



AltusGroup



Greater Golden Horseshoe Major Markets Low Rise Projects

New Homes Monthly Market Report
Data as of December 2022

GGH Overview

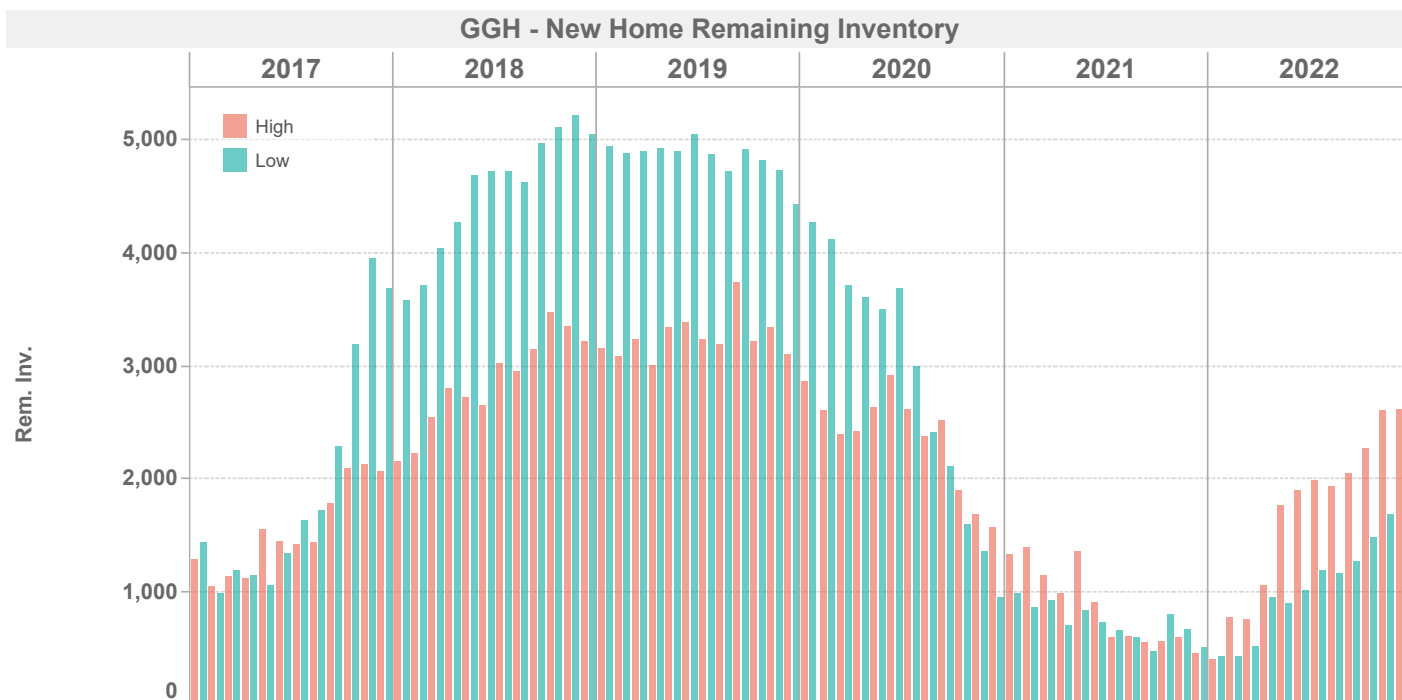
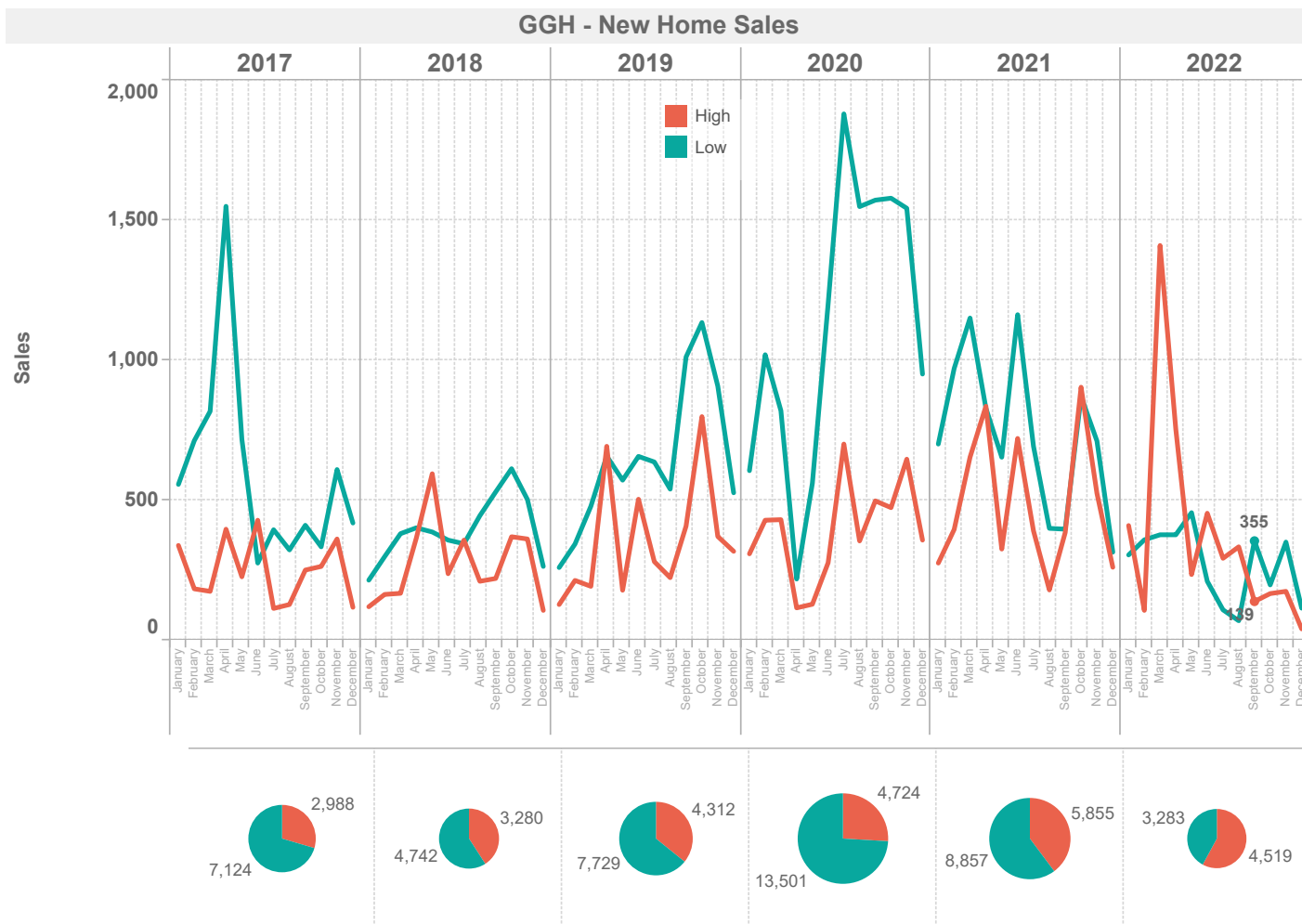
Altus Data Solutions Market Report - GGH New Homes Overview

