



AltusGroup



Greater Golden Horseshoe Major Markets High Rise Projects

New Homes Monthly Market Report
Data as of March 2023

GGH Overview

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q1 2023		Q1 2022		Change
Condominium Apartment	128		1,915		-93.3%
Single Family	585		1,041		-43.8%
Total	713		2,956		-75.9%
Year to Date Sales	Jan.-Mar. 2023		Jan.-Mar. 2022		Y/Y Change
Condominium Apartment	128		1,915		-93.3%
Single Family	585		1,041		-43.8%
Total	713		2,956		-75.9%
Year to Date Supply	Jan.-Mar. 2023		Jan.-Mar. 2022		Y/Y Change
Condominium Apartment	141		1,749		-91.9%
Single Family	607		1,055		-42.5%
Total	748		2,804		-73.3%
Year to Date Completions	Jan.-Mar. 2023		Jan.-Mar. 2022		Y/Y Change
Condominium Apartment	2,014		1,239		62.6%
Remaining Inventory	Mar-23	Dec-22	Mar-22	M/M Change	Y/Y Change
Condominium Apartment	2,436	2,712	783	-10.2%	211.1%
Single Family	1,740	1,718	513	1.3%	239.2%
Total	4,176	4,430	1,296	-5.7%	222.2%
Average Asking Price	Mar-23	Dec-22	Mar-22	M/M Change	Y/Y Change
Condominium Apartment	\$716,122	\$714,099	\$728,054	0.3%	-1.6%
Single Family	\$1,189,792	\$1,196,471	\$1,312,538	-0.6%	-9.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	1	70	279	147	
Condominium Apartment Units	258	10,266	10,330	6,009	
% Sold*	21%	76%	86%	66%	
Single Family Projects	4	161			
Single Family Units	64	14,776			
% Sold*	62%	88%			

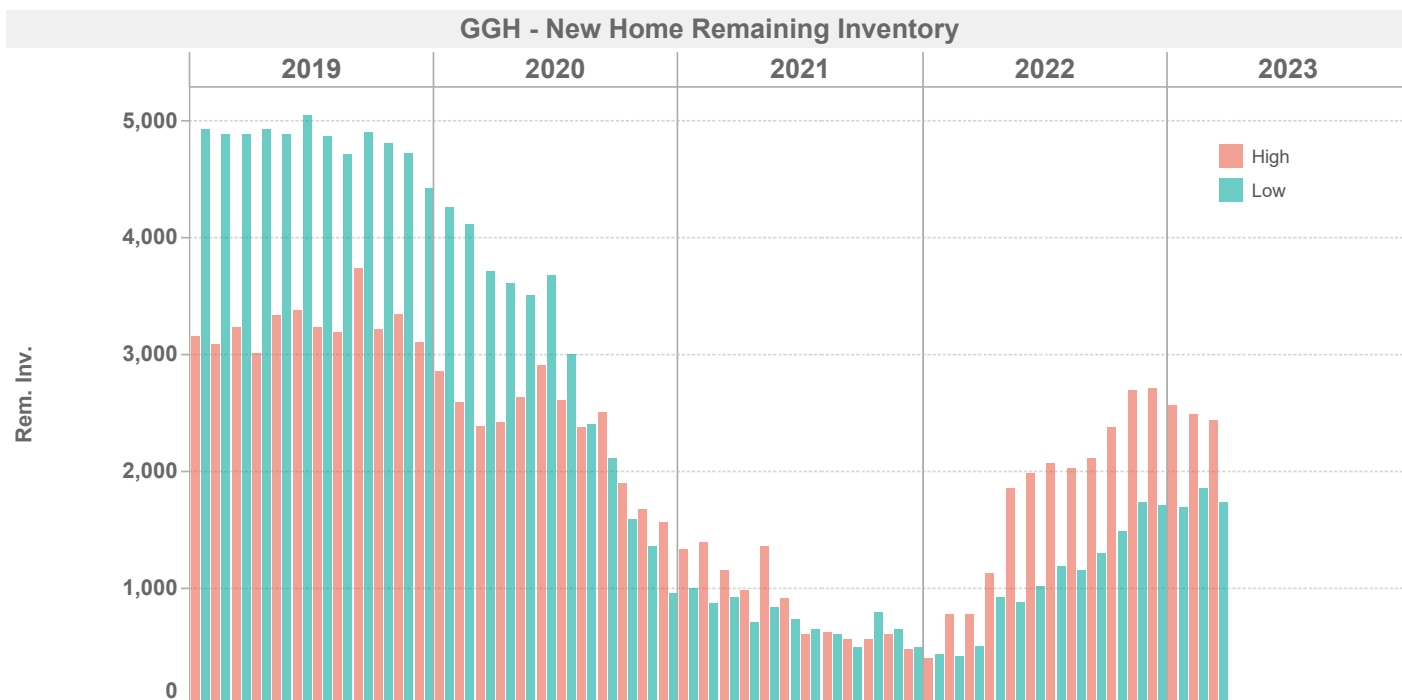
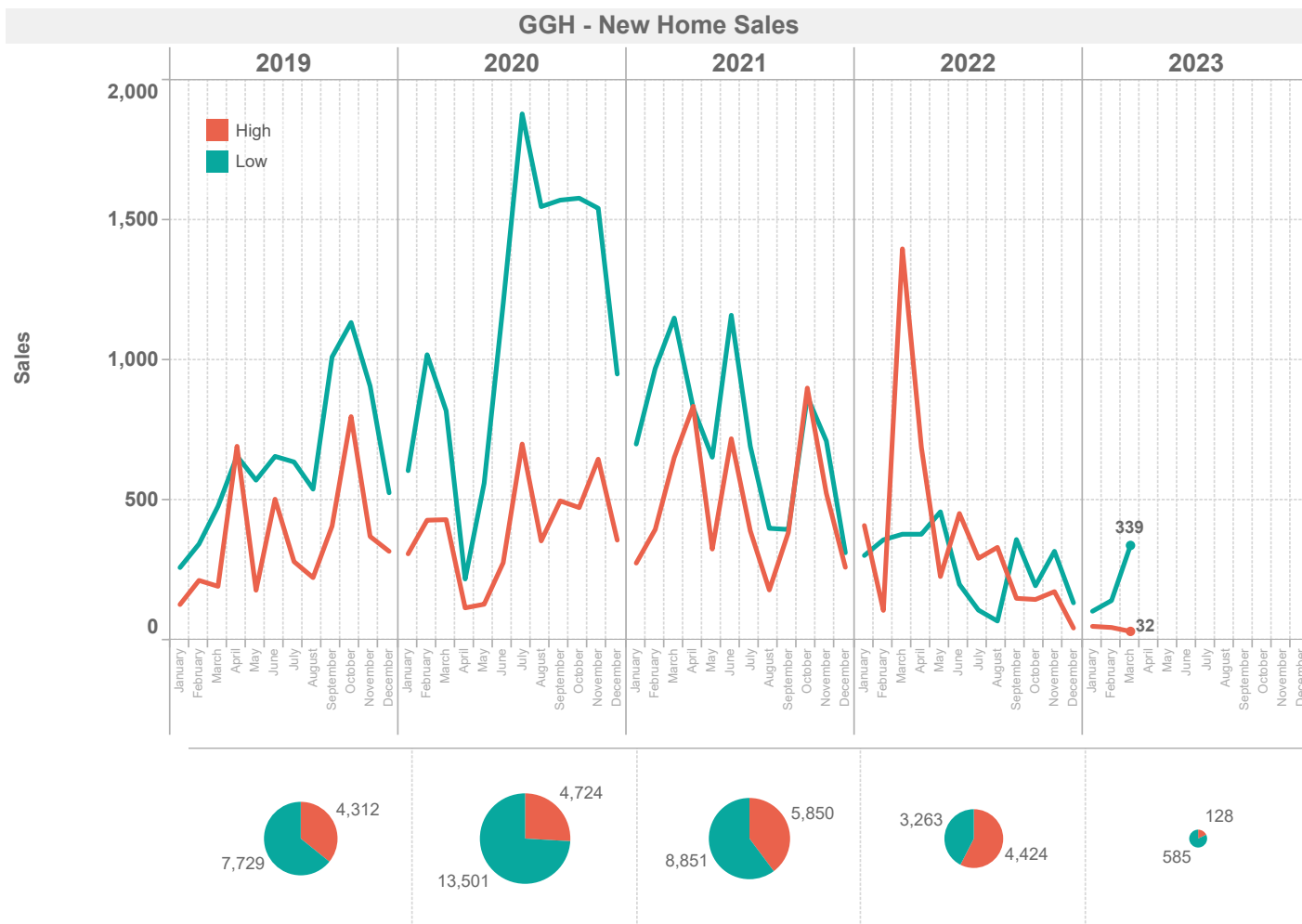
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

