



AltusGroup



Greater Golden Horseshoe Major Markets Low 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%			

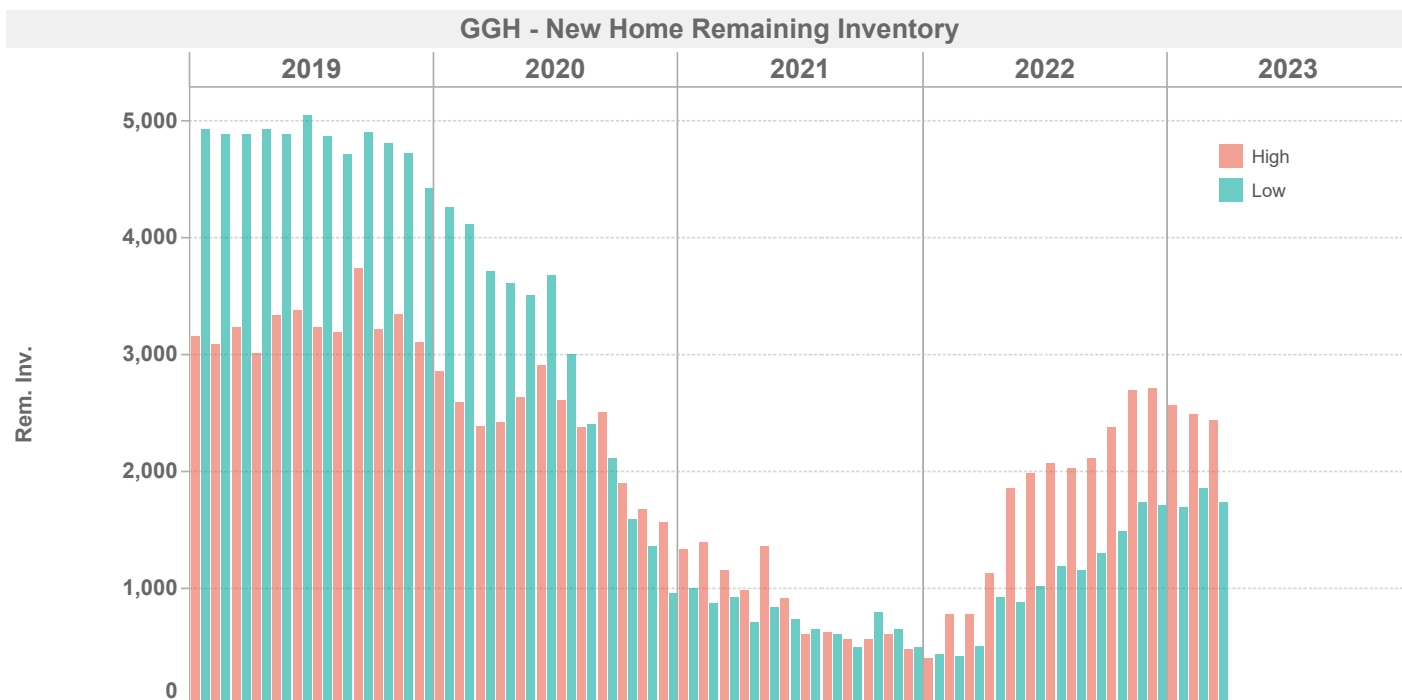
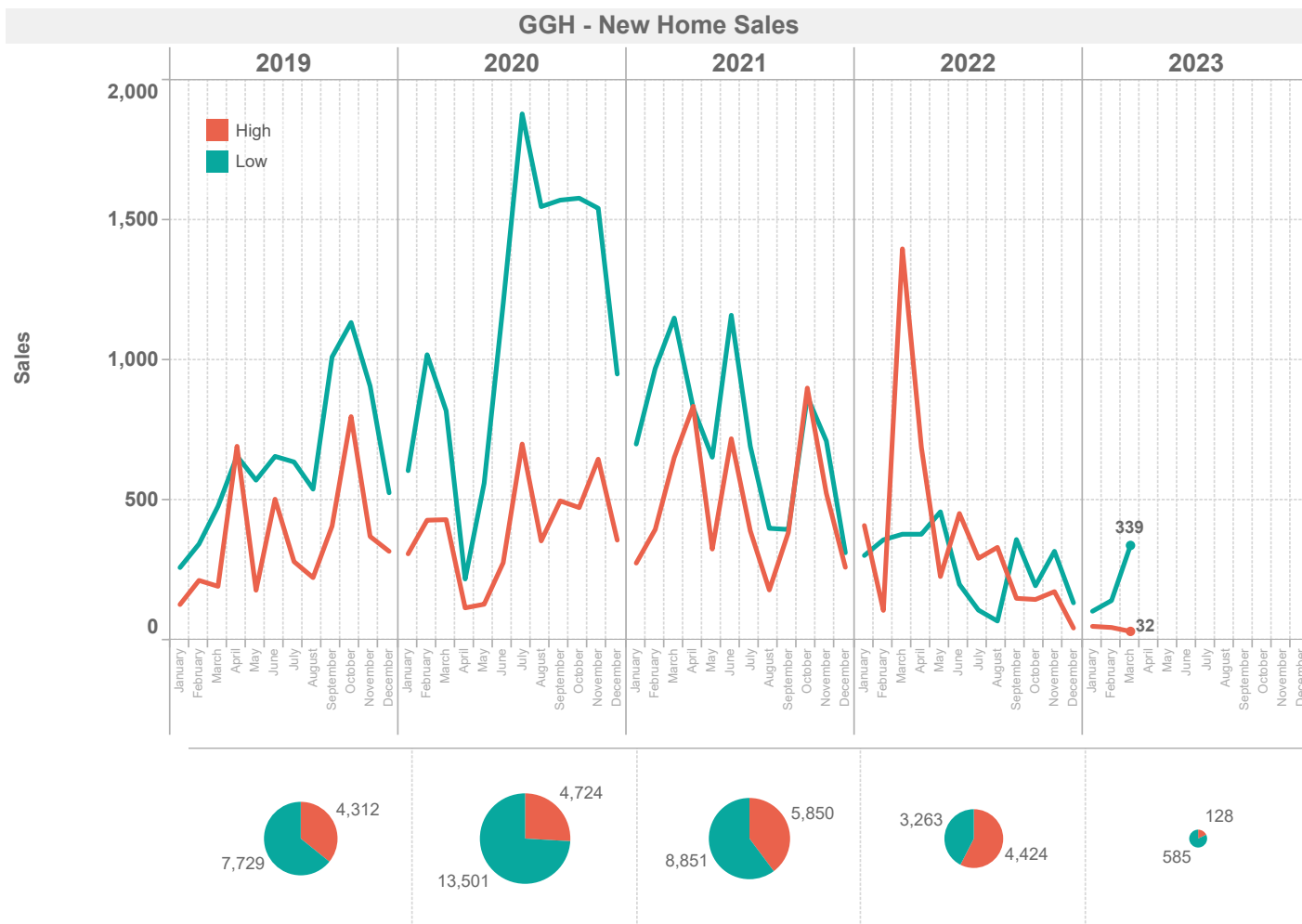
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

