



AltusGroup



Greater Golden Horseshoe Major Markets High Rise Projects

New Homes Monthly Market Report
Data as of December 2022

GGH Overview

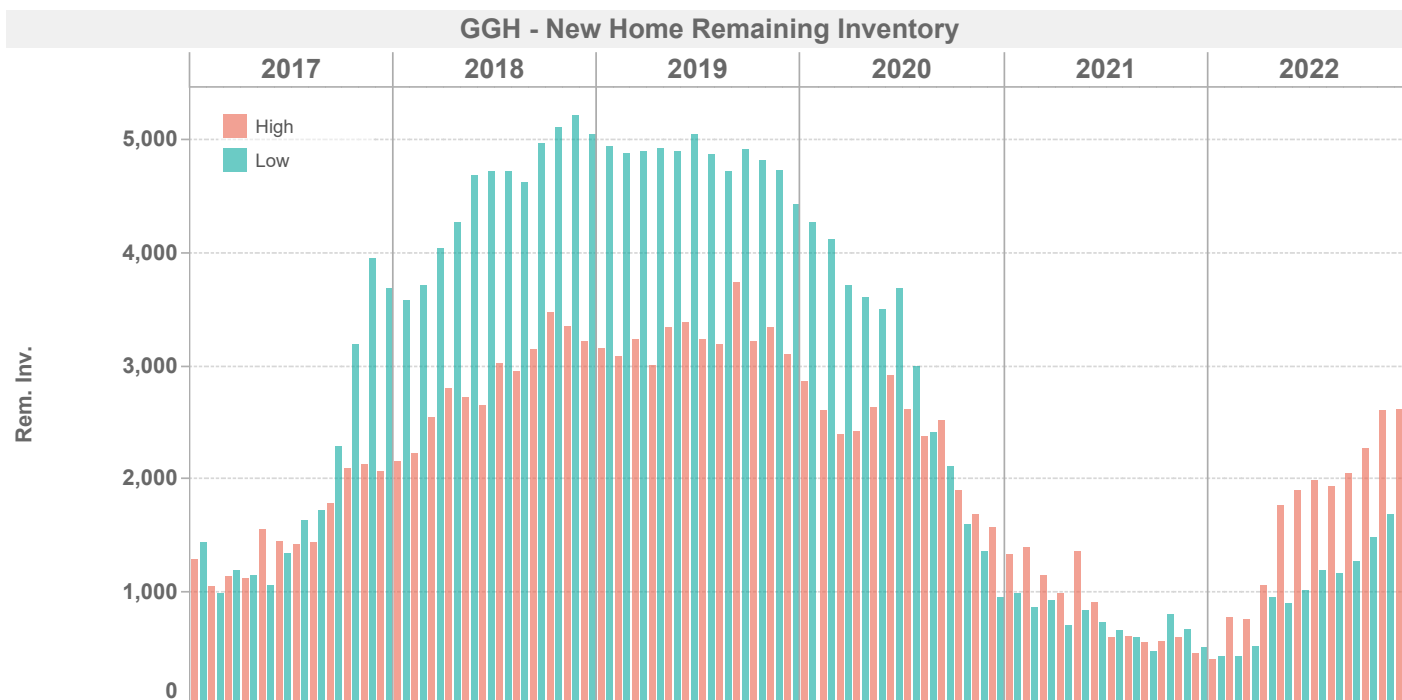
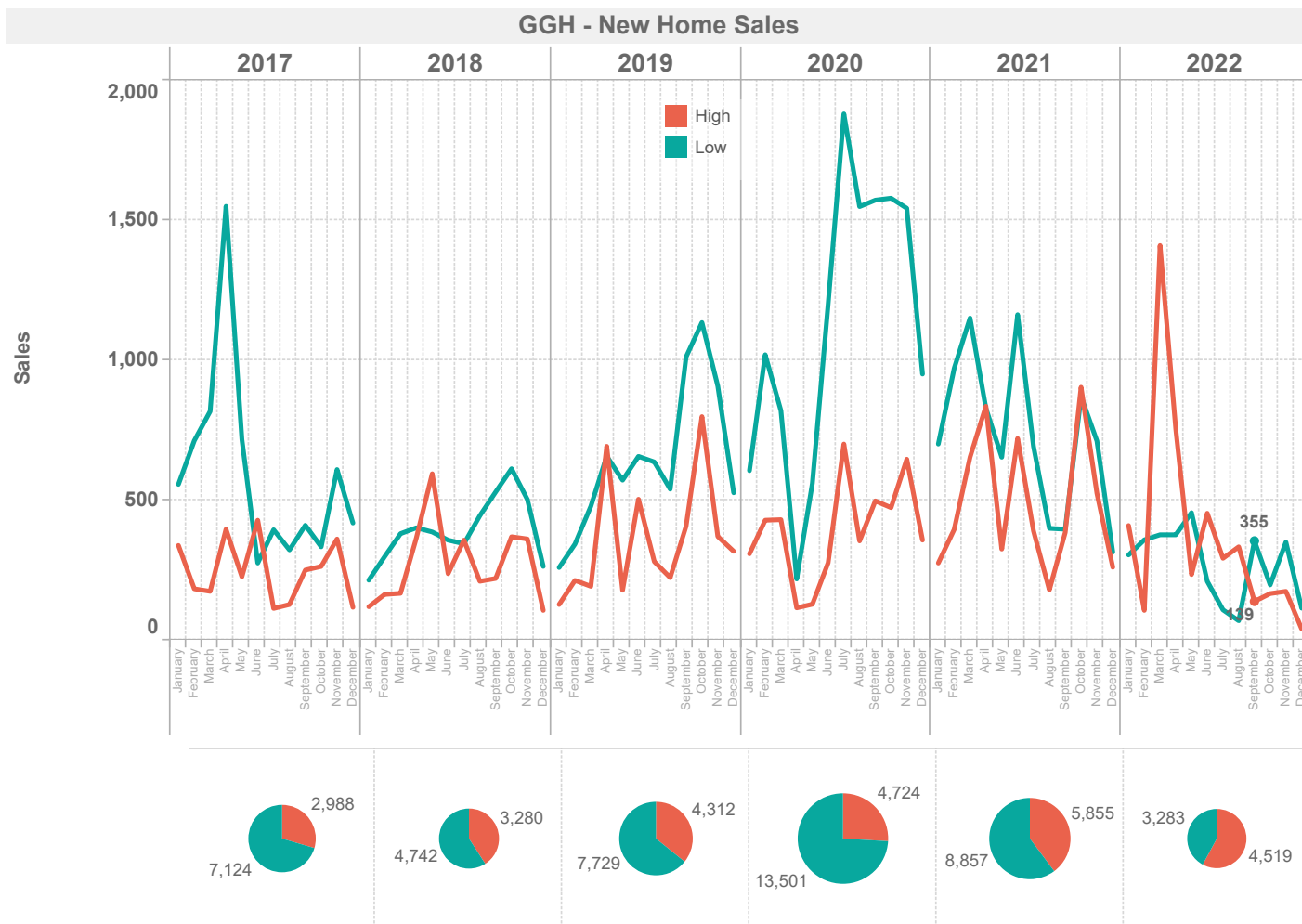
Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q4 2022		Q4 2021		Change
Condominium Apartment	383		1,690		-77.3%
Single Family	664		1,898		-65.0%
Total	1,047		3,588		-70.8%
Year to Date Sales	Jan.-Dec. 2022		Jan.-Dec. 2021		Y/Y Change
Condominium Apartment	4,519		5,855		-22.8%
Single Family	3,283		8,857		-62.9%
Total	7,802		14,712		-47.0%
Year to Date Supply	Jan.-Dec. 2022		Jan.-Dec. 2021		Y/Y Change
Condominium Apartment	6,436		4,669		37.8%
Single Family	4,452		6,481		-31.3%
Total	10,888		11,150		-2.3%
Year to Date Completions	Jan.-Dec. 2022		Jan.-Dec. 2021		Y/Y Change
Condominium Apartment	4,822		1,752		175.2%
Remaining Inventory	Dec-22	Sep-22	Dec-21	M/M Change	Y/Y Change
Condominium Apartment	2,616	2,045	470	27.9%	456.6%
Single Family	1,679	1,273	510	31.9%	229.2%
Total	4,295	3,318	980	29.4%	338.3%
Average Asking Price	Dec-22	Sep-22	Dec-21	M/M Change	Y/Y Change
Condominium Apartment	\$716,587	\$721,424	\$771,886	-0.7%	-7.2%
Single Family	\$1,176,186	\$1,276,208	\$1,084,971	-7.8%	8.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	3	69	291	165	
Condominium Apartment Units	1,737	10,418	11,664	6,700	
% Sold*	8%	75%	89%	66%	
Single Family Projects	15	157			
Single Family Units	1,124	14,546			
% Sold*	26%	88%			