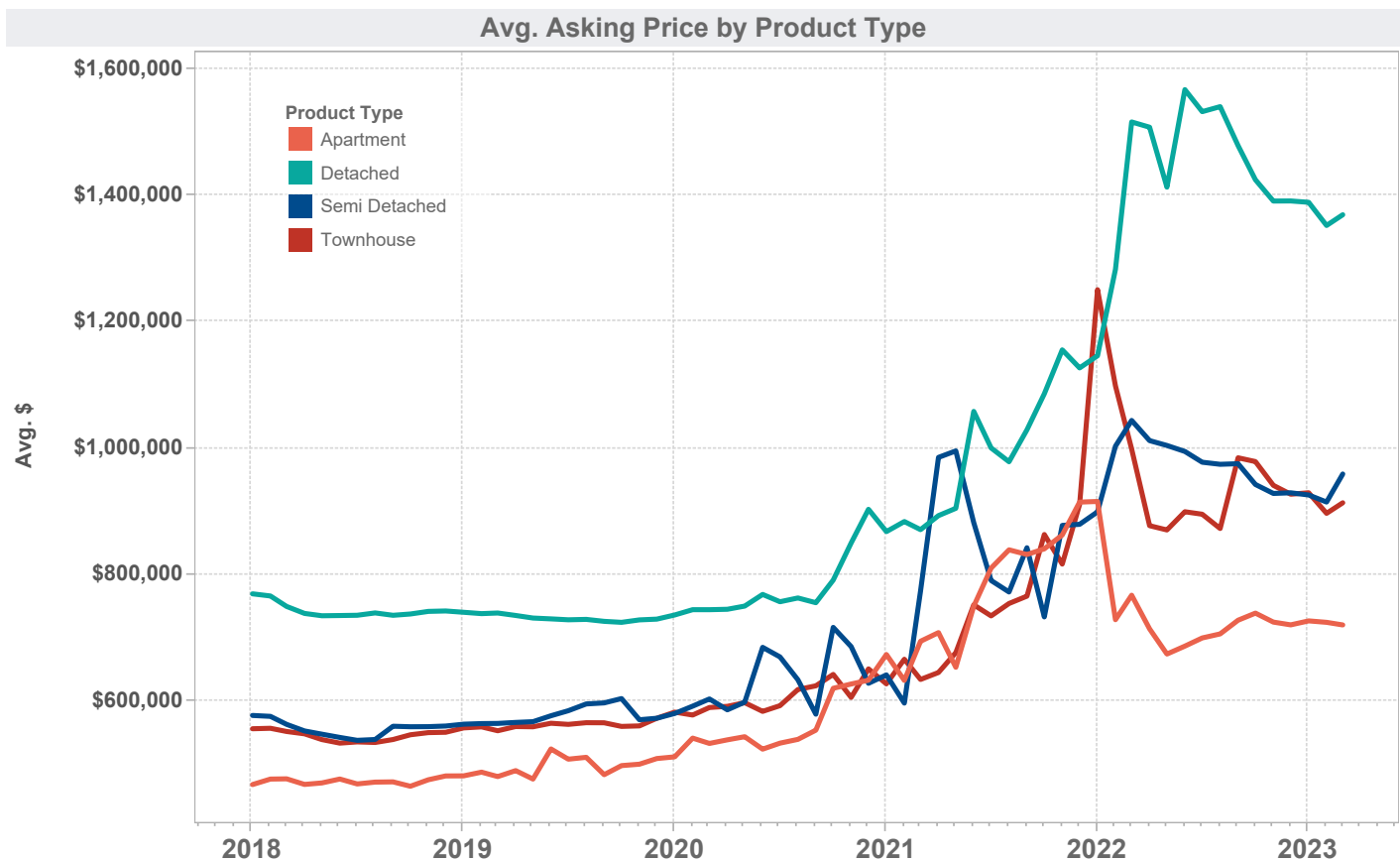
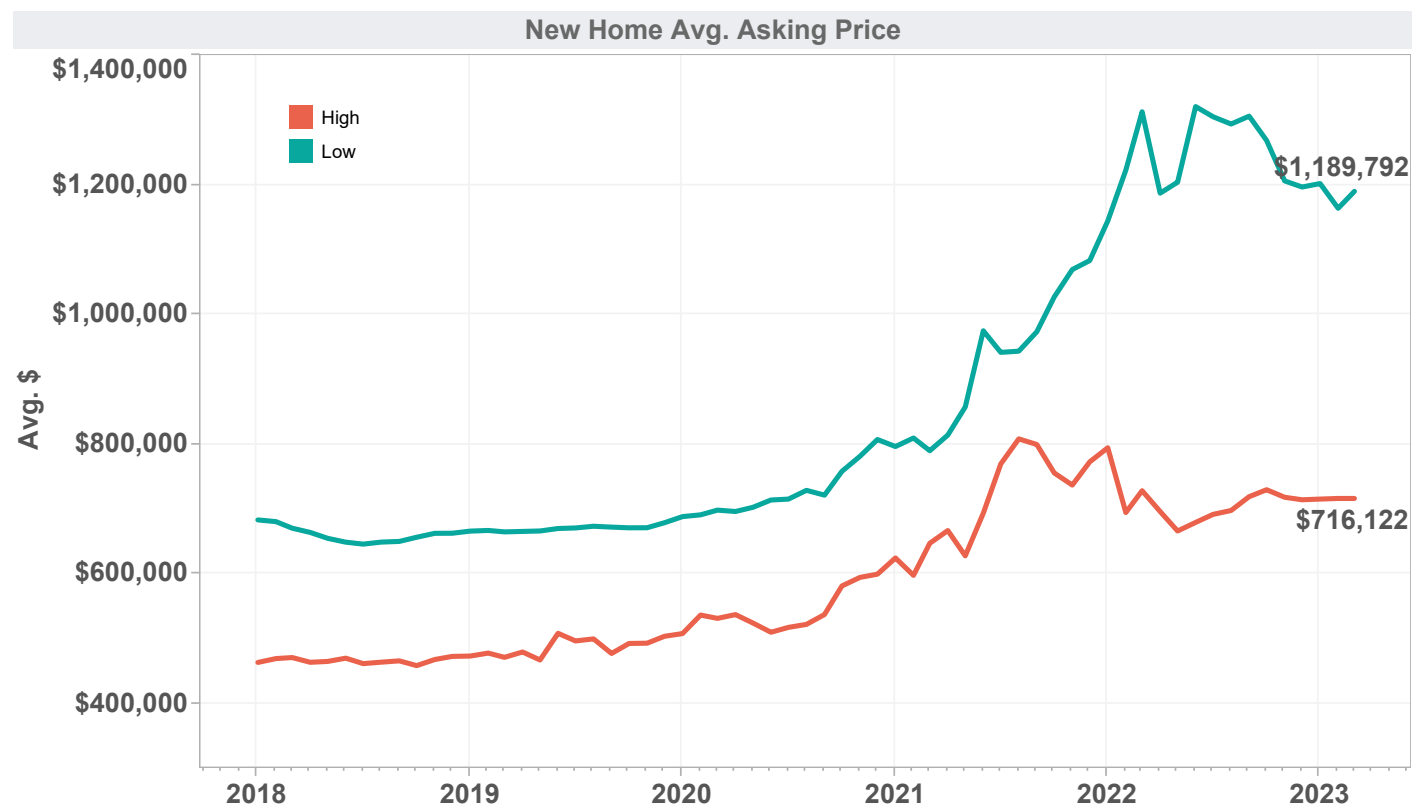
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

