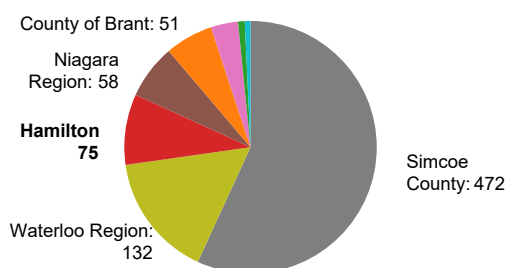
Sales by Opening Date



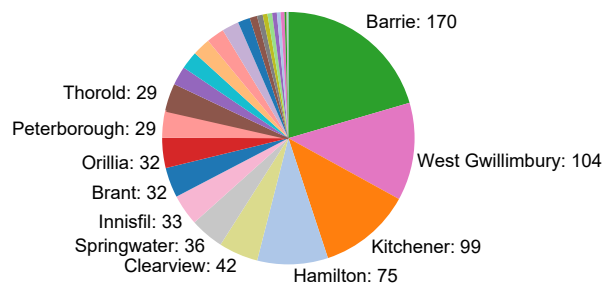
Sales by Product Type



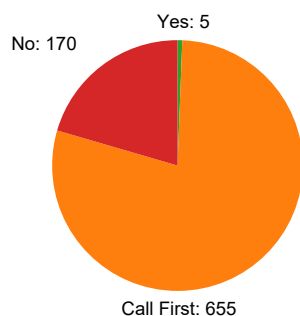
Sales by Region



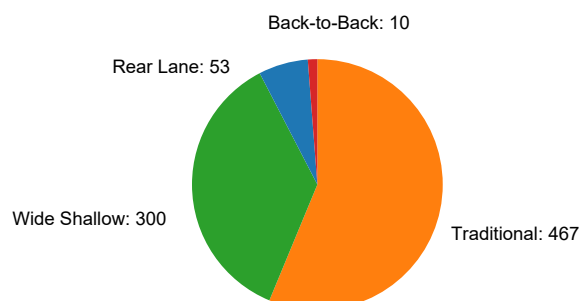
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