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%			

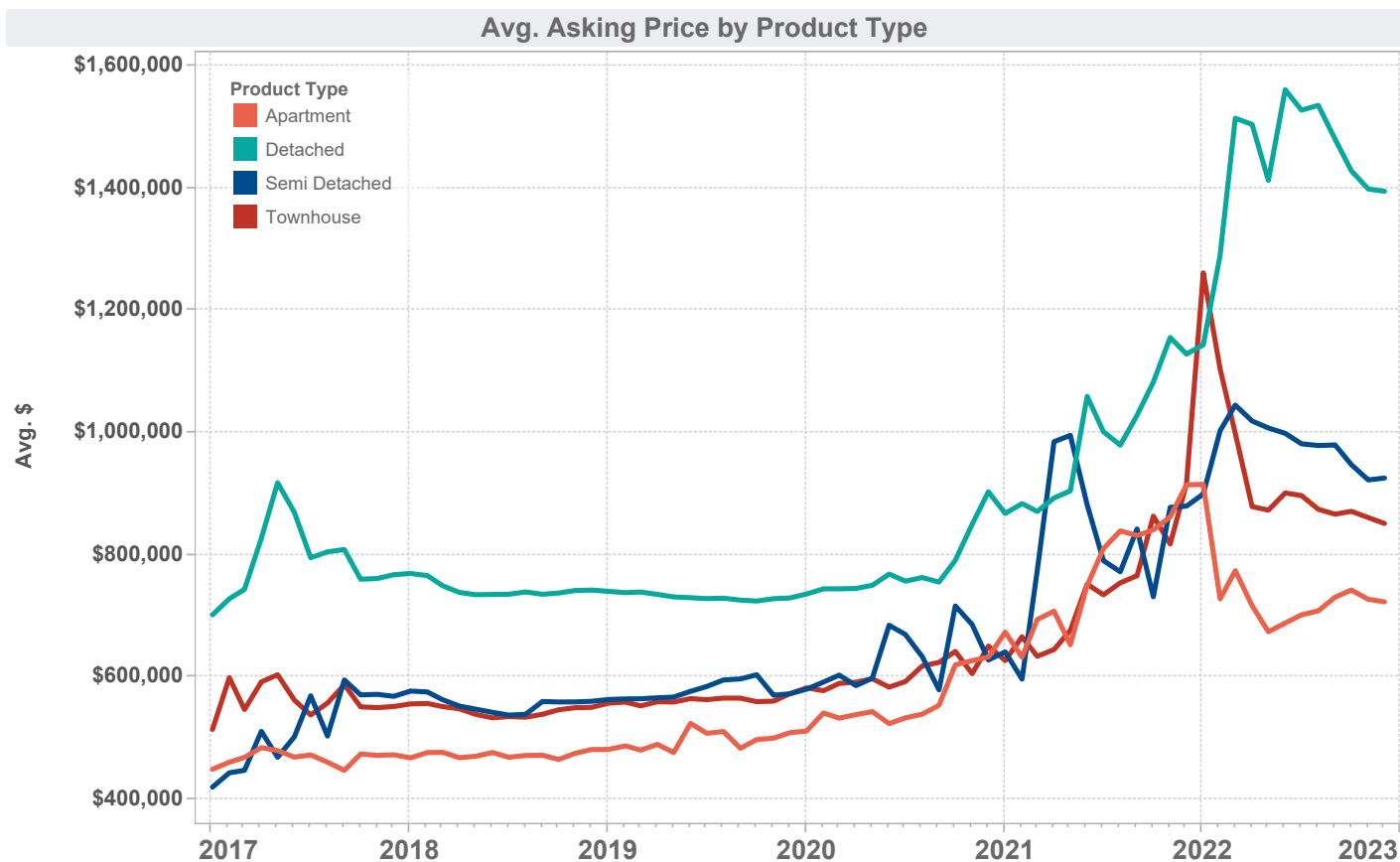
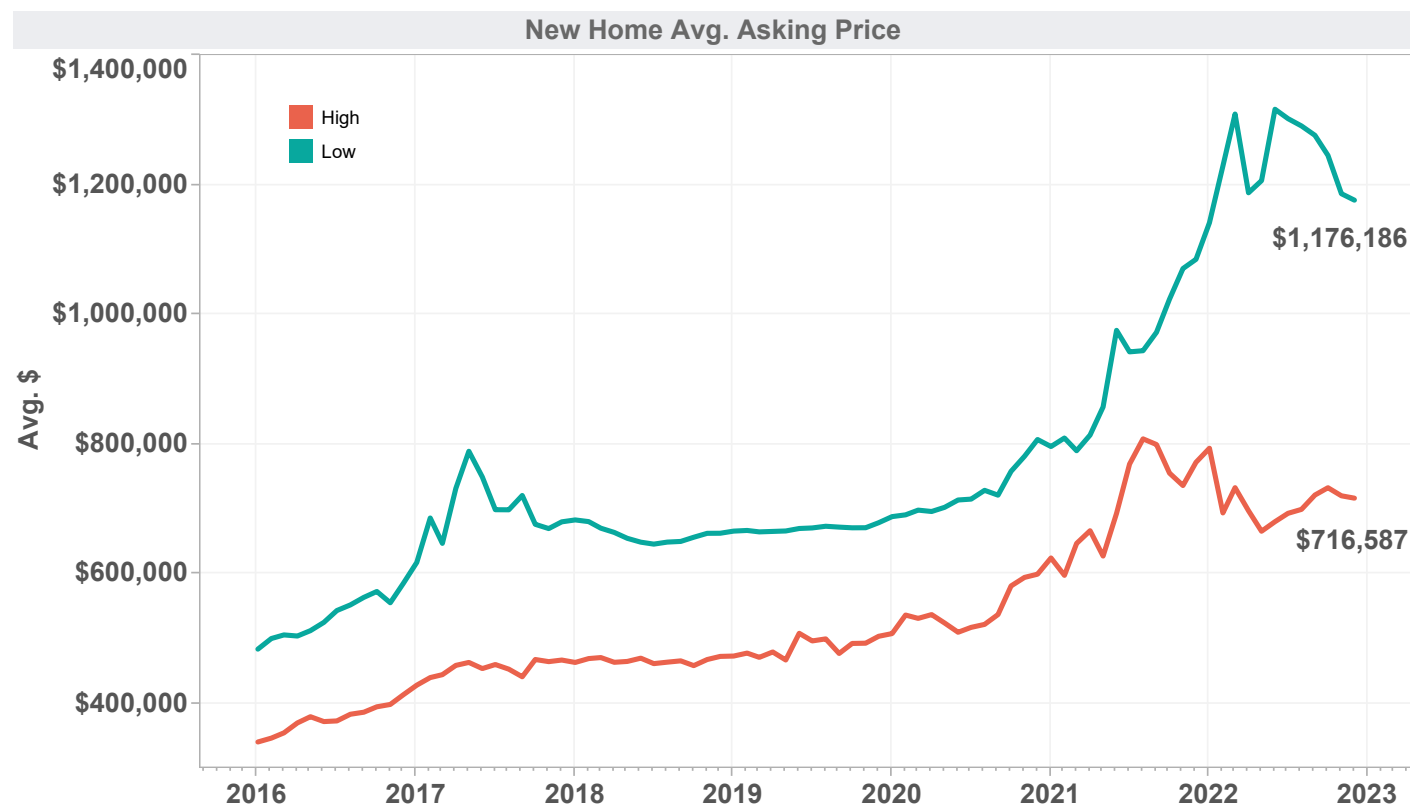
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