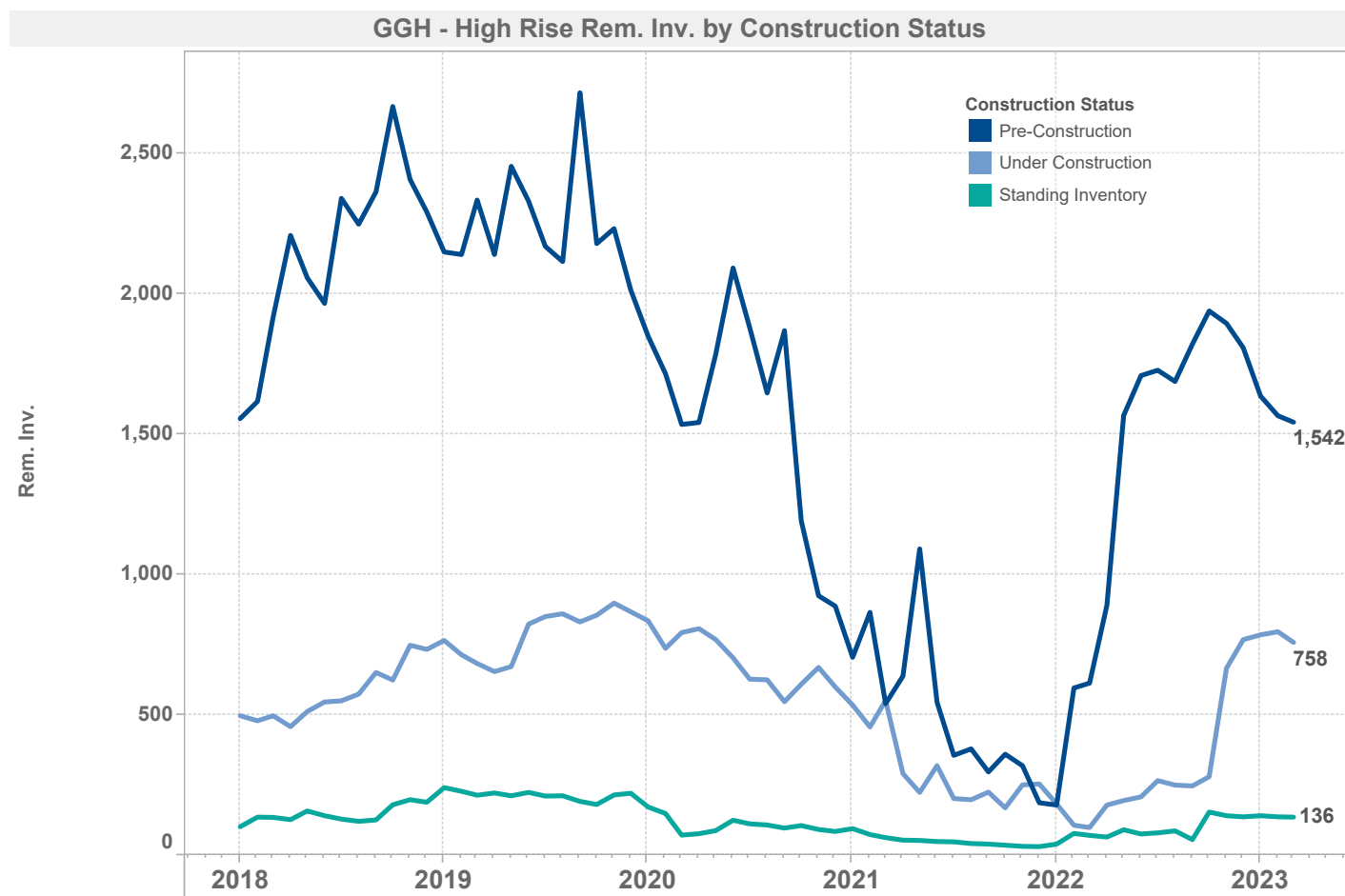
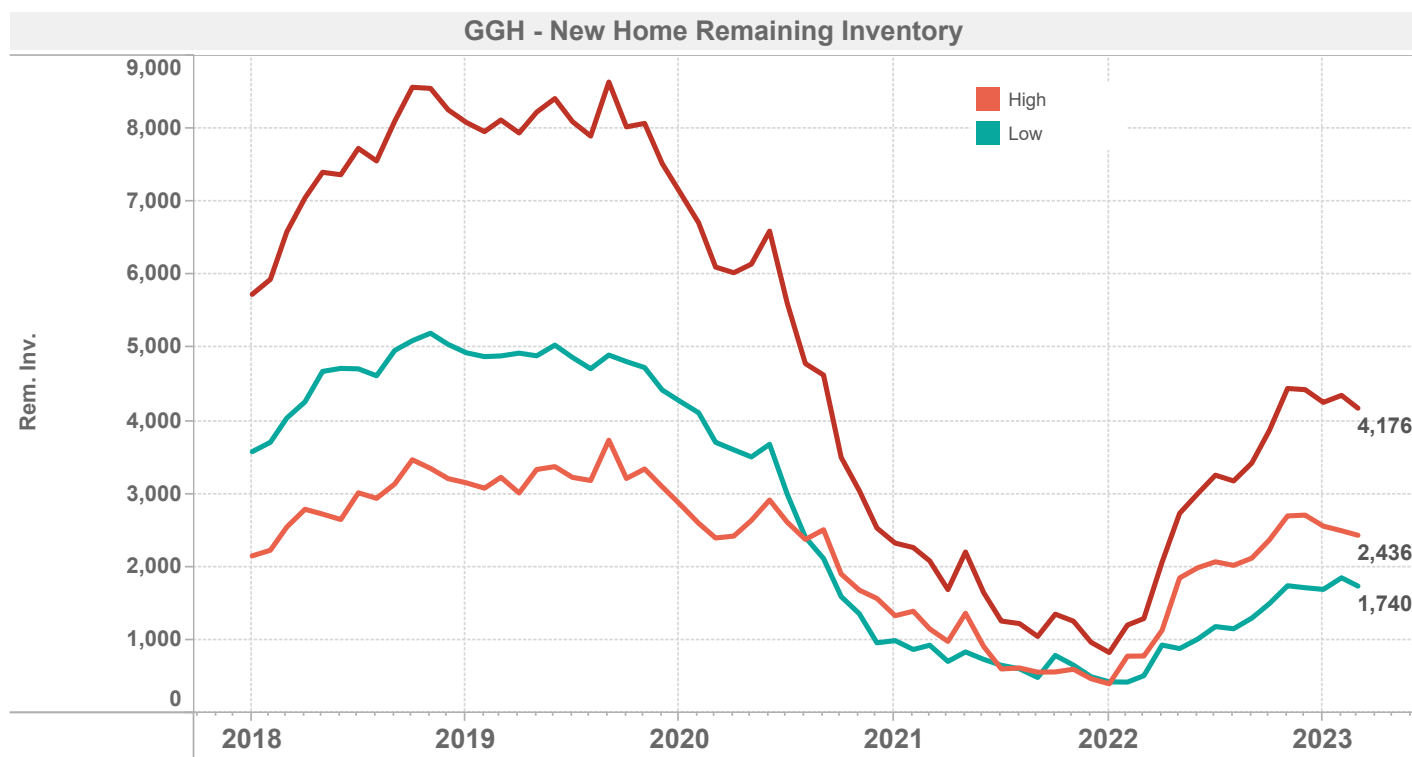
Sales & Remaining Inventory