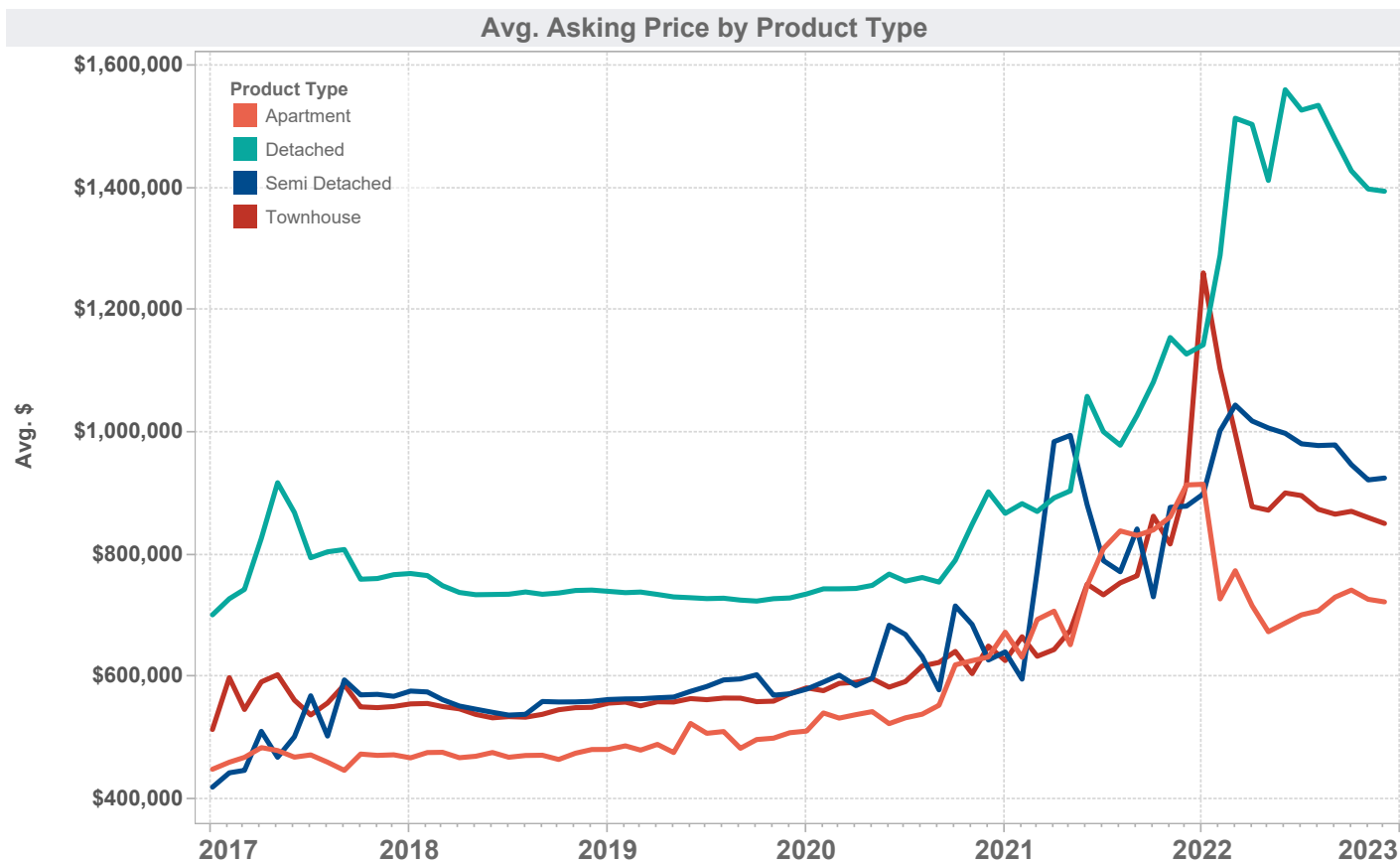
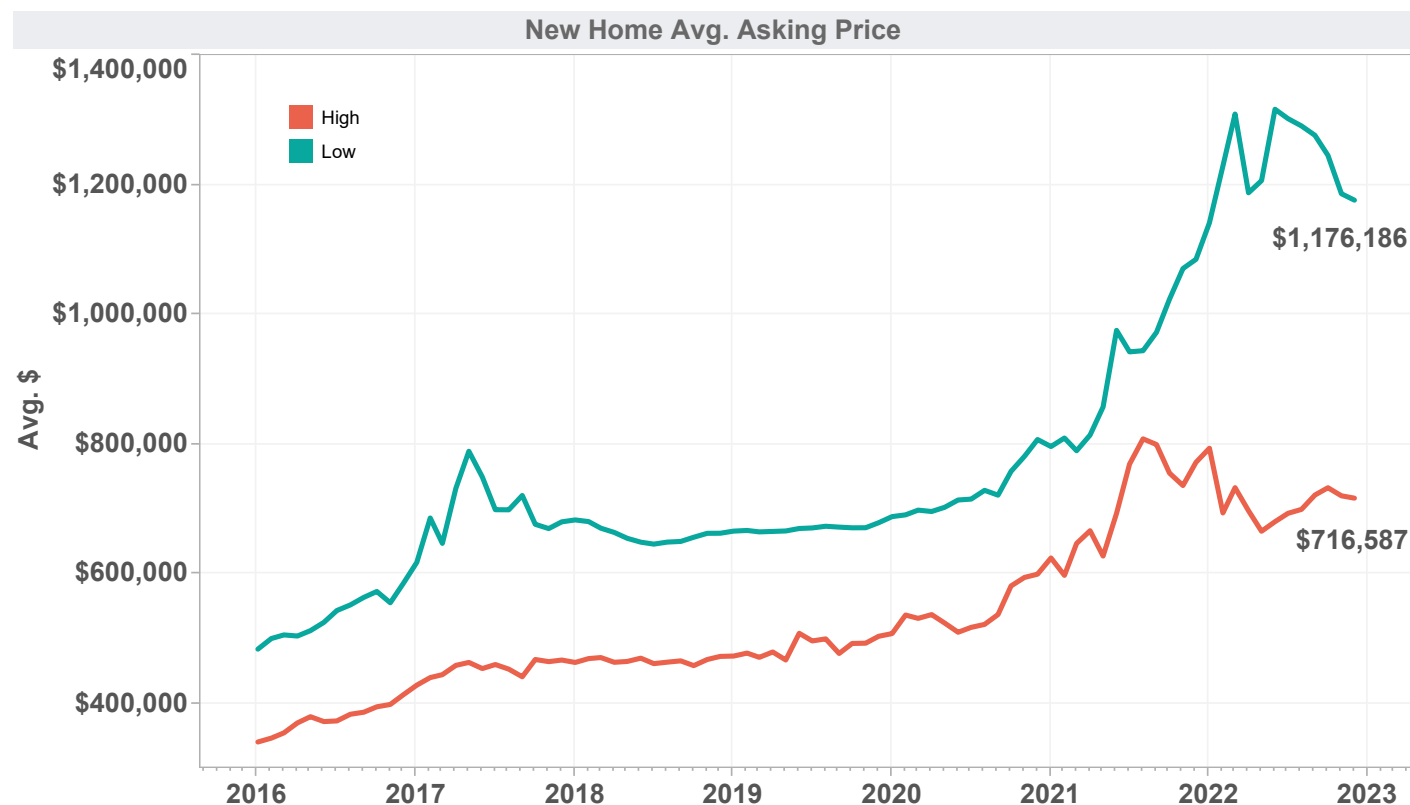
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