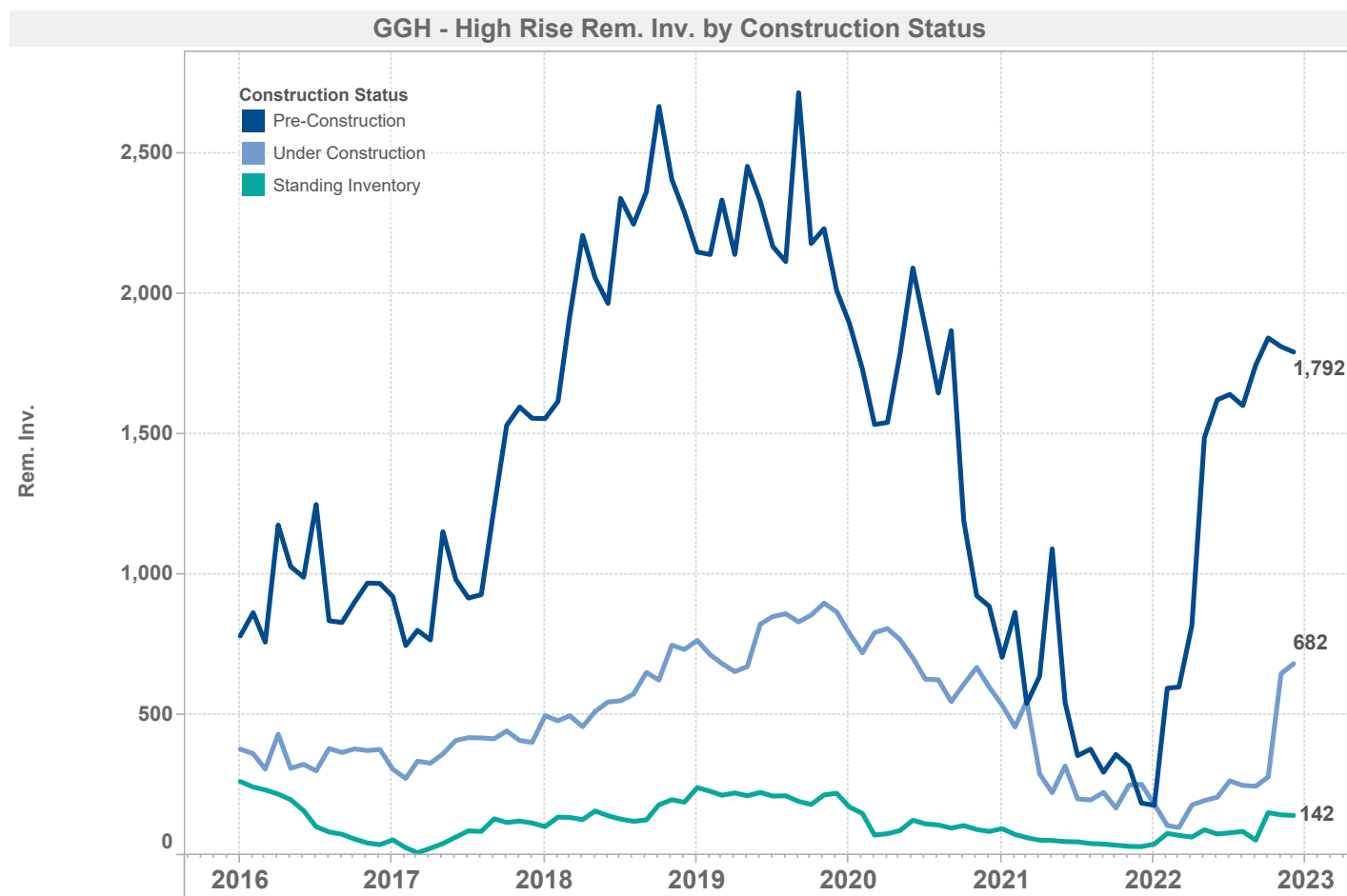
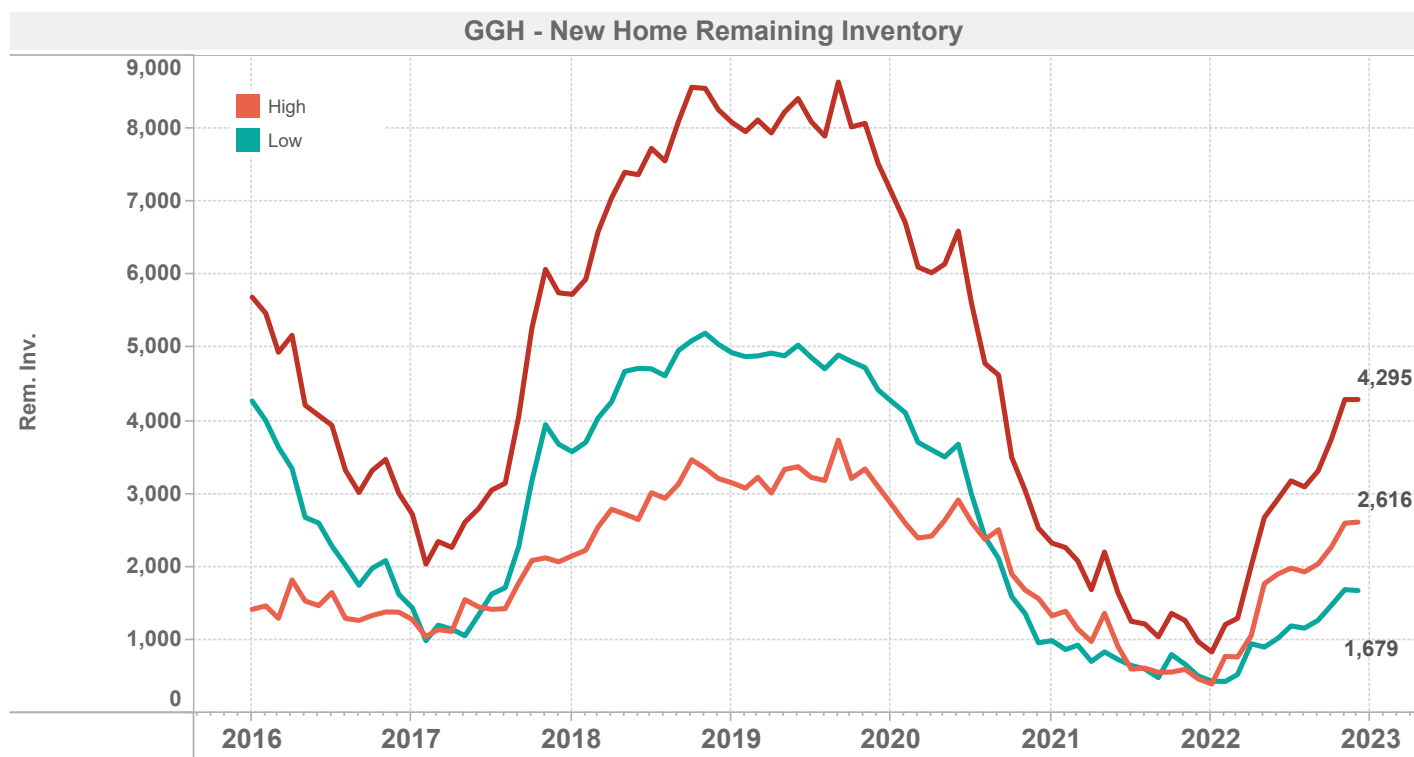
Sales & Remaining Inventory