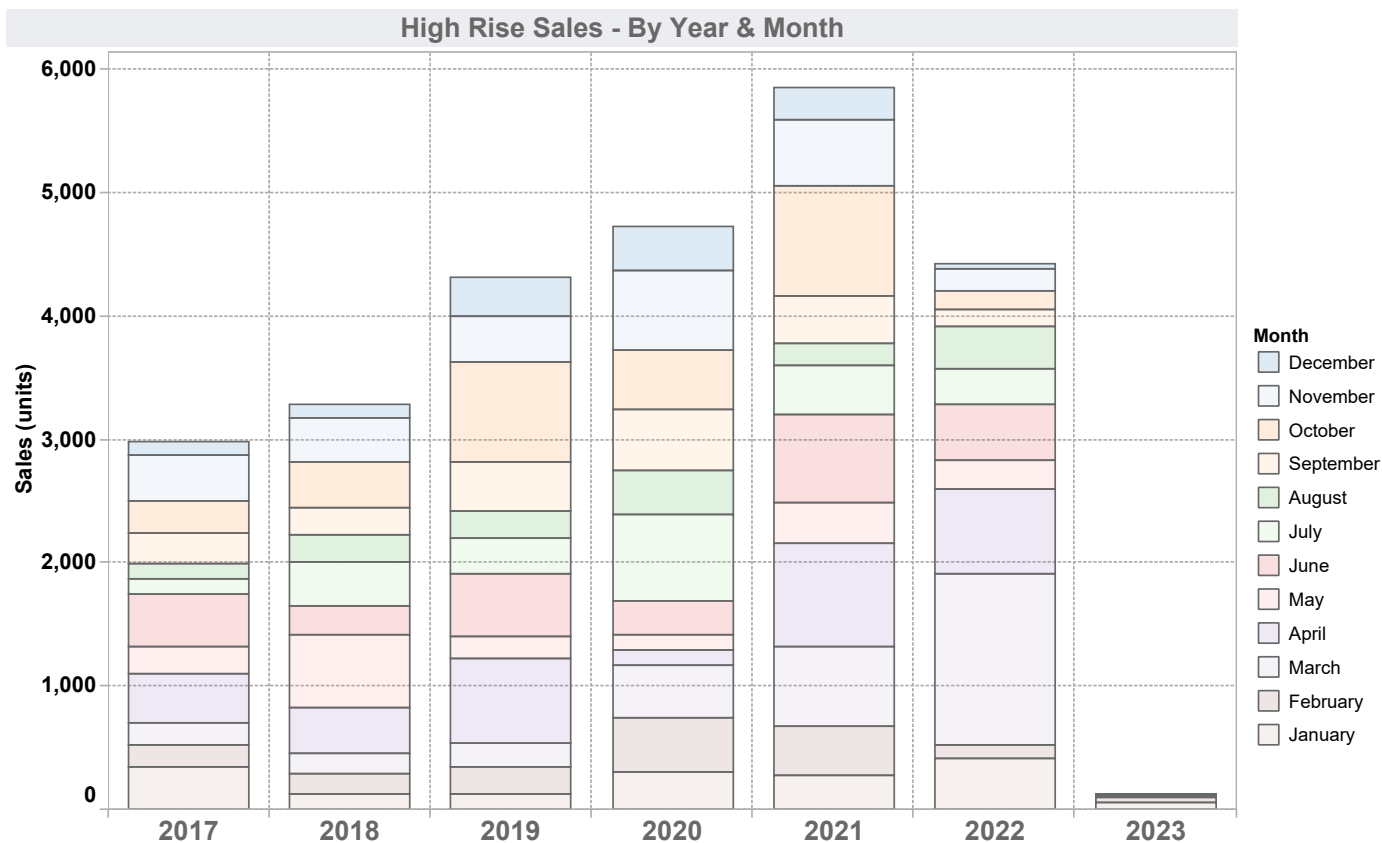
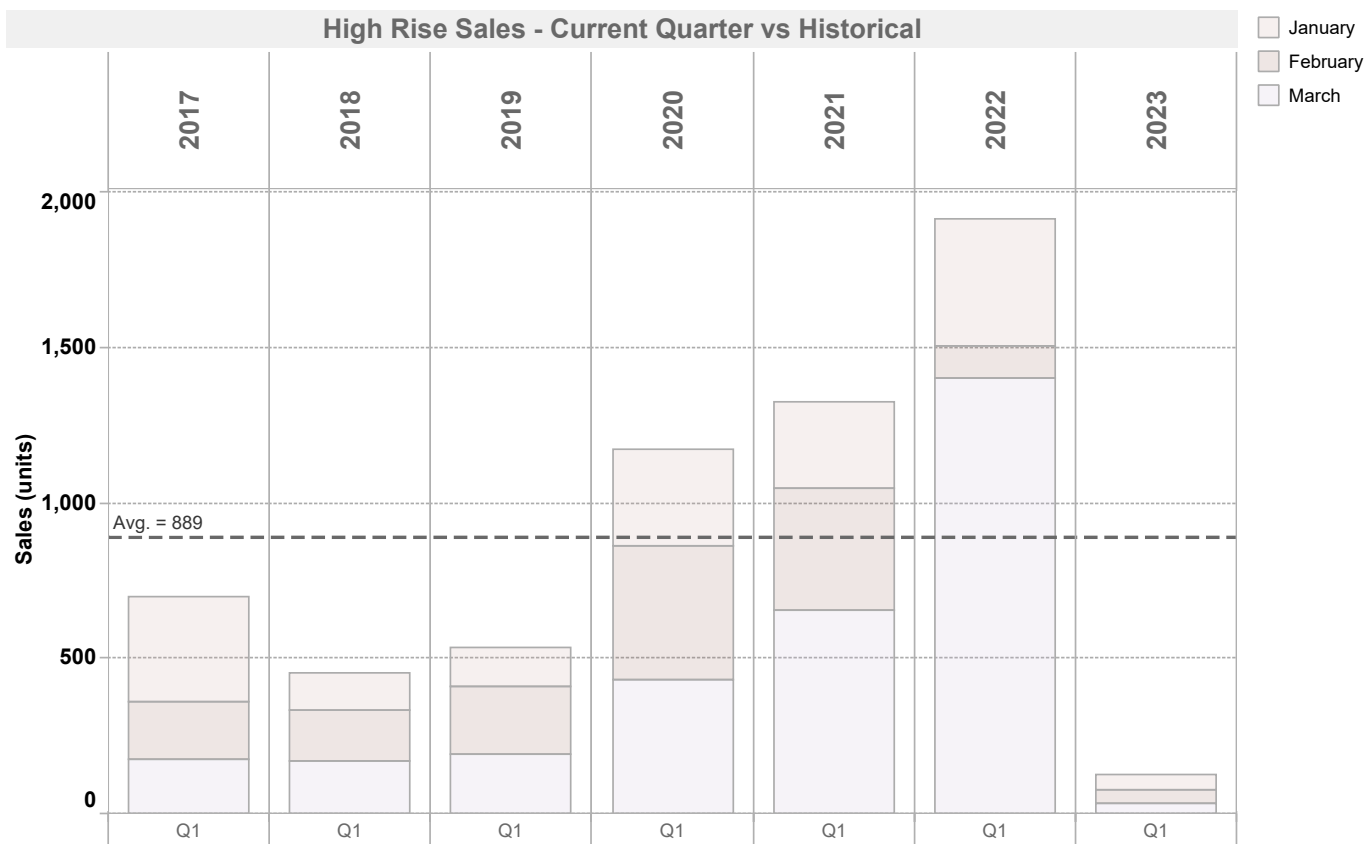
Pricing