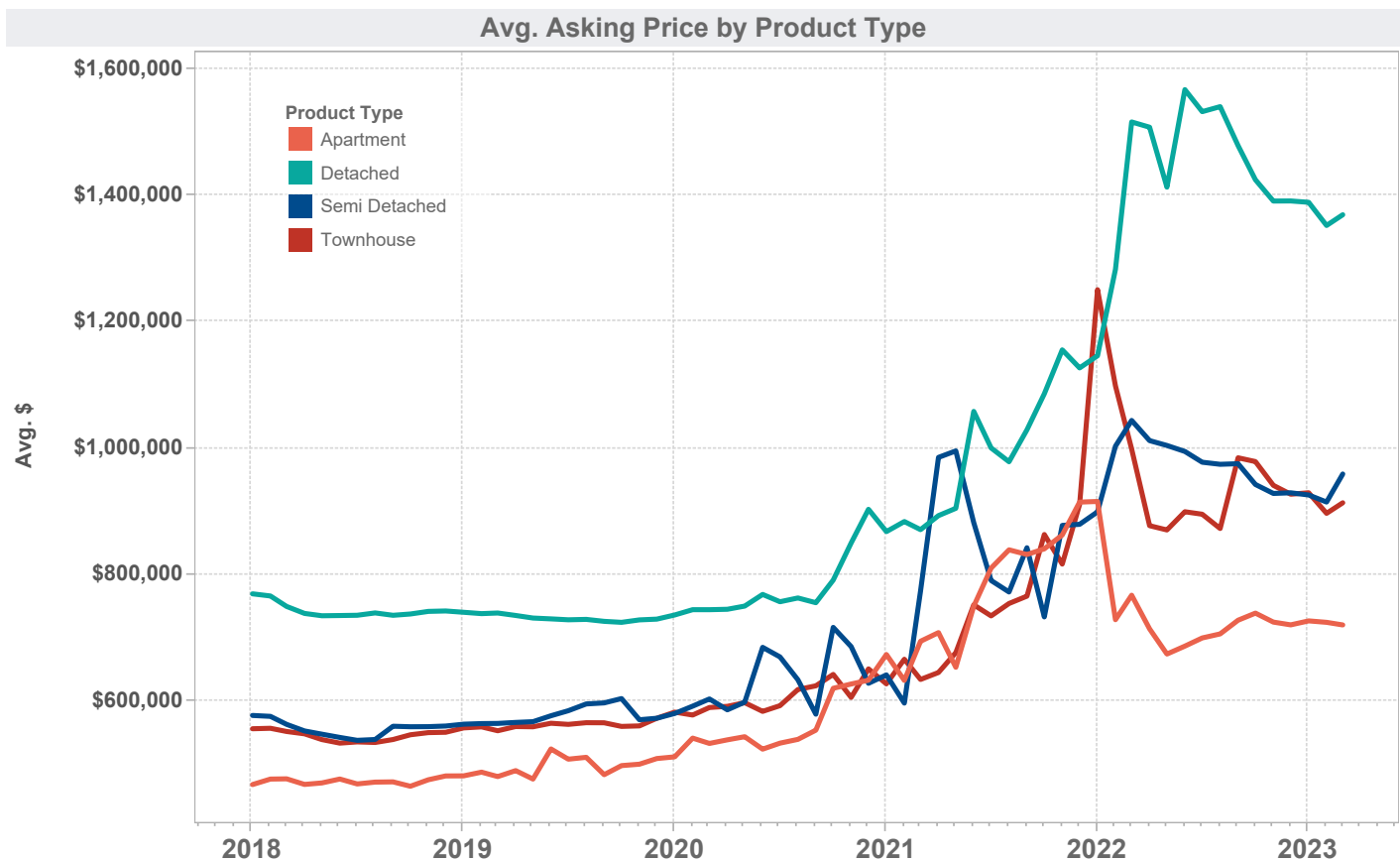
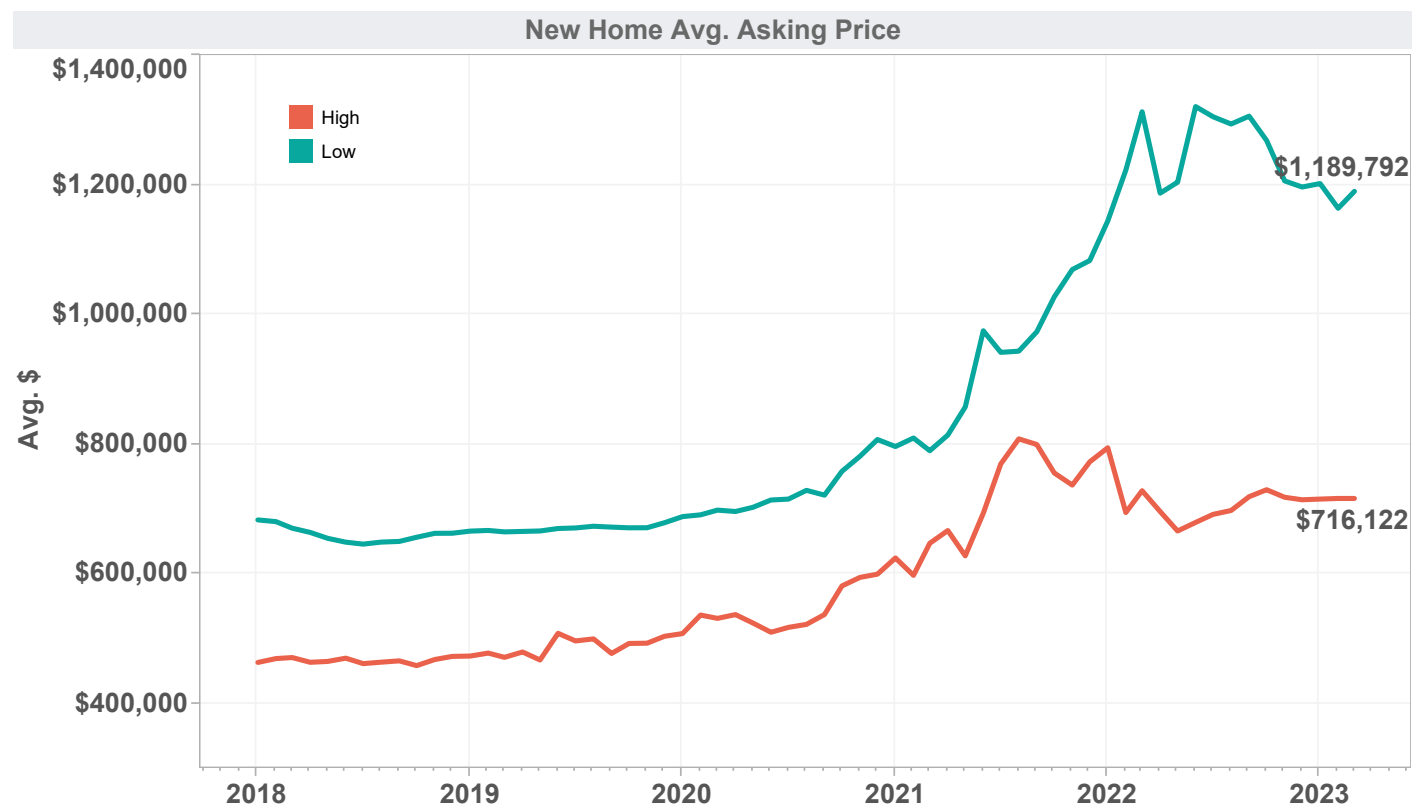
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