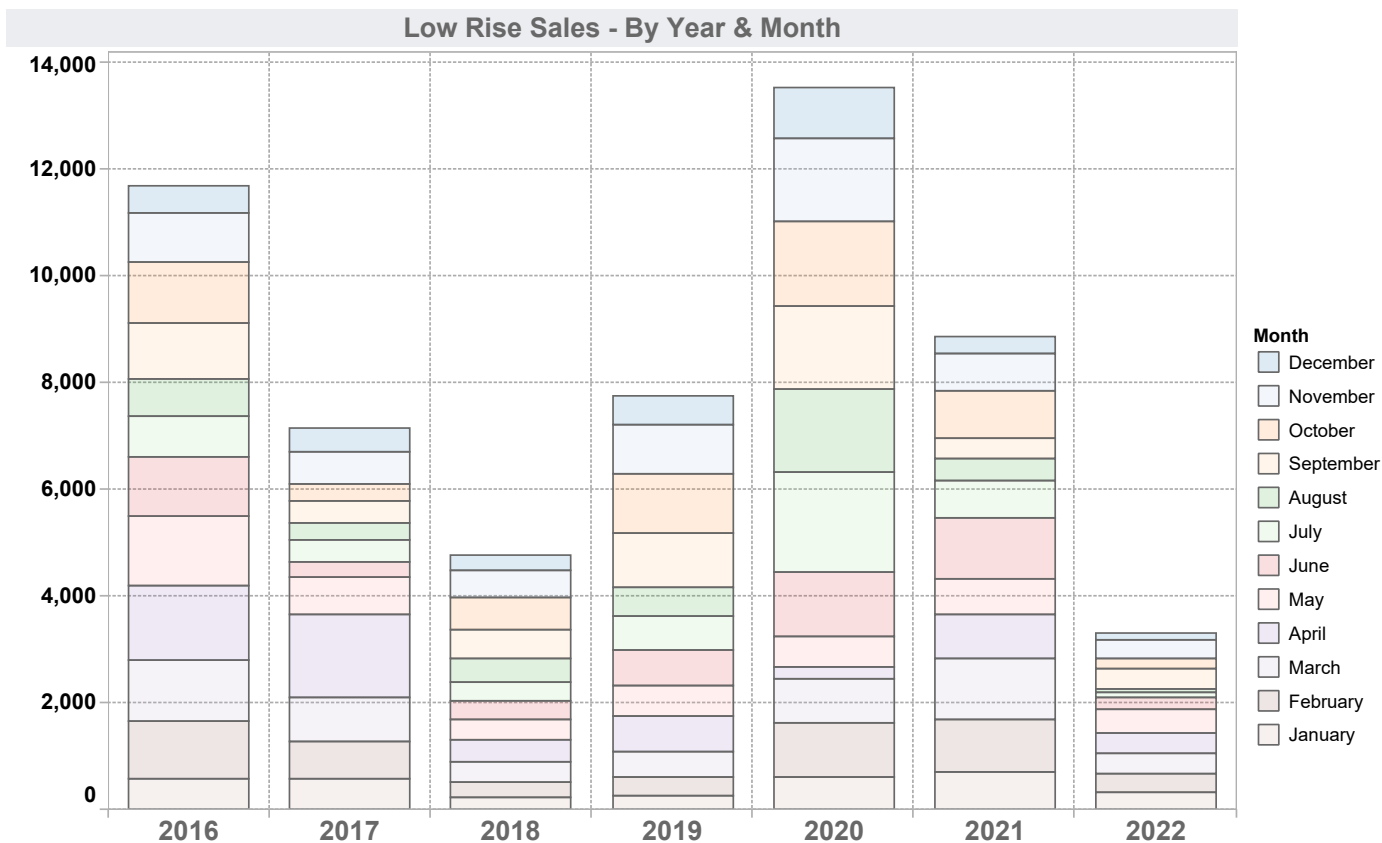
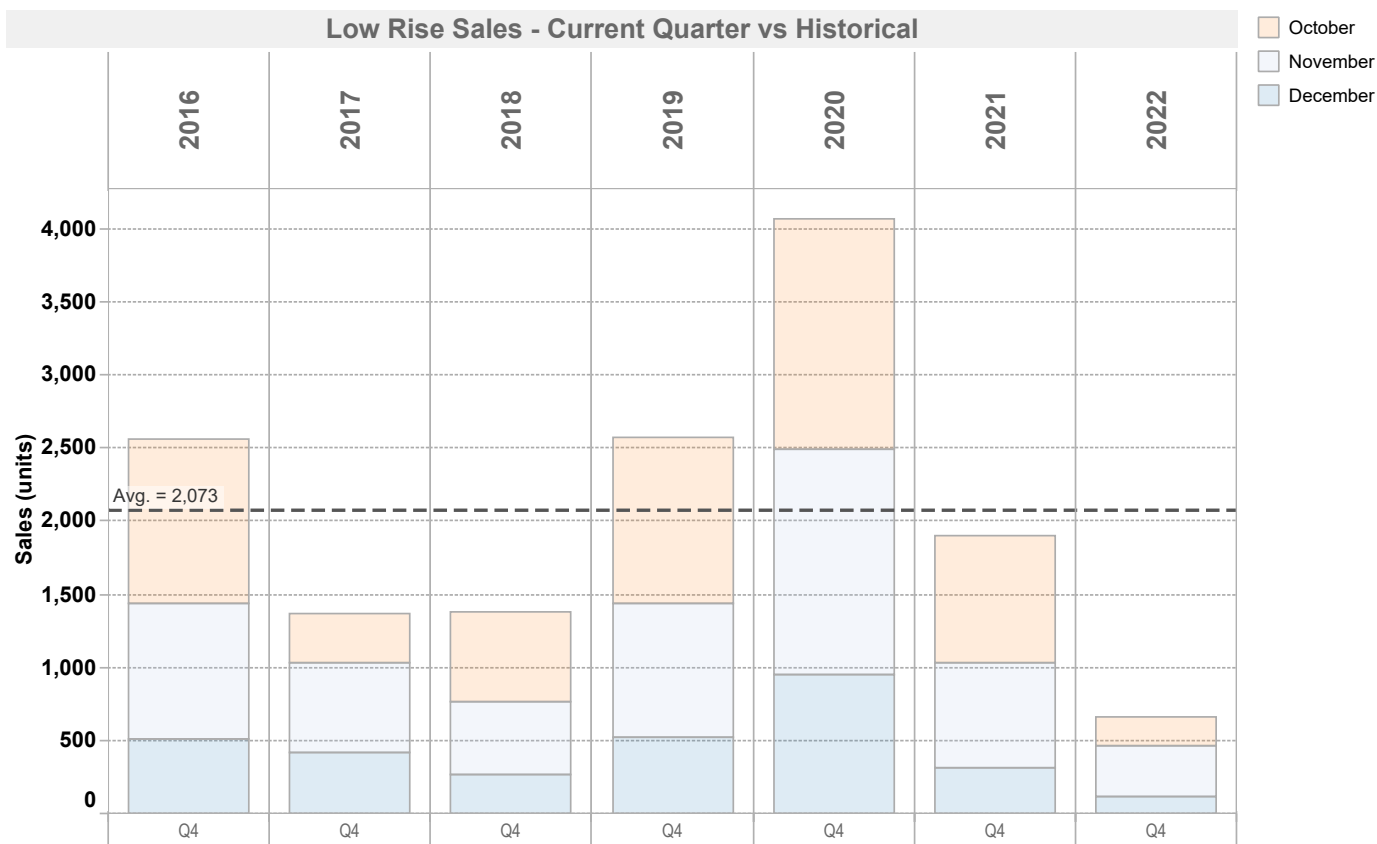
Pricing