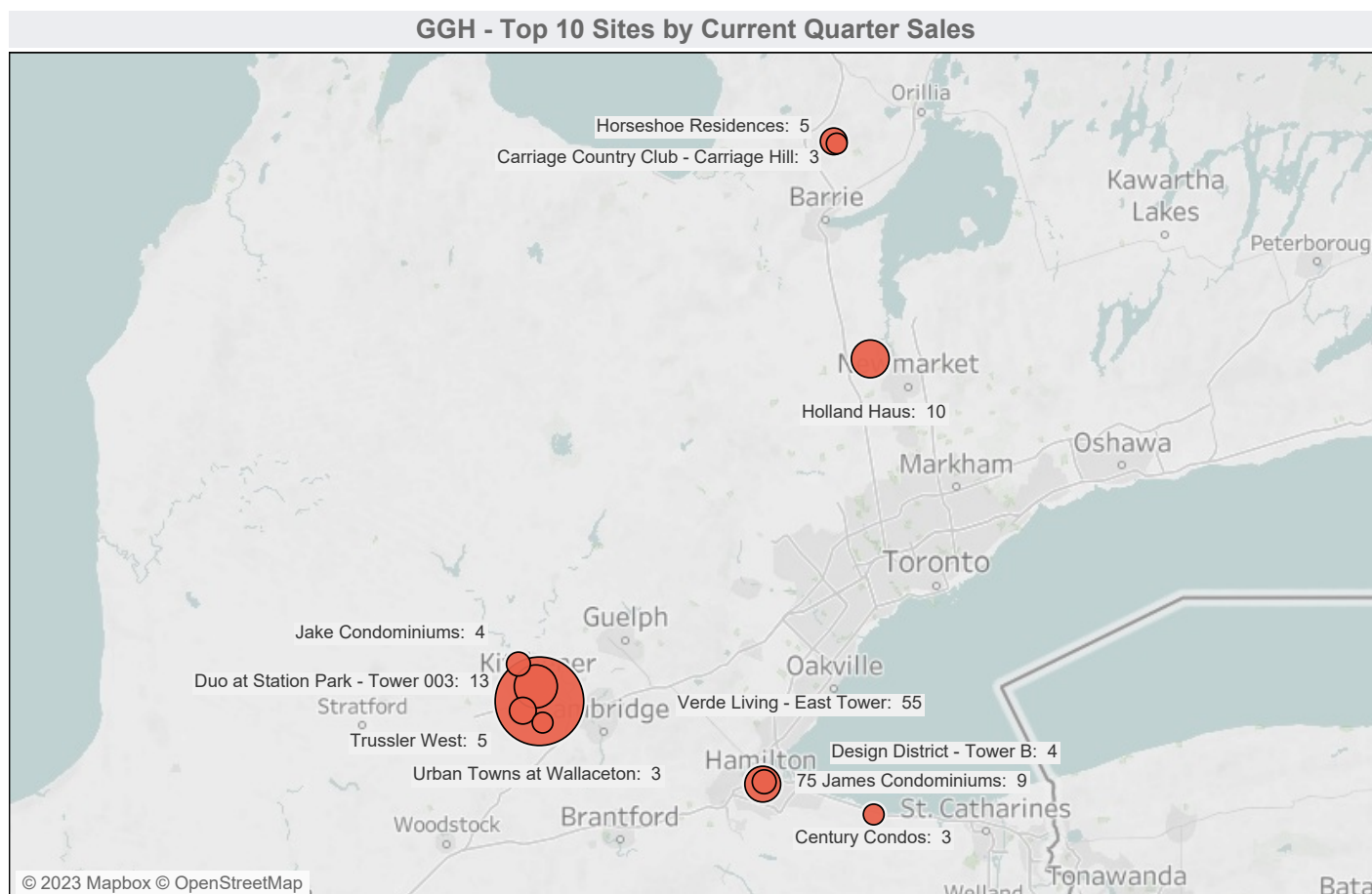
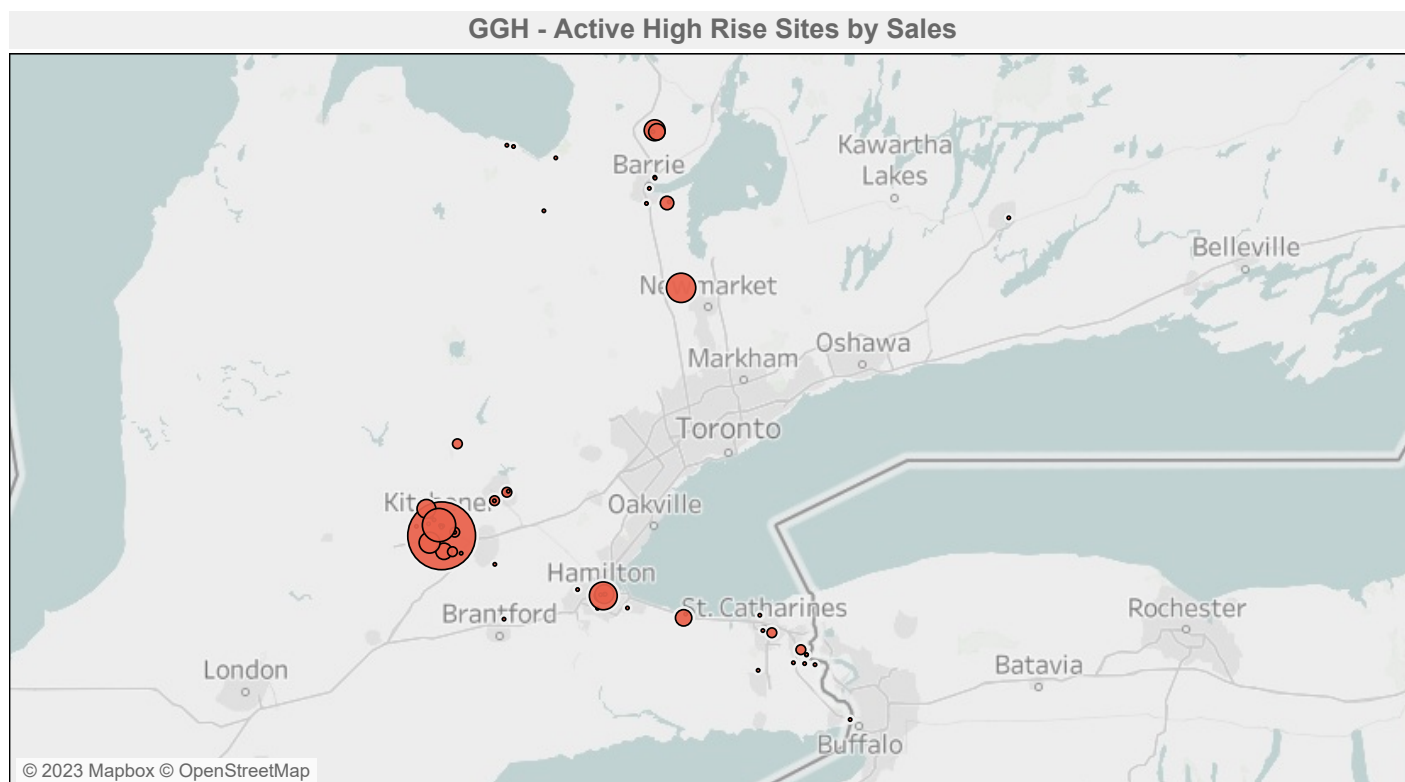
Remaining Inventory