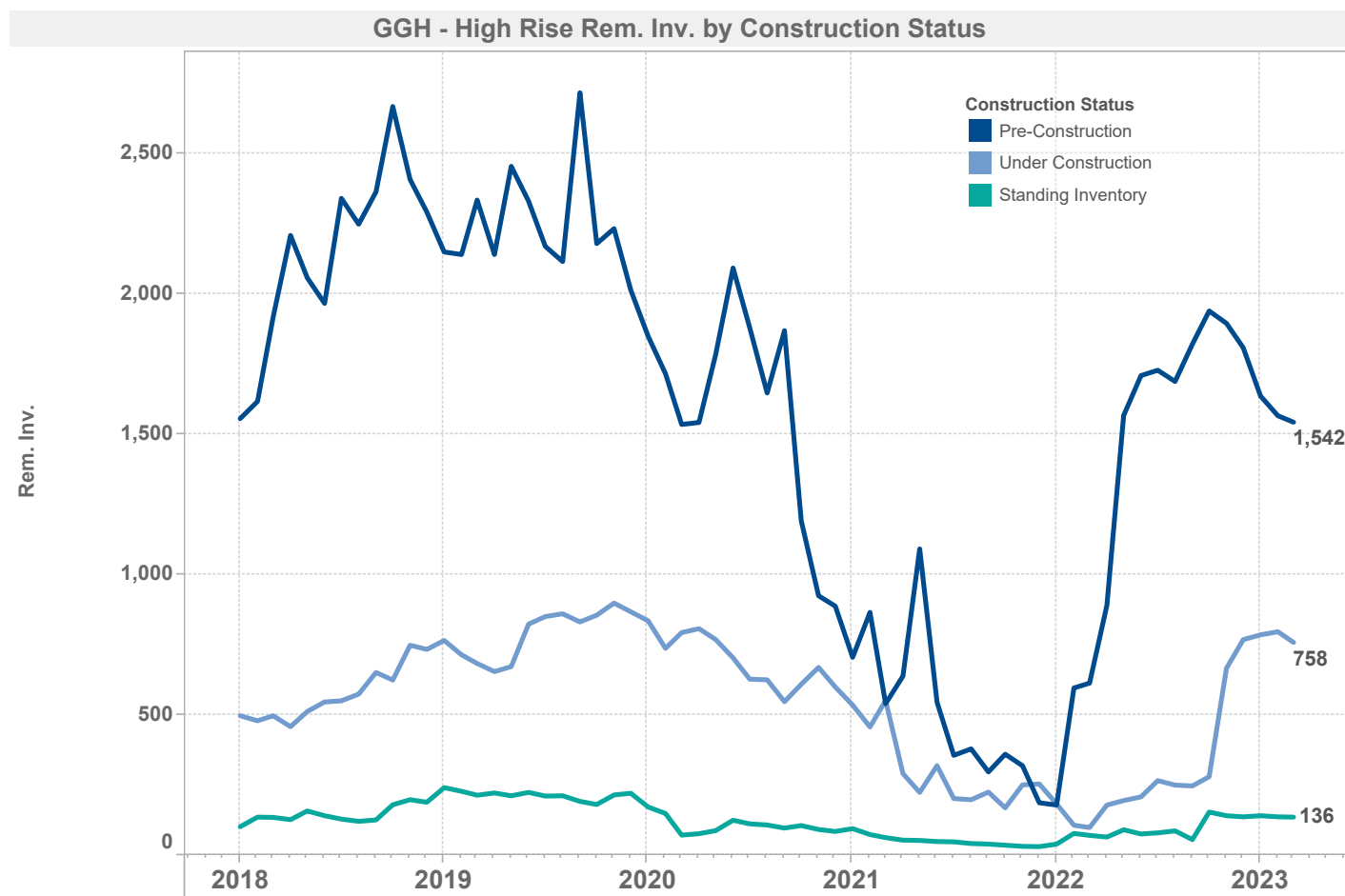
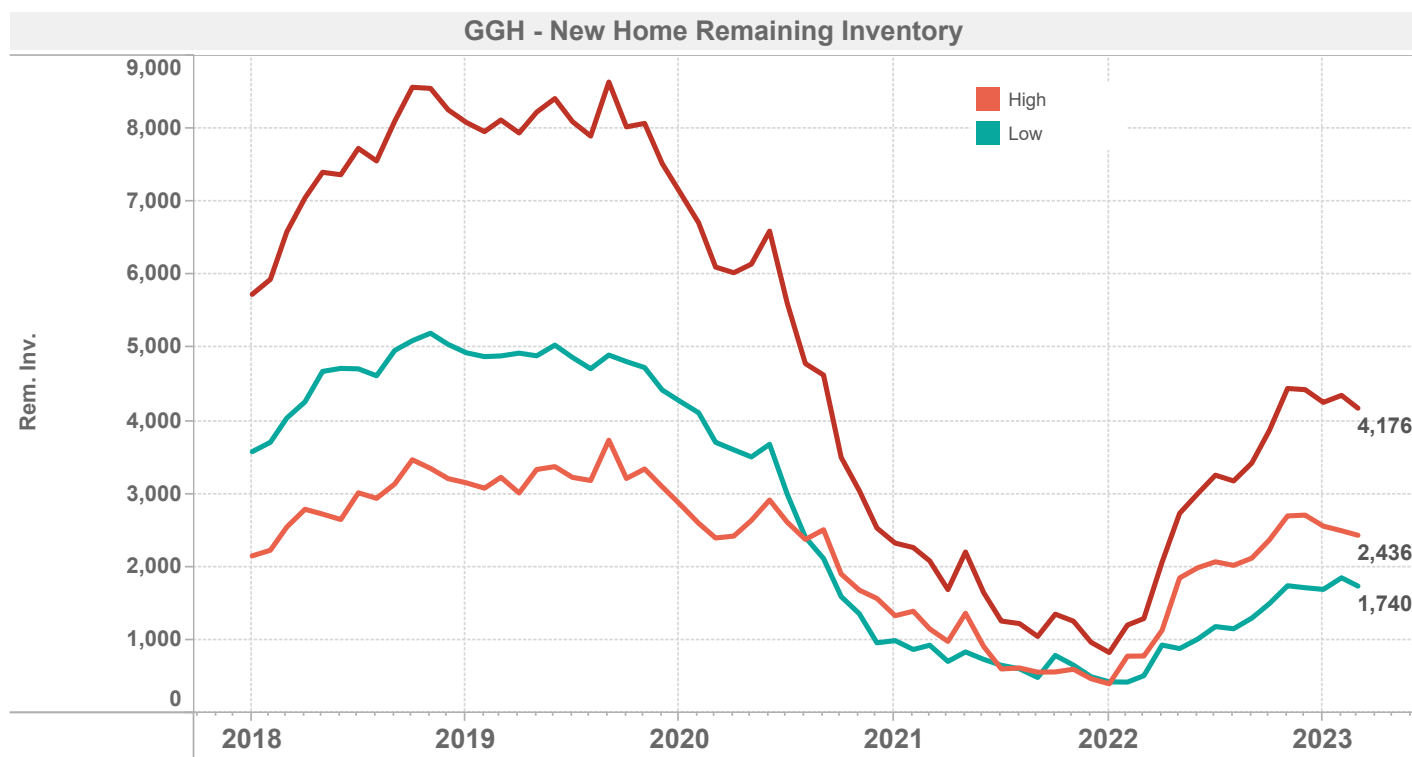
Sales & Remaining Inventory