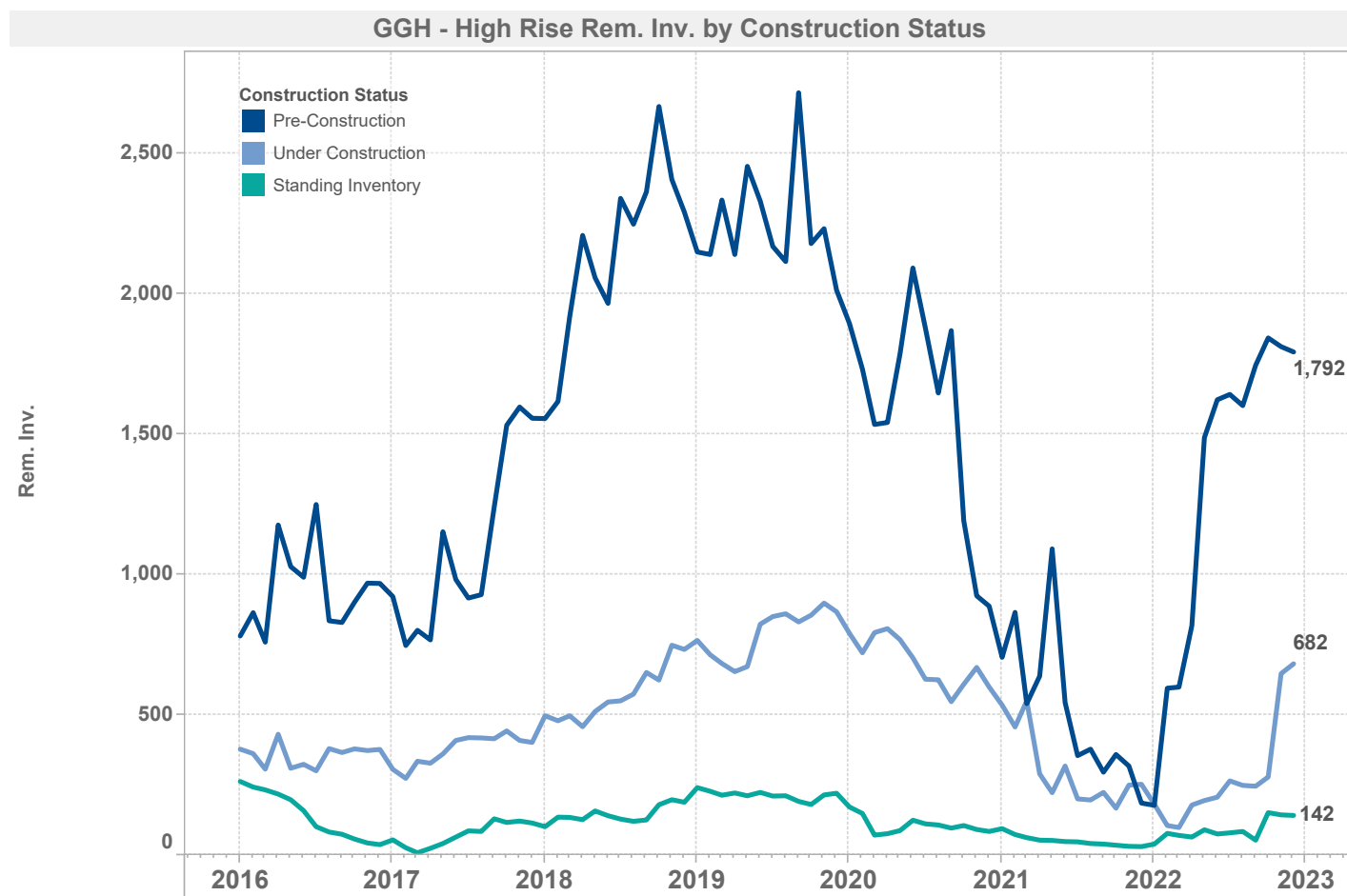
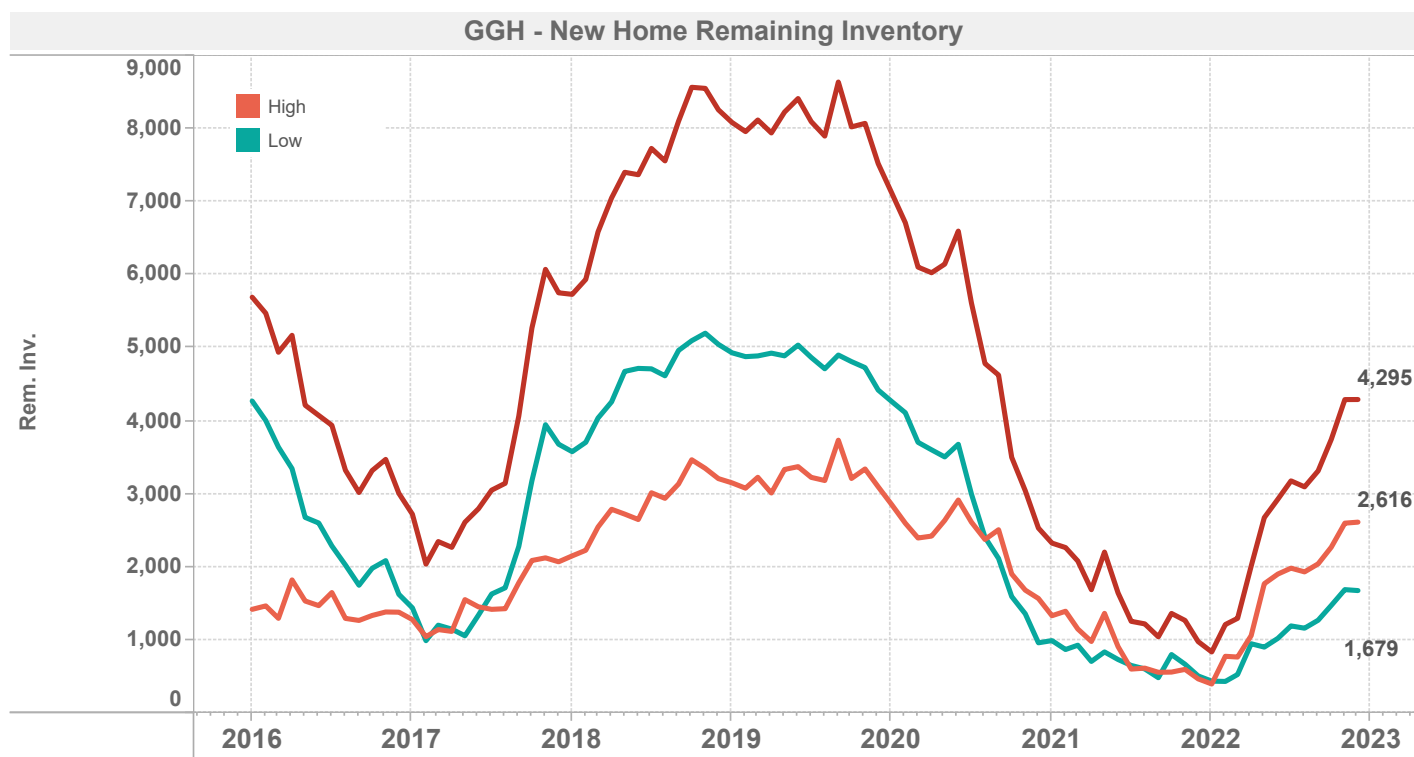
Sales & Remaining Inventory