Historical Sales Comparison



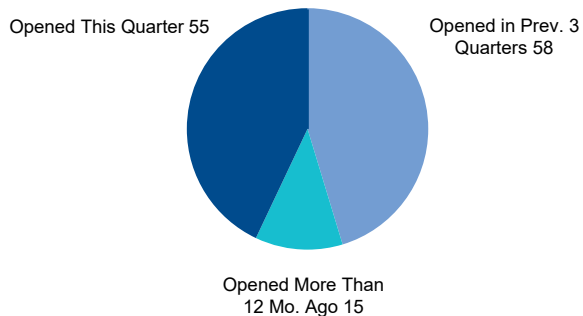
Current Sites



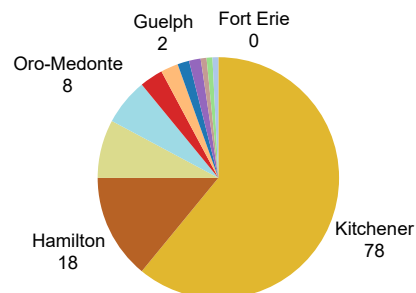
Sales Breakdown

Current Quarter Condominium Apartment Sales Breakdown

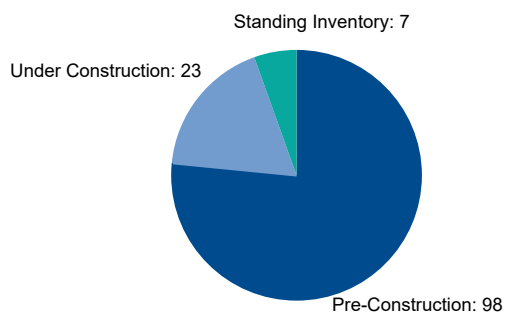
Sales by Opening Date



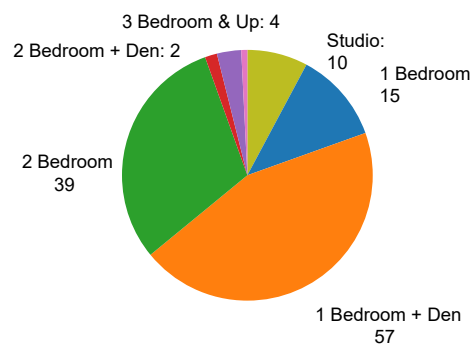
Sales by Municipality



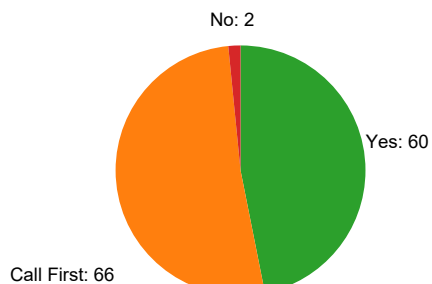
Sales by Const. Status



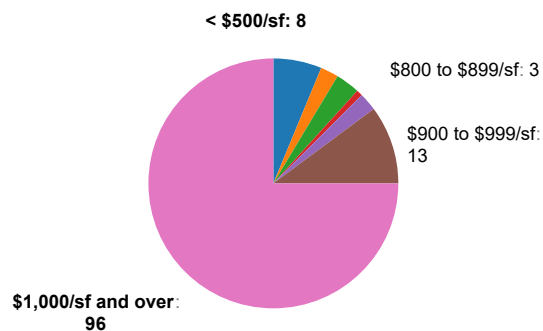
Sales by Unit Type