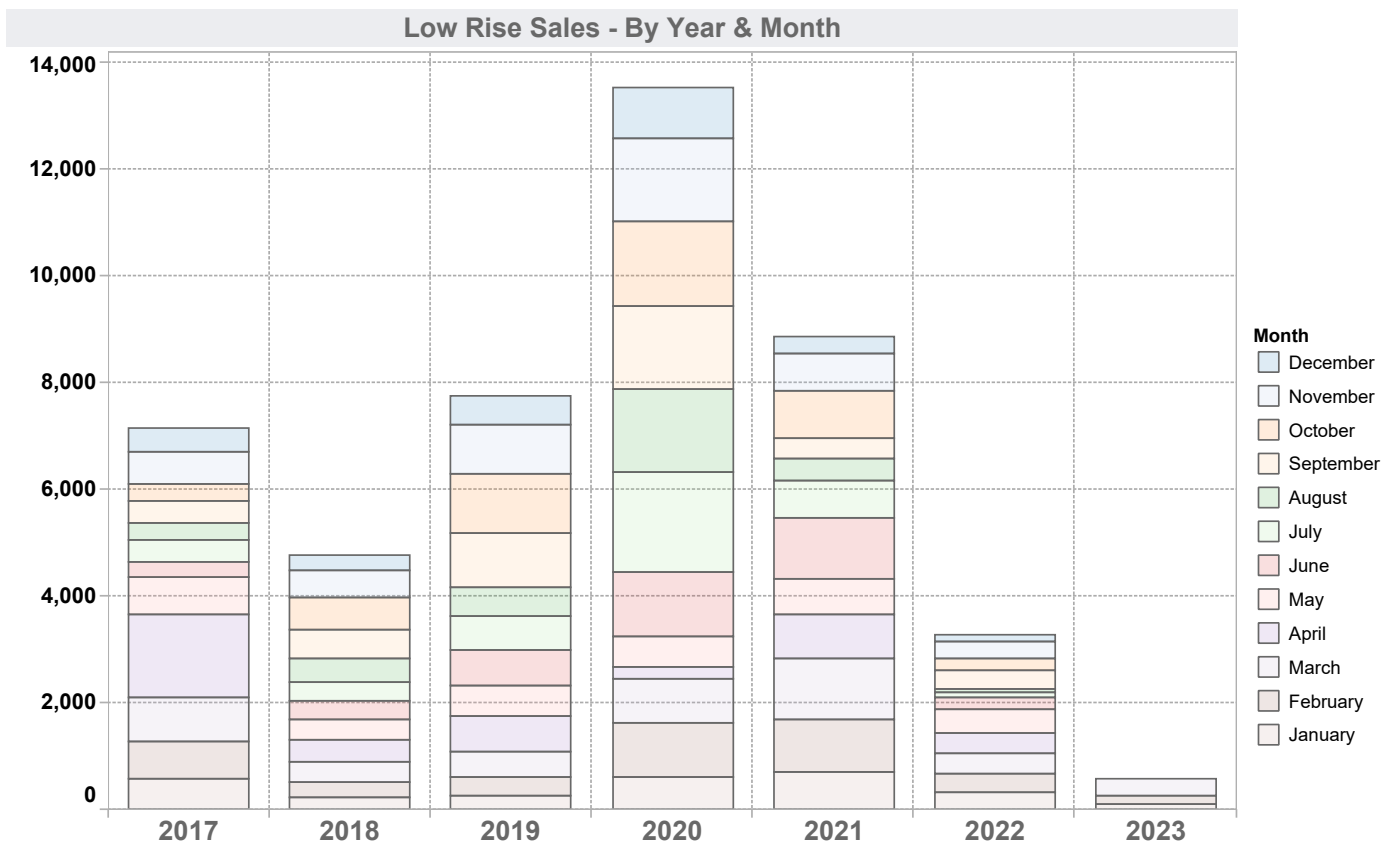