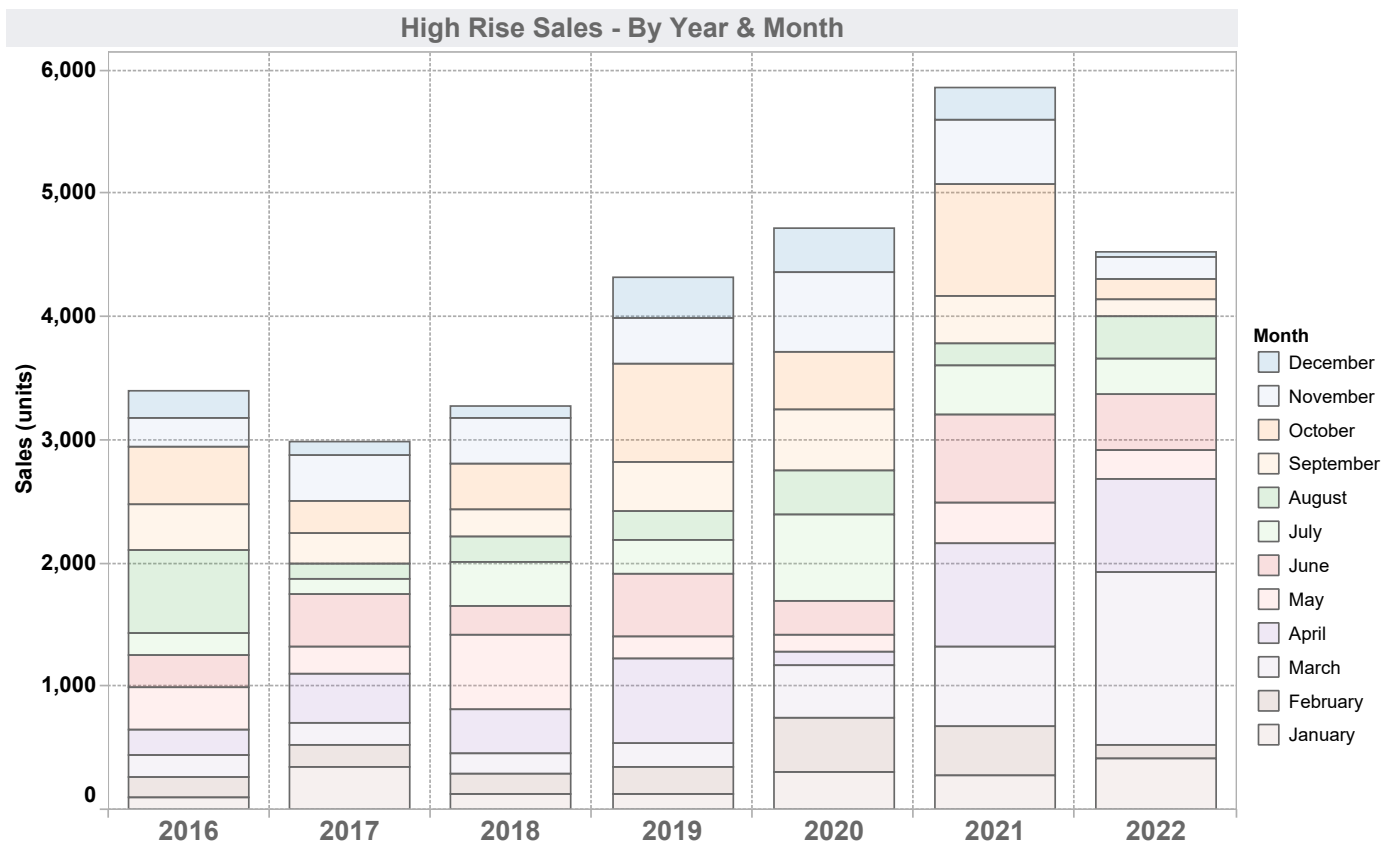
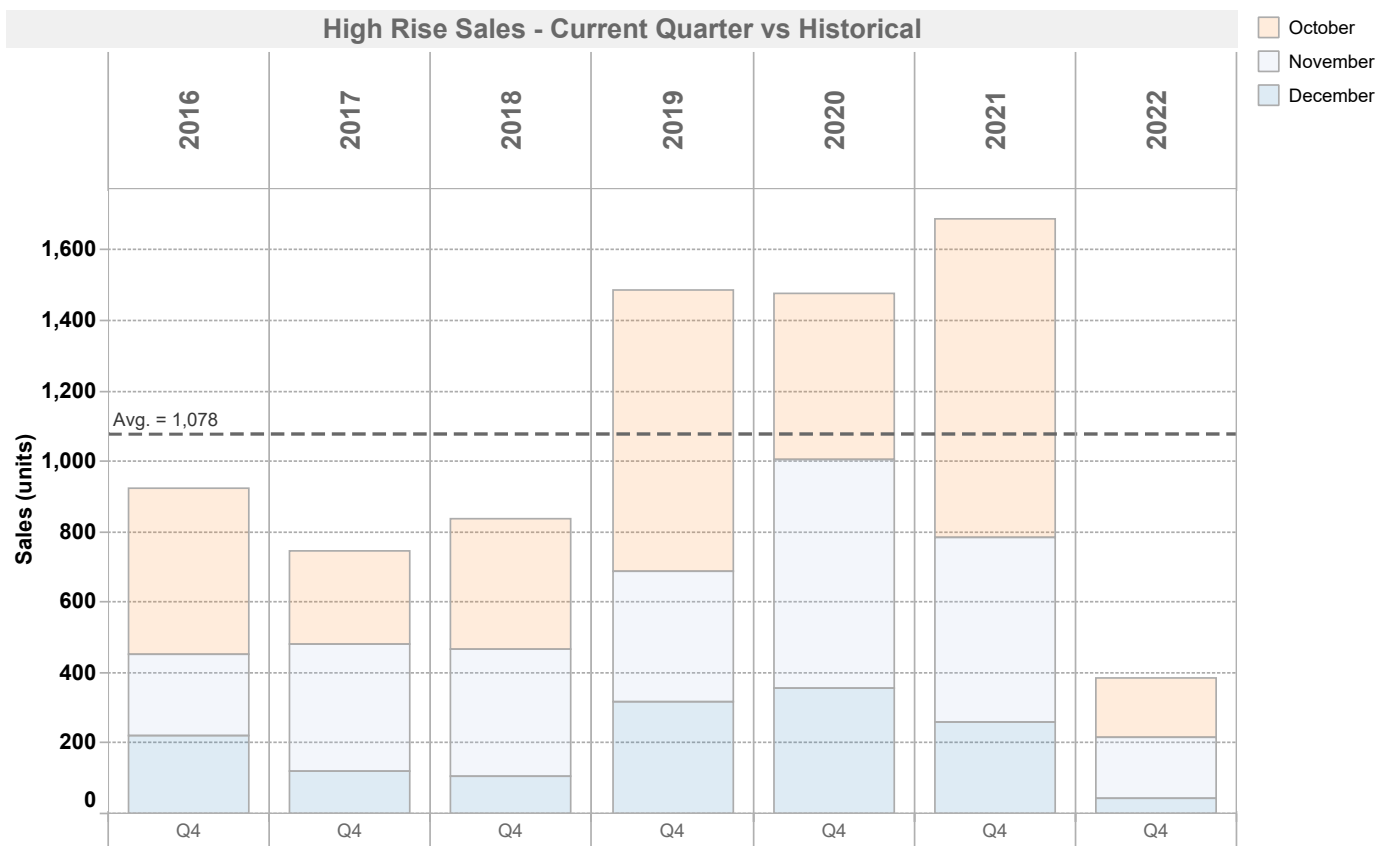
Pricing