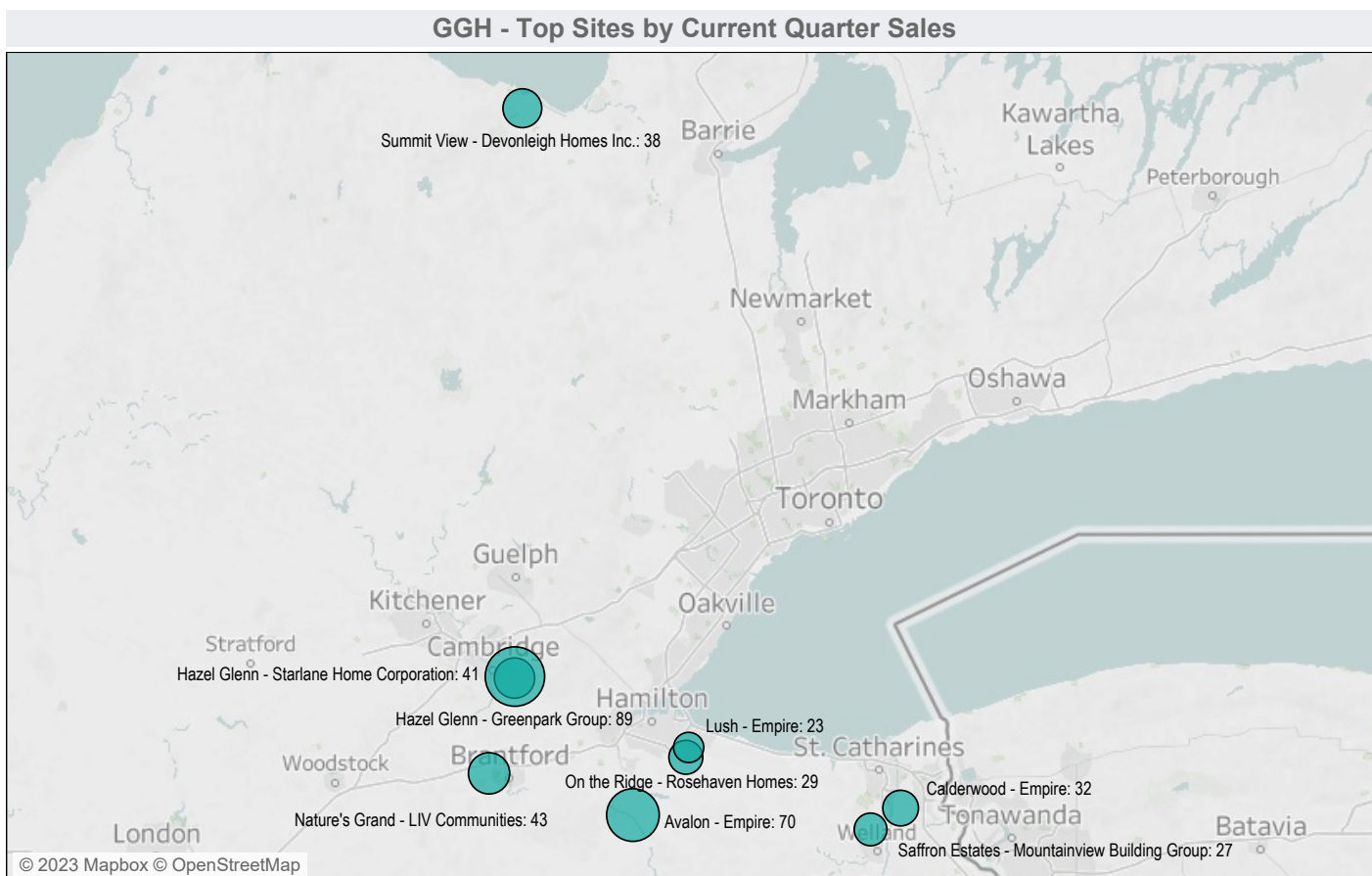
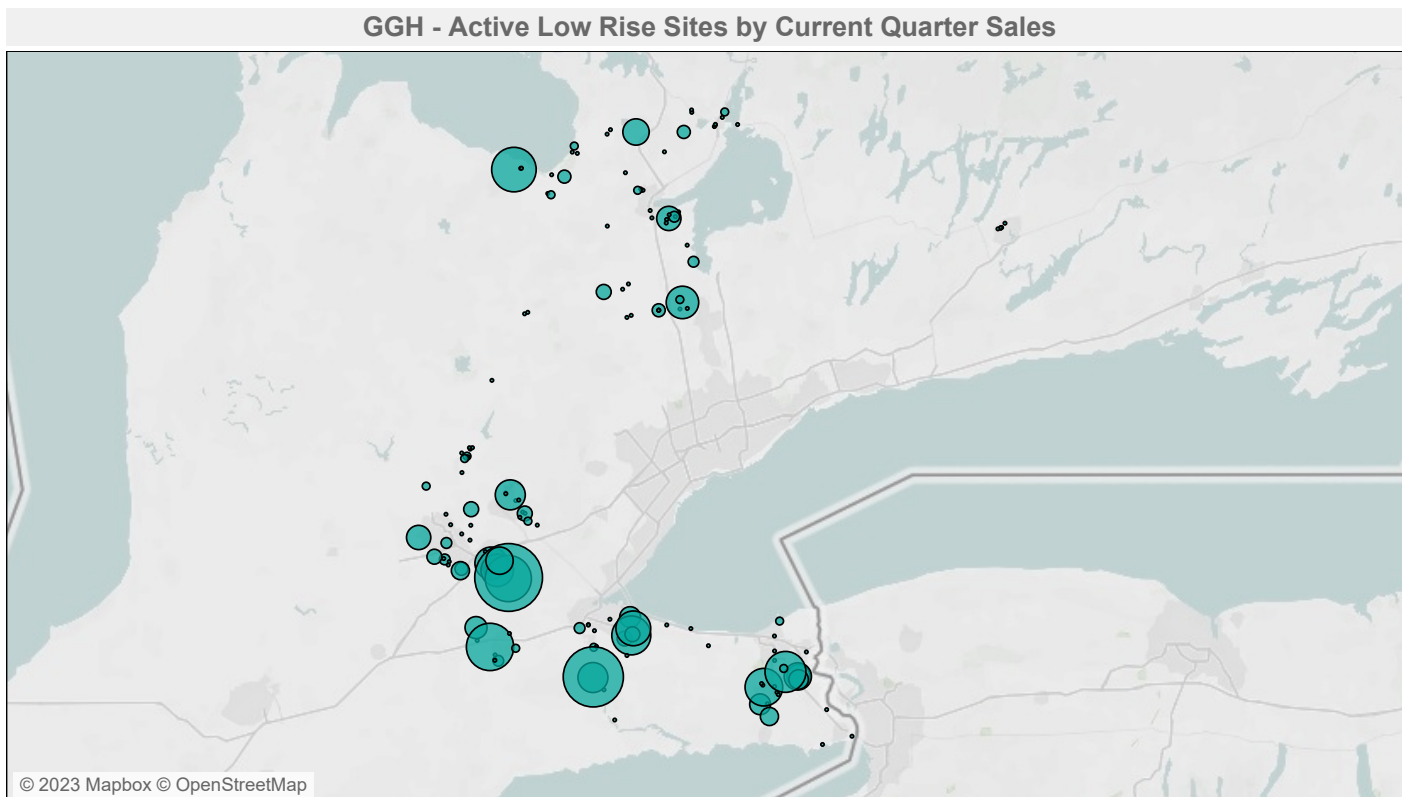
Remaining Inventory