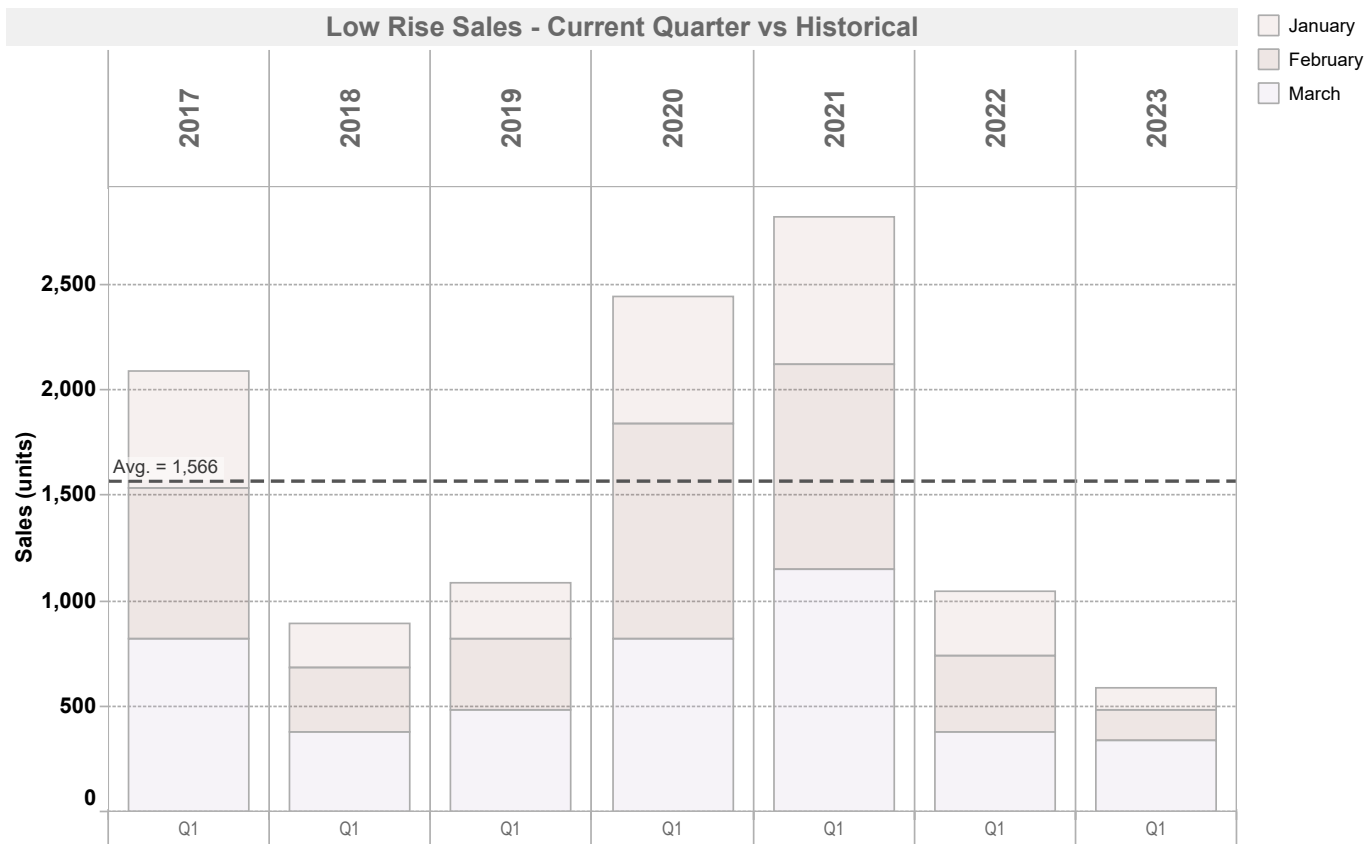
Pricing