Sales by Sites with Broker Cooperation



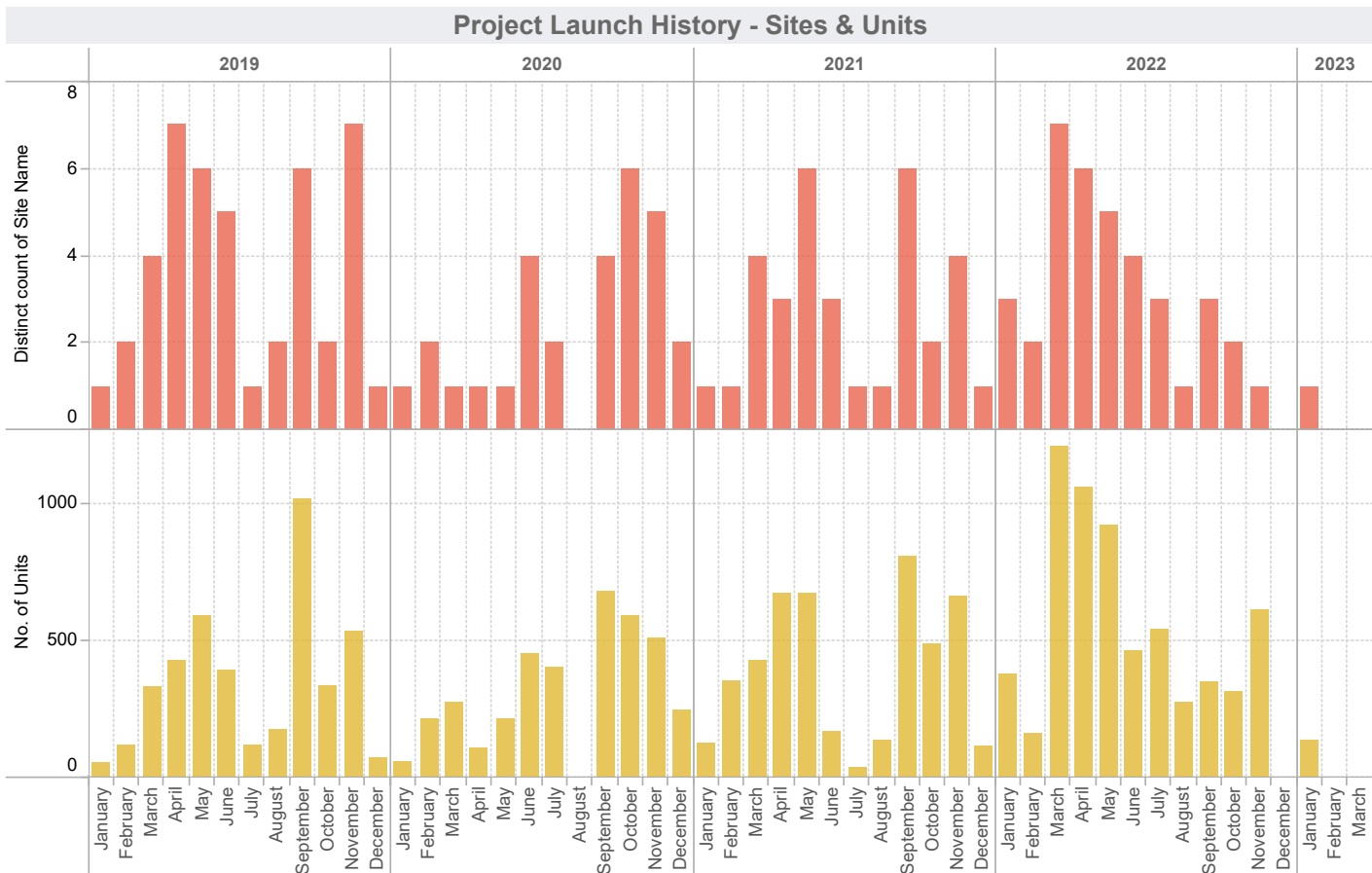
Sales by Price Range



New Openings

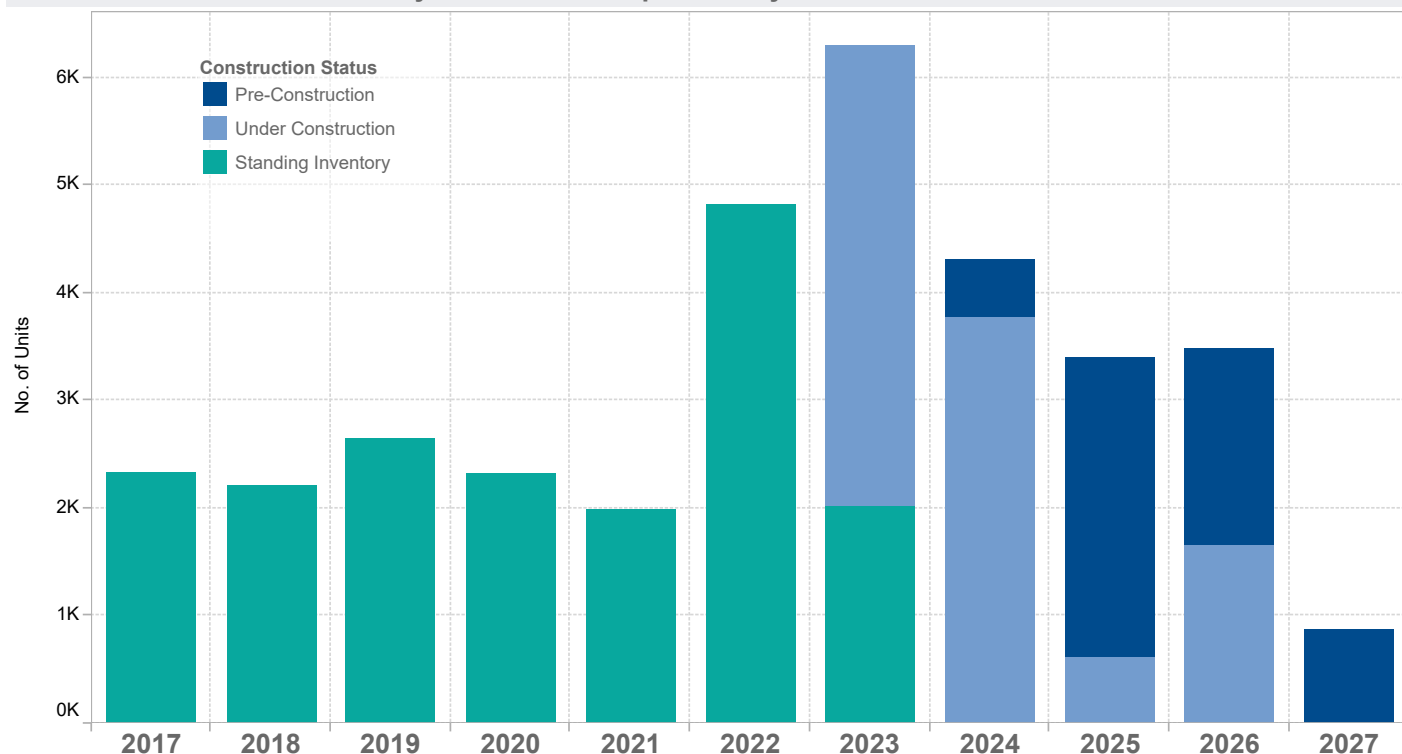
Q1 2023 - New Project Launches						
Site Name	Municipality	Opening Date	No. of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq..
Verde Living - East Tower - JD Development Group and Downing Street Group	Kitchener	2023-01-14	258	55	133	\$1,066
Grand Total			258	55	133	\$1,066