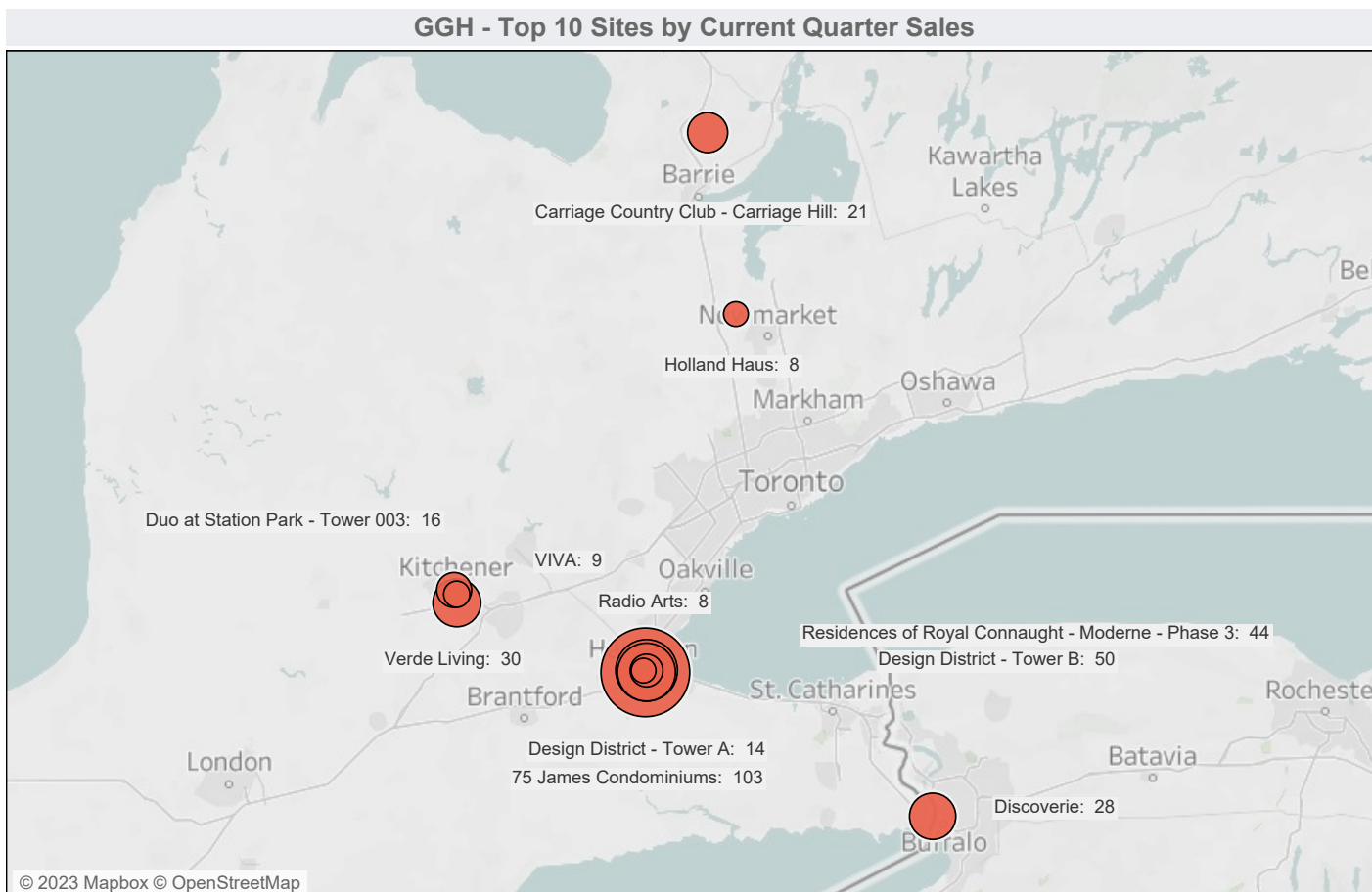
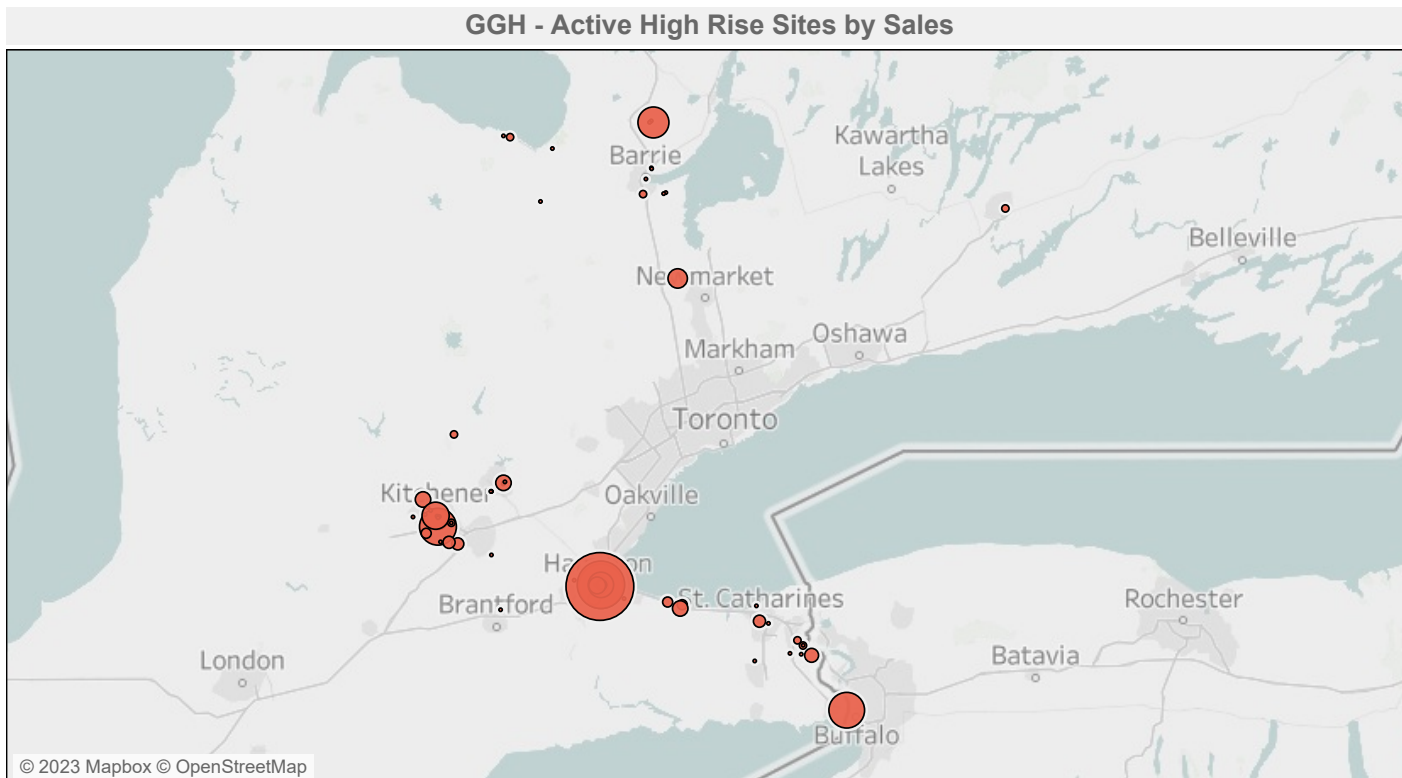
Remaining Inventory