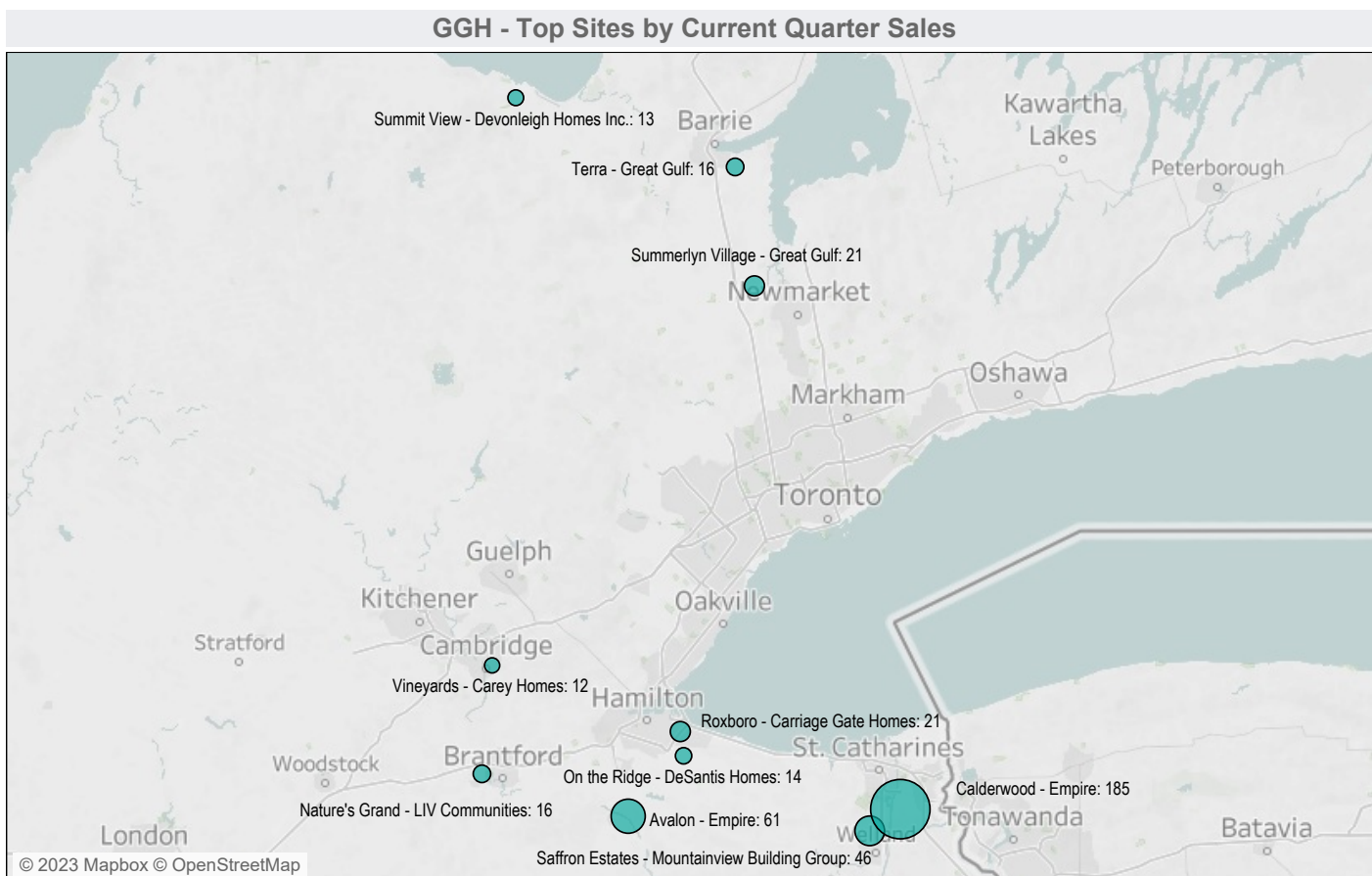
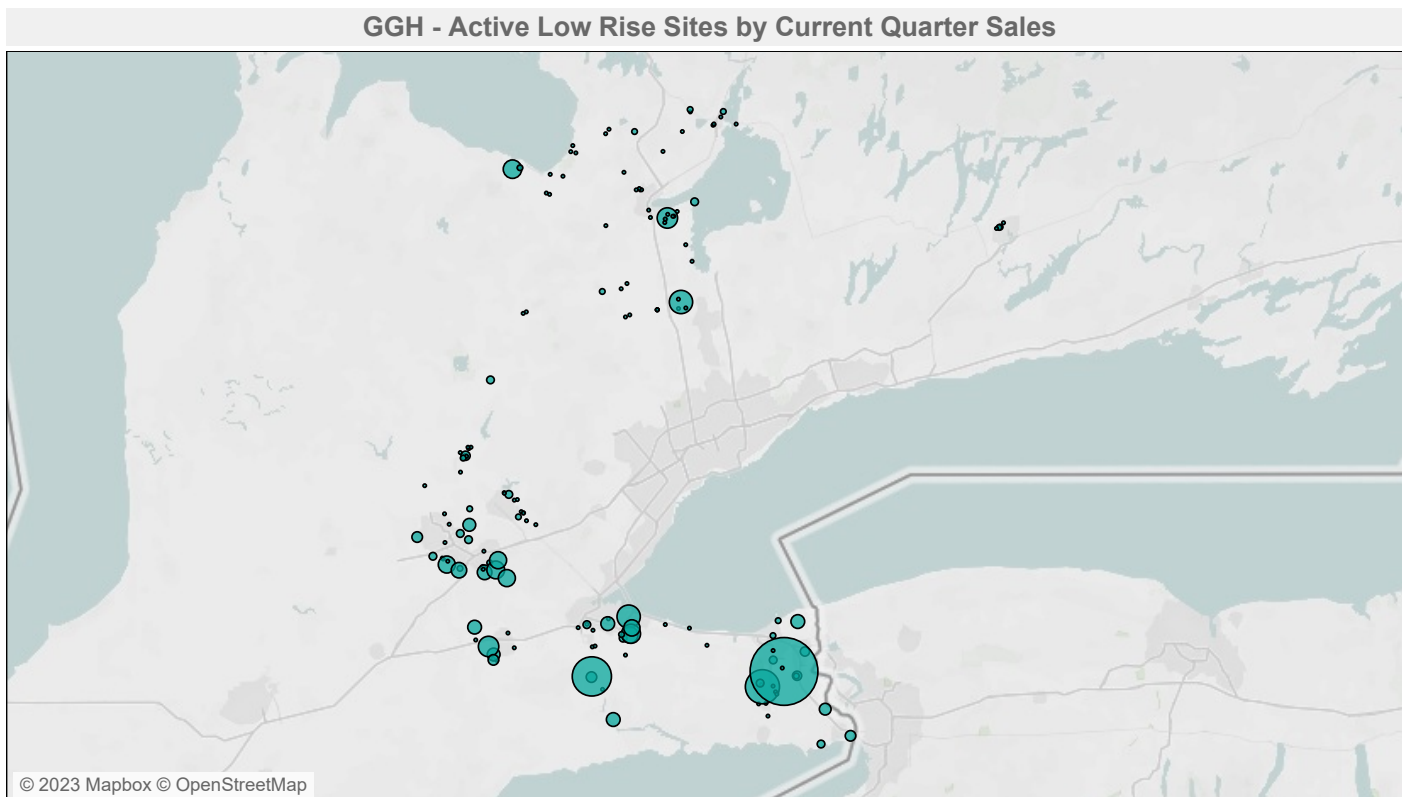
Remaining Inventory