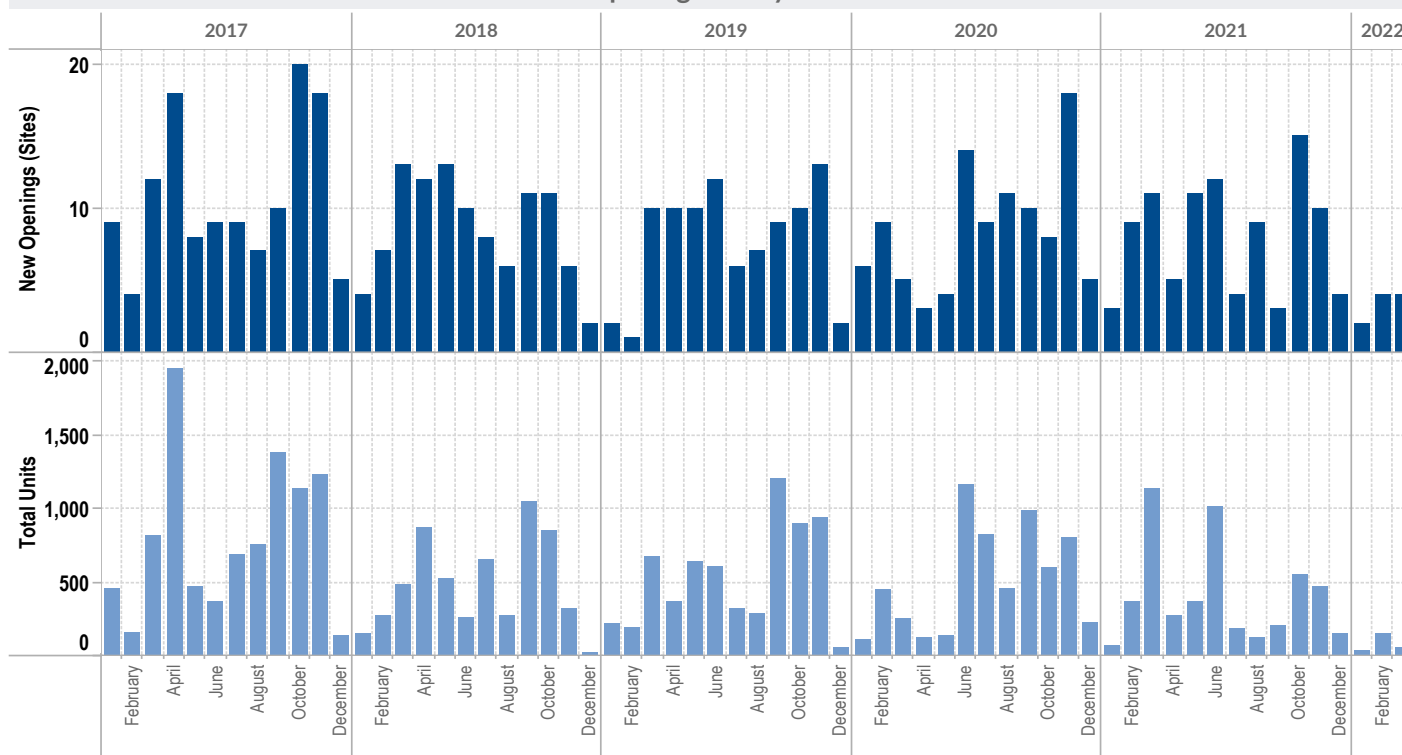
New Openings

Q1 2022 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Havn - Activa	Condominium	Cambridge	2022-01-07	20	10	9	\$459
Sutherland - Treasure Hill	Freehold	Clearview	2022-01-22	60	30	4	\$528
Trailside Towns - Activa	Freehold	Waterloo	2022-02-01	86	12	67	\$432
Bondhead - Sundance Homes	Freehold	West Gwillimbury	*	24	14	10	\$623
Copperhill - Deer Creek Fine Homes	Freehold	Barrie	2022-02-26	12	6	0	
Linden Park - DiCenzo Homes	Freehold	Hamilton	2022-02-26	78	34	30	\$754
	Freehold Common Element	Hamilton	2022-02-26	98	33	65	\$757
Southpoint - Ritz Homes	Condominium	Cambridge	2022-03-05	12	10	2	\$636
Gilford Estates - North Town Developments	Freehold	Innisfil	2022-03-25	33	2	31	\$629
Glade - Fusion Homes	Freehold	Guelph	2022-03-26	6	0	6	\$736
Grand Total				429	151	224	\$562

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		%		%	
Great Gulf	44	36	38	118	14.2%		14.2%	
Mattamy Homes	16	40	31	87	10.5%		24.7%	
DiCenzo Homes	5	14	53	72	8.7%		33.4%	
Bradley Homes	37	5	1	43	5.2%		38.6%	
LIV Communities	0	35	4	39	4.7%		43.3%	
Sorbara	25	1	13	39	4.7%		48.0%	
Geranium	6	26	2	34	4.1%		52.0%	
Geranium and Pemberton Group	24	4	3	31	3.7%		55.8%	
Treasure Hill	26	4		30	3.6%		59.4%	
Empire	28			28	3.4%		62.8%	
	294	270	266	830				

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

	2021										2022			Total	Market Share		Cum. Mkt. Share	
Builder	April	May	June	July	August	September	October	November	December	January	February	March	%		%			
Great Gulf	51	35	26	8	1	4	30	27	30	44	36	38	330		5.2%		5.2%	
Mattamy Homes	93	85	10	0	0	0	37	0	0	16	40	31	312		4.9%		10.1%	
Empire			87	35		57	47	7		28			261		4.1%		14.2%	
Losani Homes	5	0	67	70	37	25	33	2	1	0	0	0	240		3.8%		18.0%	
Stateview Homes			180	36	2								218		3.4%		21.5%	
Starlane Home Corporation		88	88	16									192		3.0%		24.5%	
Greenpark Group		49	100	29									178		2.8%		27.3%	
Sorbara	25	15	0	0	0	0	0	0	99	25	1	13	178		2.8%		30.1%	
LIV Communities	0	0	21	33	0	0	0	47	21	0	35	4	161		2.5%		32.6%	
DiCenzo Homes	22	6	5	2	0	0	28	17	4	5	14	53	156		2.5%		35.1%	
	805	645	1,165	634	300	317	792	585	270	294	270	266	6,343					