Historical Sales Comparison



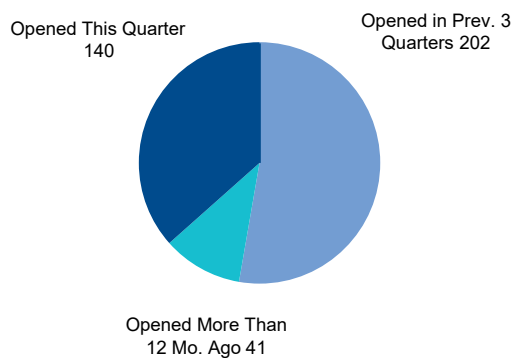
Current Sites



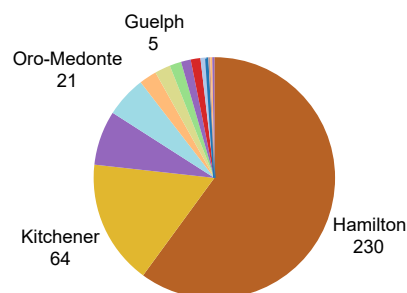
Sales Breakdown

Current Quarter Condominium Apartment Sales Breakdown

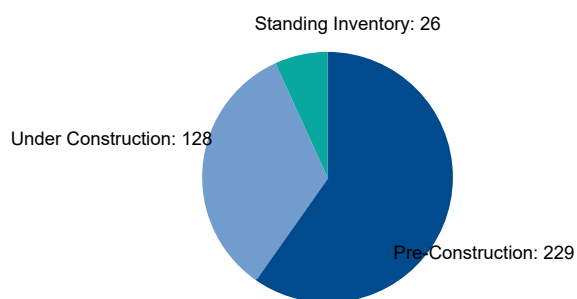
Sales by Opening Date



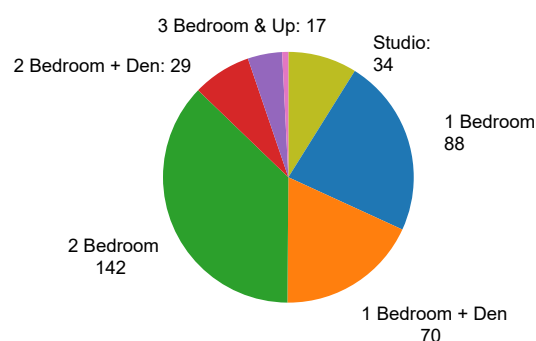
Sales by Municipality