Historical Sales Comparison



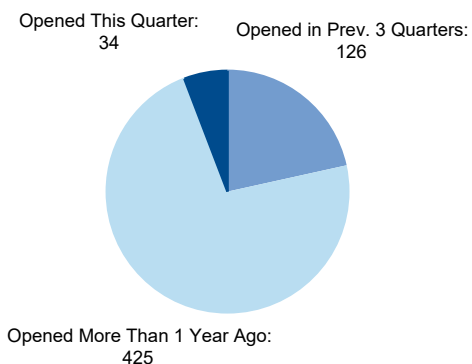
Current Sites



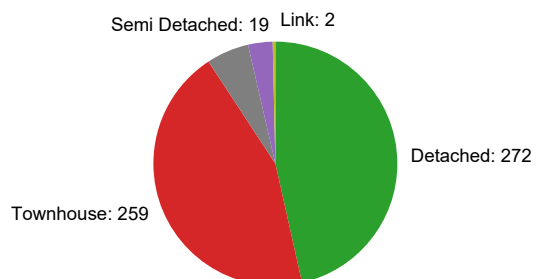
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

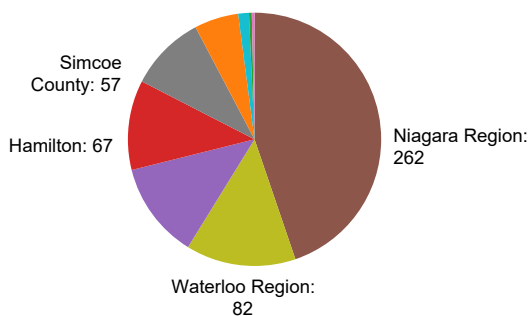
Sales by Opening Date



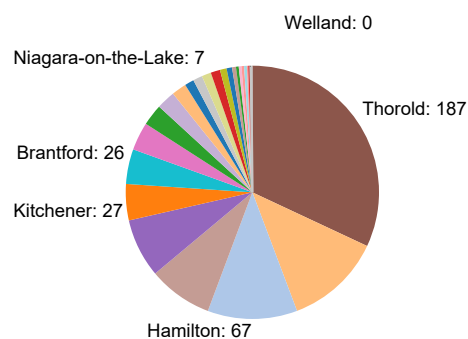
Sales by Product Type



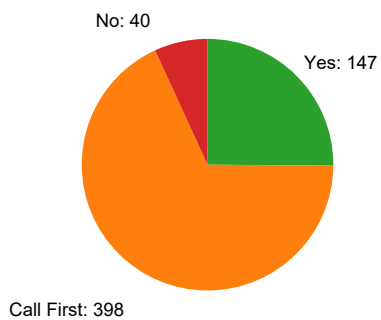
Sales by Region



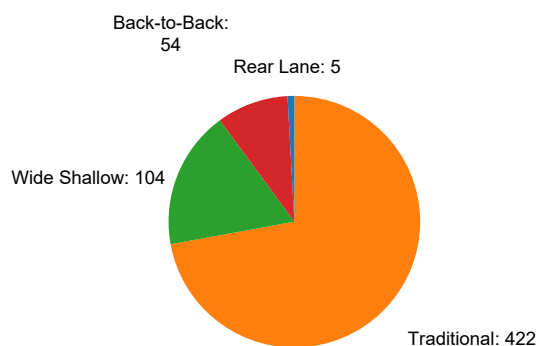
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