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2022 Q1
Wildflower Crossing - Mattamy Homes	Kitchener	Detached	30'	26
			36'	53
		Townhouse	21'	8
		Total		87
Terra - Great Gulf	Barrie	Detached	33'	43
			38'	17
		Semi Detached	24'	1
		Townhouse	20'	21
		Total		82
Linden Park - DiCenzo Homes	Hamilton	Townhouse	20'	67
		Total		67
Hewitt's Gate - Bradley Homes	Barrie	Detached	30'	4
			34'	11
			36'	2
			45'	11
		Townhouse	20'	15
		Total		43
Everwell - Sorbara	Barrie	Detached	32'	0
			36'	6
			40'	25
		Townhouse	19'	8
		Total		39
Summerlyn Village - Great Gulf	West Gwillimbury	Detached	36'	3
			40'	3
		Semi Detached	22'	20
		Townhouse	21'	10
		Total		36
Midhurst Valley - Geranium	Springwater	Detached	36'	21
			44'	2
		Semi Detached	25'	11
		Total		34
Friday Harbour - Geranium and Pemberton Group	Innisfil	Townhouse	22'	31
		Total		31
Sutherland - Treasure Hill	Clearview	Detached	50'	30
		Total		30
Legacy - Empire	Thorold	Detached	33'	8
			38'	20
		Total		28
Bondhead - Sundance Homes	West Gwillimbury	Detached	30'	3
			42'	6
			44'	2
			45'	9
			50'	5
		Total		25

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2021 Q1			2022 Q1		
		Detached	Semi Detached	Townhouse	Detached	Semi Detached	Townhouse
County of Brant	Brant	● 82		● 20	● 32		● 0
	Brantford	● 70		● 126	● 0		● 19
	Total	● 152		● 146	● 32		● 19
Dufferin County	Grand Valley	● 14			● 2		
	Melancthon	● 4					
	Orangeville			● 40			
	Shelburne	● 78		● 85	● 5		● 0
	Total	● 96		● 125	● 7		● 0
Haldimand County	Haldimand County	● 144			● 0		
	Total	● 144			● 0		
Hamilton	Hamilton	● 34	● 0	● 120	● 3	● 2	● 70
	Total	● 34	● 0	● 120	● 3	● 2	● 70
Niagara Region	Fort Erie	● 27		● 2	● 0	● 0	● 19
	Grimsby			● 1			● 4
	Lincoln	● 12	● 3	● 12	● 0		
	Niagara Falls	● 9	● 2	● 92	● 0		● 0
	Niagara-on-the-Lake			● 8			
	Pelham	● 1	● 2	● 3	● 0		● 0
	St. Catharines	● 0		● 9	● 0		● 1
	Thorold	● 28		● 66	● 28		● 1
	Welland	● 6		● 1	● 3		● 2
	West Lincoln						
	Total	● 83	● 7	● 194	● 31	● 0	● 27
Peterborough County	Peterborough	● 61		● 15	● 29		
	Total	● 61		● 15	● 29		
Simcoe County	Adjala-Tosorontio						
	Barrie	● 111	● 30	● 164	● 119	● 7	● 44
	Clearview	● 76	● 0		● 42		
	Collingwood	● 0		● 43	● 17		● 1
	Essa	● 63			● 8		
	Innisfil	● 248		● 64	● 2		● 31
	New Tecumseth	● 43	● 6	● 36	● 19		● 0
	Orillia	● 15		● 26	● 20		● 12
	Oro-Medonte	● 39			● 6		
	Springwater	● 51			● 25	● 11	
	Wasaga Beach	● 50		● 33	● 4	● 0	● 0
	West Gwillimbury	● 29	● 24	● 12	● 74	● 20	● 10
	Total	● 725	● 60	● 378	● 336	● 38	● 98
Waterloo Region	Cambridge	● 0		● 29	● 0		● 20
	Kitchener	● 201	● 0	● 95	● 91		● 8
	North Dumfries			● 7			
	Waterloo	● 0			● 1		● 12
	Woolwich	● 0		● 0	● 0		● 0
	Total	● 201	● 0	● 131	● 92		● 40
Wellington County	Centre Wellington	● 81	● 32	● 5	● 5	● 0	● 0
	Guelph	● 45	● 9	● 7	● 1	● 0	● 0
	Guelph/Eramosa	● 1					
	Puslinch	● 1			● 0		
	Total	● 128	● 41	● 12	● 6	● 0	● 0
Grand Total		● 1,624	● 108	● 1,121	● 536	● 40	● 254

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