Historical Sales Comparison



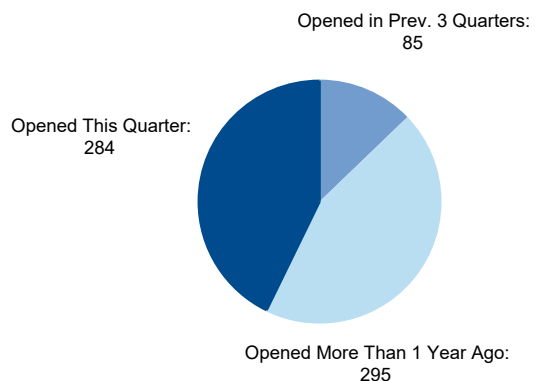
Current Sites



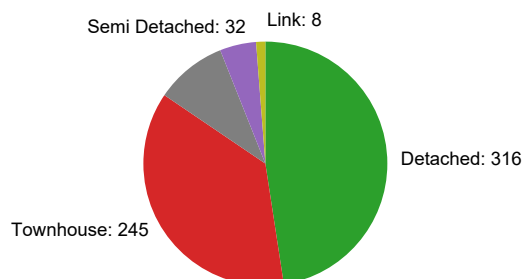
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

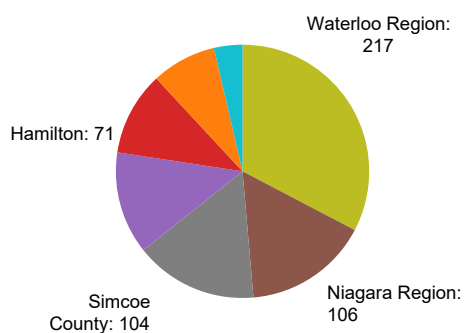
Sales by Opening Date



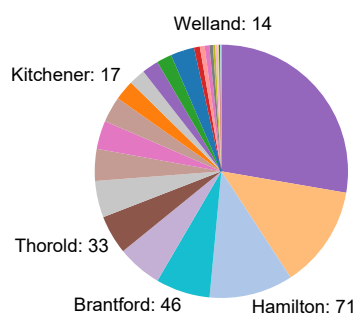
Sales by Product Type



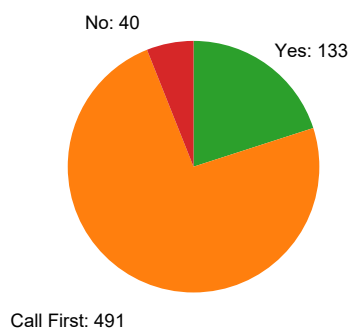
Sales by Region



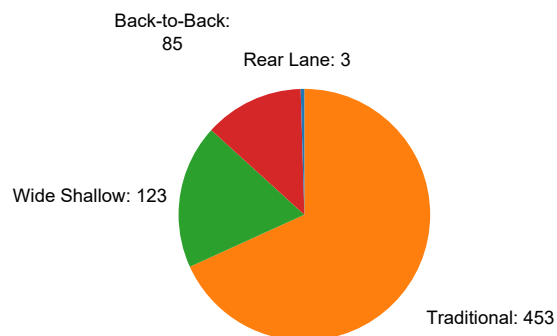
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



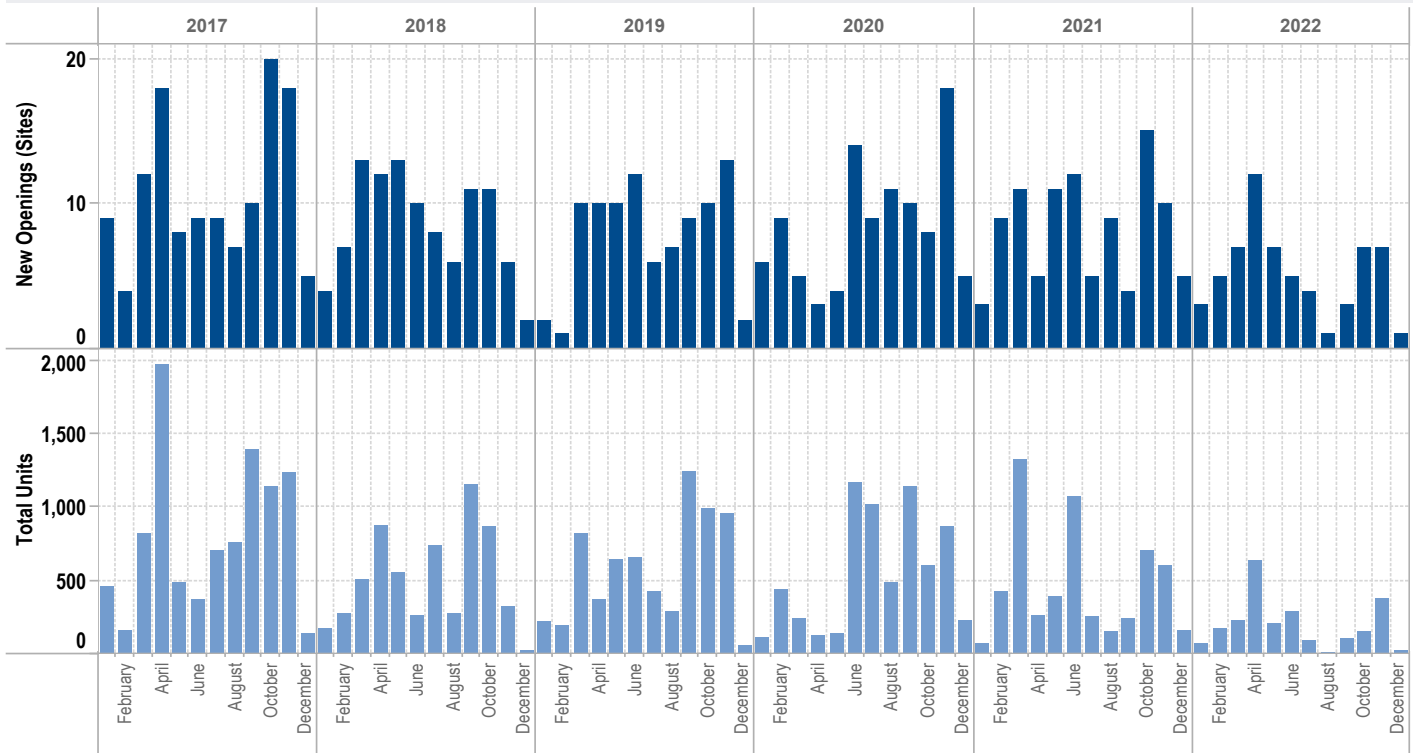
New Openings

Q4 2022 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Riverview - Elite Developments	Freehold	Haldimand County	2022-10-01	210	17	163	\$462
Saffron Estates - Mountainview Building Group	Freehold	Pelham	2022-10-08	18	6	0	
VIVA - Polocorp Inc.	Freehold Common Element	Kitchener	2022-10-12	14	2	9	\$670
Bromley Gardens - Dunsire Developments	Freehold	St. Catharines	2022-10-15	90	1	87	\$461
Harvest Park - Activa	Freehold	Kitchener	2022-10-15	30	4	21	\$480
Splendour - Mountainview Building Group	Freehold	Niagara Falls	2022-10-22	14	4	2	\$453
Splendour - Pinewood Niagara Builders	Freehold	Niagara Falls	2022-10-27	84	10	56	\$571
Hazel Glenn - Starlane Home Corporation	Freehold	Cambridge	2022-11-02	220	41	143	\$454
Fairway Meadows - Laurelcres Homes	Freehold	Cambridge	2022-11-05	2	2	0	
Westwood Village - Ridgeview Homes	Freehold	Cambridge	2022-11-05	22	0	22	\$478
Zen Towns - JD Development Group	Freehold Common Element	Cambridge	2022-11-05	98	20	60	\$520
Avalon - Empire	Freehold	Haldimand County	2022-11-12	172	63	73	\$472
Hazel Glenn - Greenpark Group	Freehold	Cambridge	2022-11-12	89	89	0	
NiMa - Terra View Homes	Freehold	Guelph	2022-11-26	42	17	13	\$502
Roxboro - Carriage Gate Homes	Freehold	Hamilton	2022-12-02	19	8	11	\$512
Grand Total				1,124	284	660	\$481