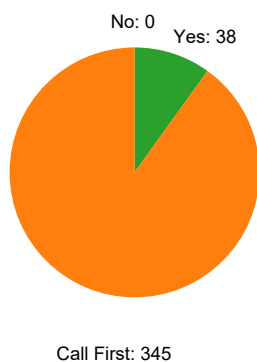
Sales by Const. Status



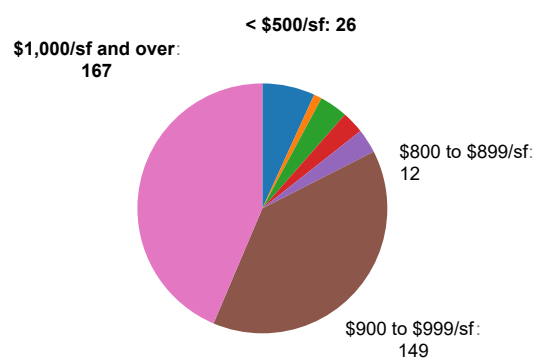
Sales by Unit Type



Sales by Sites with Broker Cooperation



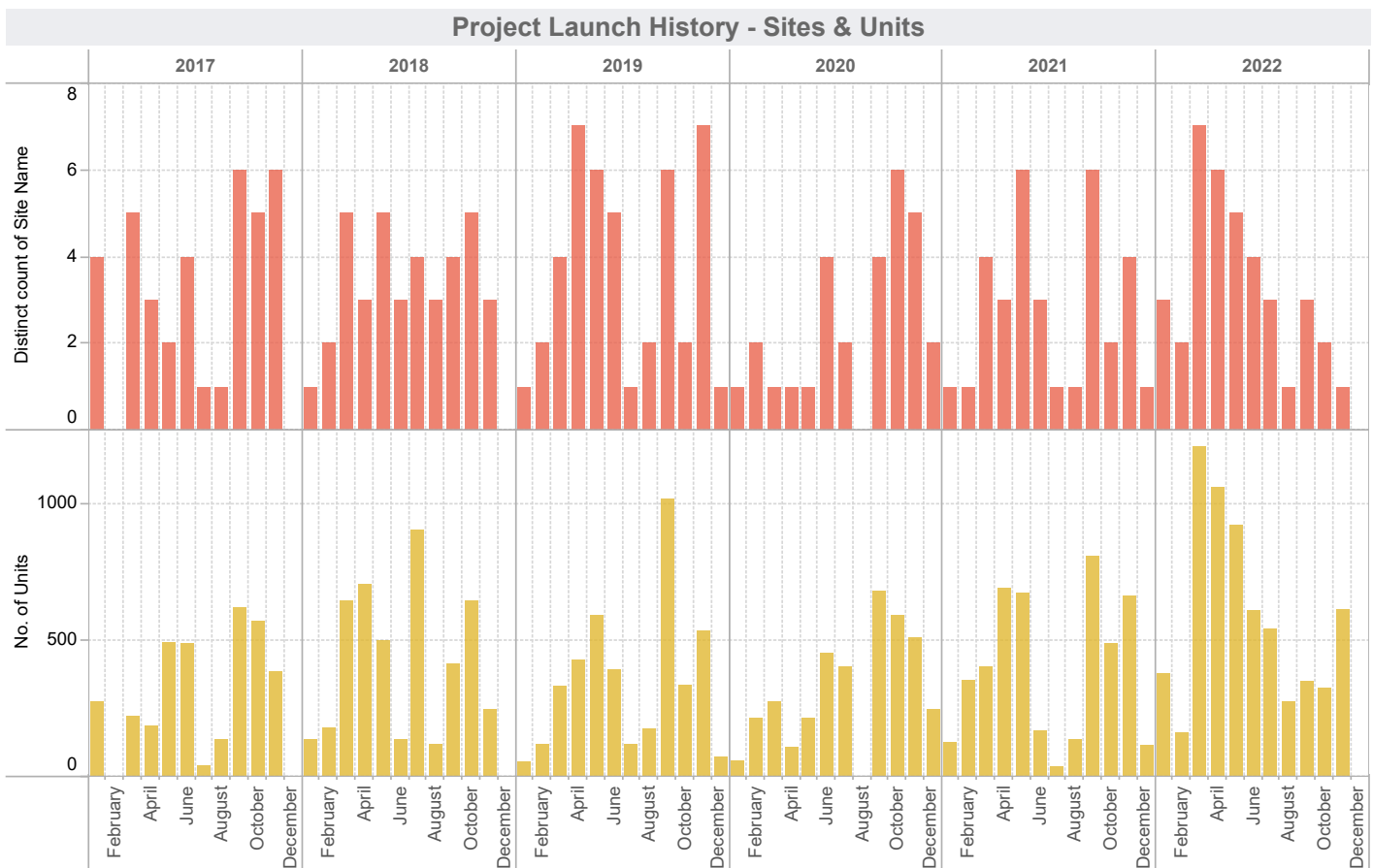
Sales by Price Range



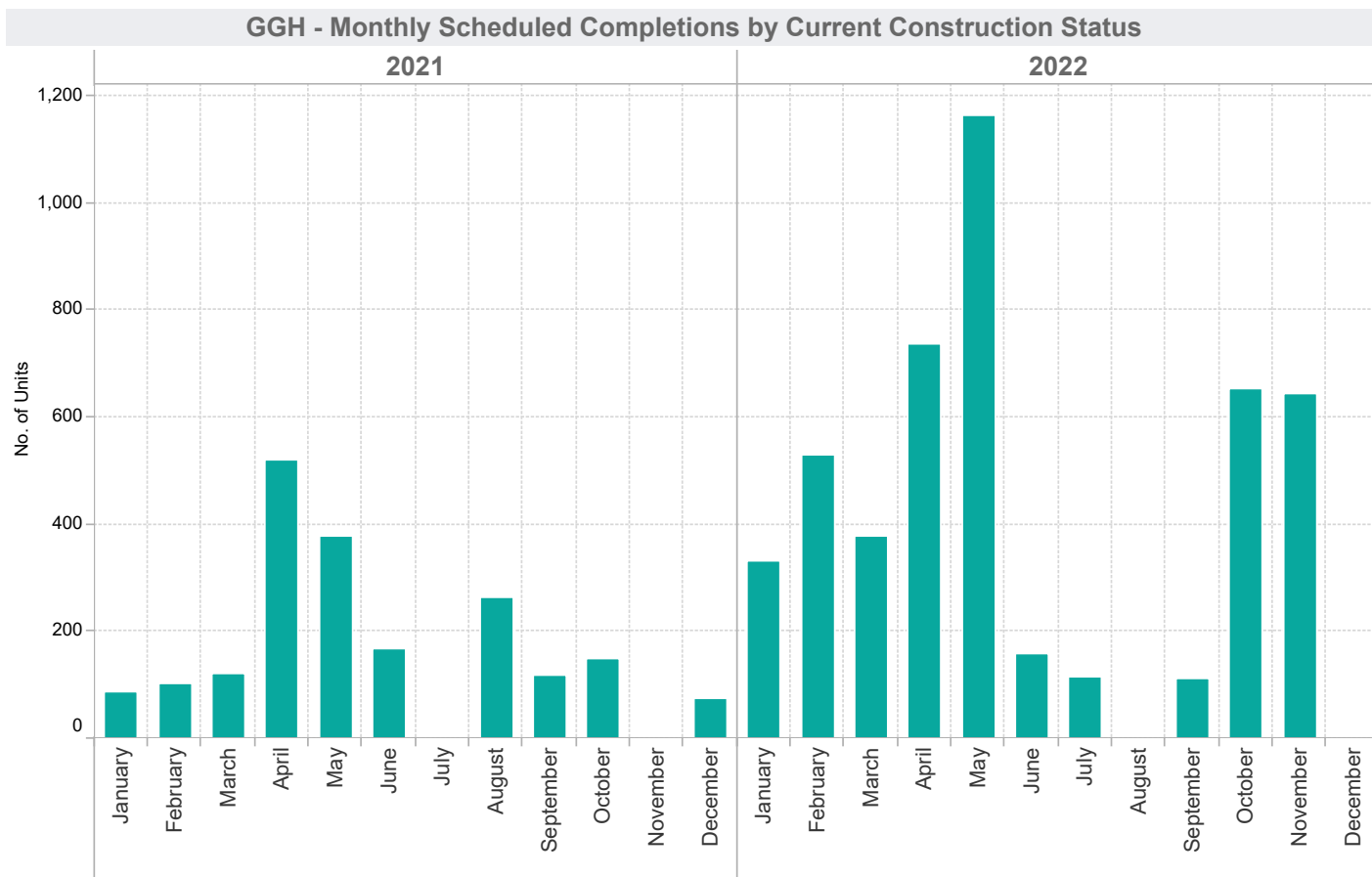
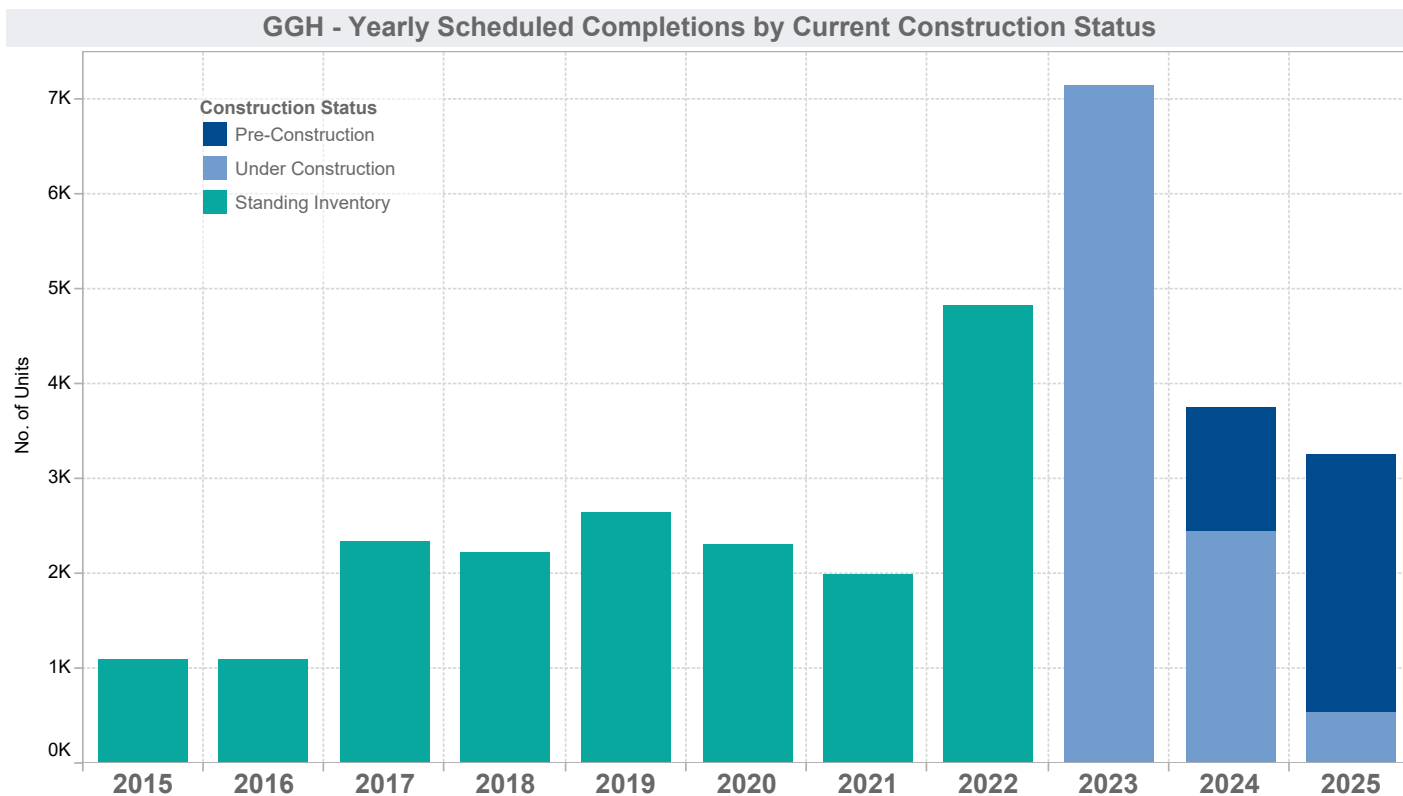
New Openings