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

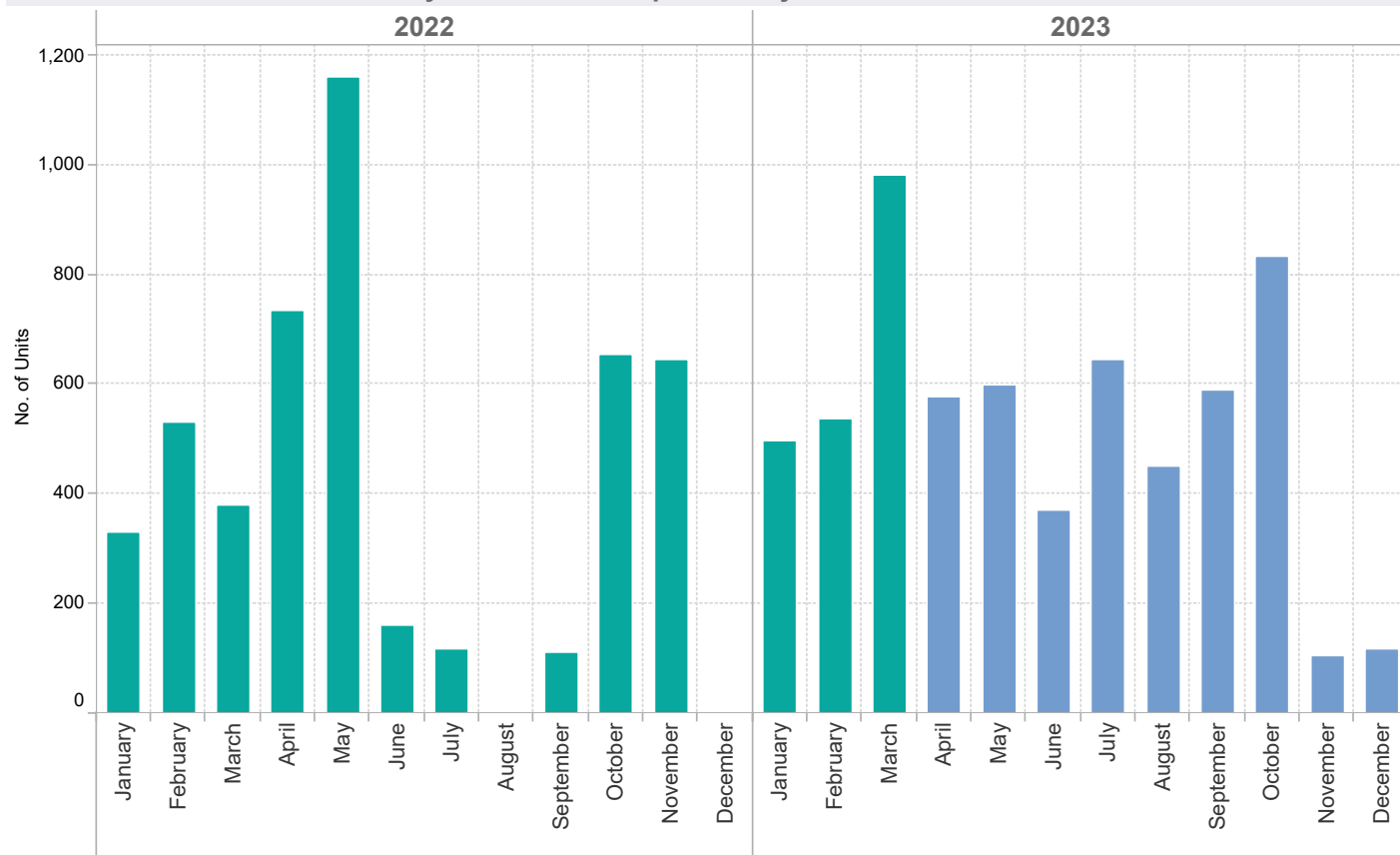


Scheduled Completions

GGH - Yearly Scheduled Completions by Current Construction Status



GGH - Monthly Scheduled Completions by Current Construction Status



Top Builders

GGH - Top High Rise Builders by Last 12 Month's Sales

Builder	2022									2023			Total	Market Share %
	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		
Emblem Developments				0	220	49	30	25	9	2	0	2	337	12.8%
HIP Developments	133	56	8	2	2	4	2	1	0	0	0	0	208	7.9%
VanMar Developments	70	8	0	81	4	0	14	7	0	0	14	3	201	7.6%
JD Development Group	0	0	39	18	15	21	9	19	2	26	18	11	178	6.8%
Fusion Homes	65	17	10	1	36	18	5	5	2	3	0	1	163	6.2%
Coletara Development		0	121	19	3	2	2	3	1	0	0	0	151	5.7%
Edgemont Homes	135	2	1	0	3	0	0	0	0	0	0	0	141	5.3%
Hi-Rise Group								82	21	4	2	3	112	4.2%
Canlight		0	84	9	5	3	3	2	0	0	0	1	107	4.1%
Freed Developments Ltd.				102	0	0	0	0	0	5	0	0	107	4.1%
Total (All 59 Builders)	689	228	453	293	332	150	146	174	44	50	46	32	2,637	

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 YTD Sales

Builder	2023			Total	Market Share %
	Jan.	Feb.	Mar.		
JD Development Group	26	18	11	55	43.0%
VanMar Developments	0	14	3	17	13.3%
Isroc Building International Inc.	7	0	3	10	7.8%
Hi-Rise Group	4	2	3	9	7.0%
Activa	1	2	2	5	3.9%
Freed Developments Ltd.	5	0	0	5	3.9%
Fusion Homes	3	0	1	4	3.1%
Lamb Development Corp.	0	3	1	4	3.1%
Emblem Developments	2	0	2	4	3.1%
Sunray Group	0	3	0	3	2.3%
Total (All 57 Builders)	50	46	32	128	

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	2023 Q1
Verde Living - East Tower - JD Development Group and Downing Street Group	Kitchener	Apartment	1 Bedroom	1
			1 Bedroom + Den	46
			2 Bedroom	8
			Total	55
Duo at Station Park - Tower 003 - VanMar Developments and Urban Legend Developments	Kitchener	Apartment	1 Bedroom	8
			1 Bedroom + Den	1
			2 Bedroom	4
			Total	13
Holland Haus - Isroc Building International Inc.	West Gwillimbury	Apartment	1 Bedroom	0
			3 Bedroom & Up	3
			2 Bedroom	5
			Studio	2
			Total	10
75 James Condominiums - Hi-Rise Group	Hamilton	Apartment	1 Bedroom	0
			1 Bedroom + Den	2
			2 Bedroom + Den	2
			3 Bedroom & Up	0
			2 Bedroom	4
			Studio	1
			Total	9
Horseshoe Residences - Freed Developments Ltd.	Oro-Medonte	Apartment	1 Bedroom	0
			1 Bedroom + Den	0
			2 Bedroom	1
			Studio	4
			Total	5
Trussler West - Activa	Kitchener	Stacked	2 Bedroom	5
			Total	5
Design District - Tower B - Emblem Developments	Hamilton	Apartment	1 Bedroom	1
			1 Bedroom + Den	1
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	1
			Studio	1
			Total	4

Municipal Comparison

Current Quarter Sales Compared to Previous Year by Select Municipality

Municipality	2022 Q1			2023 Q1		
	Apartment	Loft	Stacked	Apartment	Loft	Stacked
Barrie		97				
Brantford		36				
Cambridge						32
Clearview		29				
Collingwood		11				
Grimsby		7				
Guelph		362				
Hamilton		531		18	11	
Kitchener		583		69		34
Niagara Falls		109				
Oro-Medonte				5		23
Pelham		16				
Wasaga Beach		29				
West Gwillimbury					10	
Grand Total		1,810		102	89	9

Current KPI's

	Avg. \$	Avg. SF	Sales/Site
Grimsby	\$1,400,234	1,262	0.3
Hamilton	\$698,070	688	0.1
Kitchener	\$662,934	752	0.3
Waterloo	\$664,927	676	0.2
West Gwillimbury	\$736,172	760	0.8

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