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	31	64	59	70	24	29	288	53	53	34	798		24.3%		24.3%
Great Gulf	45	35	38	21	2	4	0	0	2	11	11	9	178		5.4%		29.7%
Mountainview Building Group	0	9		24	16	17	5	3	21	38	5	6	144		4.4%		34.1%
Crystal Homes and Fernbrook Homes and Zancor Homes				62	42	11	8	4	3	0	8	5	143		4.4%		38.5%
Stanward Homes Ltd. and New Horizon Development Group an..				0	93	30	4	0	0	0	0	0	127		3.9%		42.3%
Activa	3	20	22	17	16	10	8	6	3	13	7	1	126		3.8%		46.2%
Mattamy Homes	16	40	31	28	5	0	0	0	0	0	0	0	120		3.7%		49.8%
LIV Communities	0	35	4	24	3	2	2	0	0	0	43	0	113		3.4%		53.3%
Bradley Homes	37	5	1	12	33	0	0	0	0	0	2	0	90		2.7%		56.0%
Greenpark Group											89		89		2.7%		58.7%
	305	359	377	377	456	211	109	70	355	198	351	115	3,283				

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

Builder	2022												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Empire	28	65	31	64	59	70	24	29	288	53	53	34	798		24.3%		24.3%
Great Gulf	45	35	38	21	2	4	0	0	2	11	11	9	178		5.4%		29.7%
Mountainview Building Group	0	9		24	16	17	5	3	21	38	5	6	144		4.4%		34.1%
Crystal Homes and Fernbrook Homes and Zancor Homes				62	42	11	8	4	3	0	8	5	143		4.4%		38.5%
Stanward Homes Ltd. and New Horizon Development Group and Marz Homes				0	93	30	4	0	0	0	0	0	127		3.9%		42.3%
Activa	3	20	22	17	16	10	8	6	3	13	7	1	126		3.8%		46.2%
Mattamy Homes	16	40	31	28	5	0	0	0	0	0	0	0	120		3.7%		49.8%
LIV Communities	0	35	4	24	3	2	2	0	0	0	43	0	113		3.4%		53.3%
Bradley Homes	37	5	1	12	33	0	0	0	0	0	2	0	90		2.7%		56.0%
Greenpark Group											89		89		2.7%		58.7%
	305	359	377	377	456	211	109	70	355	198	351	115	3,283				

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2022 Q4
Hazel Glenn - Greenpark Group	Cambridge	Detached	30'	29
		Townhouse	20'	60
		Total		89
Avalon - Empire	Haldimand County	Detached	27'	1
			33'	5
			38'	0
		Quadraplex	26'	63
		Townhouse	20'	1
		Total		70
Nature's Grand - LIV Communities	Brantford	Detached	30'	1
			36'	15
			40'	10
			44'	4
		Townhouse	20'	13
		Total		43
Hazel Glenn - Starlane Home Corporation	Cambridge	Detached	36'	28
			40'	13
		Total		41
Summit View - Devonleigh Homes Inc.	Collingwood	Detached	43'	21
		Link	30'	8
		Semi Detached	30'	8
		Townhouse	20'	1
		Total		38
Calderwood - Empire	Thorold	Detached	27'	13
			34'	15
		Townhouse	20'	4
				32
On the Ridge - Rosehaven Homes	Hamilton	Detached	35'	13
			40'	10
		Semi Detached	22'	6
				29
Saffron Estates - Mountainview Building Group	Pelham	Detached	40'	2
			45'	4
			50'	6
		Semi Detached	30'	7
		Townhouse	20'	8
		Total		27
Lush - Empire	Hamilton	Townhouse	15'	0
			16'	23
		Total		23
Summerlyn Village - Great Gulf	West Gwillimbury	Detached	36'	1
		Townhouse	21'	19
		Total		20
Vineyards - Carey Homes	Cambridge	Townhouse	19'	20

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2021 Q4			2022 Q4				
		Detached	Semi Detached	Townhouse	Detached	Link	Quadrplex	Semi Detached	Townhouse
County of Brant	Brant	5		30	4				5
	Brantford	76		68	31			0	15
	Total	81		98	35			0	20
Dufferin County	Grand Valley	8			0				
	Melancthon								
	Orangeville								
	Shelburne	8		0	0				0
	Total	16		0	0				0
Haldimand County	Haldimand County	3	2	28	6		63		18
	Total	3	2	28	6		63		18
Hamilton	Hamilton	8	6	113	29			6	36
	Total	8	6	113	29			6	36
Niagara Region	Fort Erie	2	2	10	0			0	0
	Grimsby			0					0
	Lincoln	4			0				
	Niagara Falls	11		44	16			4	11
	Niagara-on-the-Lake								
	Pelham	0		0	12			7	8
	St. Catharines	0		9	1				0
	Thorold	36	11	31	29				4
	Welland	6		3	6				8
	West Lincoln								
	Total	59	13	97	64			11	31
Peterborough County	Peterborough	68		13	0				
	Total	68		13	0				
Simcoe County	Adjala-Tosorontio								
	Barrie	149	64	88	3			5	5
	Clearview	37			1				
	Collingwood	30			21	8		8	1
	Essa	0			0				
	Innisfil	21		18	2				0
	New Tecumseth	67		6	1				3
	Orillia	6		10	0				1
	Oro-Medonte	17			3				
	Springwater	172	73	43	14			0	
	Wasaga Beach	57	6	7	3			0	1
	West Gwillimbury	153	9	4	5			0	19
	Total	709	152	176	53	8		13	30
Waterloo Region	Cambridge	51		0	84				100
	Kitchener	68		13	9				8
	North Dumfries								
	Waterloo	3		13	11				0
	Woolwich	4		0	5				0
	Total	126		26	109				108
Wellington County	Centre Wellington	25	52	4	1			0	1
	Guelph	19	3	1	19			2	1
	Guelph/Eramosa								
	Puslinch	0			0				
	Total	44	55	5	20			2	2
Grand Total		1,114	228	556	316	8	63	32	245

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