Q4 2022 - New Project Launches						
Site Name	Municipality	Opening Date	No. of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq..
Discoverie - Signature Communities	Fort Erie	2022-10-01	690	28	612	\$966
VIVA - Polocorp Inc.	Kitchener	2022-10-12	63	9	40	\$629
75 James Condominiums - Hi-Rise Group	Hamilton	2022-11-10	984	103	744	\$999
Grand Total			1,737	140	1,396	\$855

* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...



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	529	63	0	23	2	0	1	0	0	0	618	13.7%
IN8 Developments			455	28	11	4	3	6	0	0	0	0	507	11.2%
Westdale Properties			455	28	11	4	3	6	0	0	0	0	507	11.2%
E Squared Developments	306	26	4	2	0	0	0	0	0	0	0	0	338	7.5%
Emblem Developments							0	220	49	30	25	9	333	7.4%
HIP Developments				198	63	8	2	2	4	2	1	0	280	6.2%
VanMar Developments				70	8	0	81	4	0	14	7	0	184	4.1%
Fusion Homes	3	3	0	65	17	10	1	36	18	5	0	0	158	3.5%
Coletara Development					0	121	19	3	2	2	3	1	151	3.3%
Pamata Hospitality Inc.	0	0	123	23	0	0	0	0	0	1	0	0	147	3.3%
Total (All 67 Builders)	410	107	1,410	754	235	454	293	334	139	167	175	41	4,519	

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	2022												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Lamb Development Corp.	0	0	529	63	0	23	2	0	1	0	0	0	618	13.7%
IN8 Developments			455	28	11	4	3	6	0	1	2	2	512	11.3%
Harlo Capital			455	28	11	4	3	6	0				507	11.2%
Westdale Properties			455	28	11	4	3	6	0				507	11.2%
LJM Developments	2	0	0	0	1	0	0	0	0	4	392	41	440	9.7%
E Squared Developments	347	26	4	2	0	0	0	0	0				379	8.4%
HIP Developments				202	63	8	2	2	4	2			283	6.3%
Geranium										249			249	5.5%
Pemberton Group										249			249	5.5%
Dazz Group	0	0	0	0	0	0	0	0	0	184	21	21	226	5.0%
Total (All 70 Builders)	410	107	1,410	754	235	454	293	334	139	167	175	41	4,519	

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 Q4
75 James Condominiums - Hi-Rise Group	Hamilton	Apartment	1 Bedroom	25
			1 Bedroom + Den	28
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	32
			Studio	18
			Total	103
Design District - Tower B - Emblem Developments	Hamilton	Apartment	1 Bedroom	10
			1 Bedroom + Den	6
			2 Bedroom + Den	1
			3 Bedroom & Up	9
			2 Bedroom	16
			Studio	8
			Total	50
Residences of Royal Connaught - Moderne - Phase 3 - Spallacci Homes and Valery Homes	Hamilton	Apartment	1 Bedroom	15
			1 Bedroom + Den	10
			2 Bedroom	18
			Penthouse	1
			Total	44
Verde Living - JD Development Group and Downing Street Group	Kitchener	Apartment	1 Bedroom	10
			1 Bedroom + Den	9
			2 Bedroom	11
			Total	30
Discoverie - Signature Communities	Fort Erie	Apartment	1 Bedroom	0
			1 Bedroom + Den	5
			2 Bedroom + Den	15
			3 Bedroom & Up	0
			2 Bedroom	8
			Total	28
Carriage Country Club - Carriage Hill - Sunray Group	Oro-Medonte	Stacked	2 Bedroom	21
			Total	21
Duo at Station Park - Tower 003 - VanMar Developments and Urban Legend Developments	Kitchener	Apartment	1 Bedroom	11
			1 Bedroom + Den	4
			2 Bedroom	1

Municipal Comparison

Current Quarter Sales Compared to Previous Year by Select Municipality

	2021 Q4			2022 Q4		
Municipality	Apartment	Loft	Stacked	Apartment	Loft	Stacked
Barrie	60					
Brantford	162					
Cambridge			15			
Collingwood	31					
Fort Erie				28		
Grimsby				9		
Guelph	132			5		
Haldimand County	22					
Hamilton	113	20		228		
Innisfil	249					
Kitchener	123			50	14	
Lincoln	430					
Niagara Falls	11			5		
Oro-Medonte			20			21
Pelham	47					
Peterborough	5					
St. Catharines			226			
Waterloo	16			5		
West Gwillimbury				8		
Grand Total	1,401	20	261	338	35	

Current KPI's

	Avg. \$	Avg. SF	Sales/Site
Fort Erie	\$814,775	843	0.2
Hamilton	\$692,270	692	0.6
Oro-Medonte	\$647,221	697	0.2
Peterborough	\$902,233	1,430	0.1

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