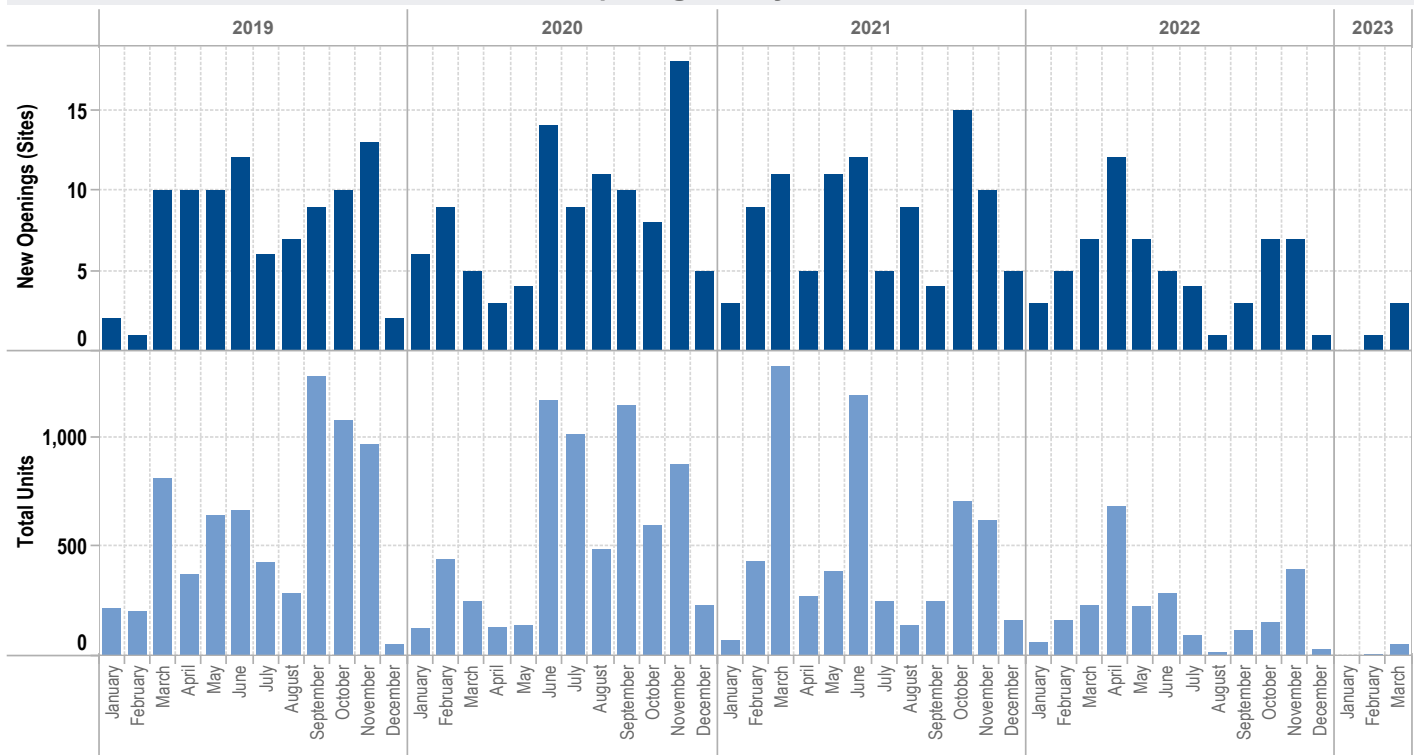
New Openings

Q1 2023 - 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	2023-02-22	12	2	8	\$501
Kingfisher Heights - Spallacci Homes	Freehold	Hamilton	2023-03-11	20	7	13	\$683
Peachtree Landing - Grey Forest Homes Ltd.	Freehold Common Element	Niagara-on-the-L...	2023-03-18	11	7	4	\$524
Saffron Estates - Mountainview Building Group	Freehold	Pelham	2023-03-18	21	18	3	\$355
Grand Total				64	34	28	\$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	2023												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Empire	21	71	164										256	43.8%		43.8%	
Mountainview Building Group	0	1	46										47	8.0%		51.8%	
Great Gulf	5	11	21										37	6.3%		58.1%	
LIV Communities	16	5	1										22	3.8%		61.9%	
Carriage Gate Homes	21	0	0										21	3.6%		65.5%	
Activa	3	9	3										15	2.6%		68.0%	
DeSantis Homes	4	2	8										14	2.4%		70.4%	
Devonleigh Homes Inc.	6	3	4										13	2.2%		72.6%	
Carey Homes	6	1	5										12	2.1%		74.7%	
Fusion Homes	0	0	11										11	1.9%		76.6%	
	104	142	339										585				

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

Builder	2022										2023			Total	Market Share %		Cum. Mkt. Share %		
	April	May	June	July	August	September	October	November	December	January	February	March							
Mattamy Homes	28	5	0	0	0	0	0	0	0	0	0	0	33		32.9%		32.9%		
Springfield Homes	7	7	1	1	0	2	2	3	2	3	2	2	32		6.4%		39.3%		
Carriage Gate Homes										8	21	0	0	29		4.5%		43.8%	
Laurelcrest Homes									14	0	1	2	8	25		4.5%		48.3%	
Elite Developments								14	2	1	0	2	2	21		3.5%		51.8%	
Terra View Homes	0	0	0	0	1	0	0	0	17	0	1	2	21		3.4%		55.2%		
Cachet Estate Homes	0	0	10	5	2	0	0	1	0	0	0	0	18		3.4%		58.6%		
DeSantis Homes									2	2	4	2	8	18		3.2%		61.7%	
Ridgeview Homes	0	1	0	0	4	1	1	2	0	2	0	7	18		1.9%		63.6%		
Winzen	0	0	12	3	1	0	1	0	0	0	0	0	17		1.8%		65.4%		
379										104				2,807					
459										142									
200										339									
108																			
69																			
360																			
195																			
318																			
134																			

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2023 Q1
Calderwood - Empire	Thorold	Detached	27'	67
			34'	44
		Townhouse	20'	74
		Total		185
Avalon - Empire	Haldimand County	Detached	27'	0
			33'	3
			38'	2
		Quadraplex	26'	33
		Townhouse	20'	23
		Total		61
Saffron Estates - Mountainview Building Group	Pelham	Detached	40'	7
			45'	14
			50'	0
		Semi Detached	30'	5
		Townhouse	20'	2
			24'	18
		Total		46
Roxboro - Carriage Gate Homes	Hamilton	Townhouse	16'	21
		Total		21
Summerlyn Village - Great Gulf	West Gwillimbury	Detached	36'	2
		Townhouse	21'	19
		Total		21
Nature's Grand - LIV Communities	Brantford	Detached	36'	6
			40'	9
			44'	1
		Total		16
Terra - Great Gulf	Barrie	Detached	33'	1
			38'	3
		Semi Detached	24'	3
		Townhouse	20'	9
		Total		16
On the Ridge - DeSantis Homes	Hamilton	Townhouse	20'	14
		Total		14
Summit View - Devonleigh Homes Inc.	Collingwood	Detached	43'	8
		Link	30'	2
		Semi Detached	30'	2
		Townhouse	20'	1
		Total		13
Vineyards - Carey Homes	Cambridge	Townhouse	19'	12
		Total		12
Fairway Meadows - Laurelcrest Homes	Cambridge	Detached	30'	6
			35'	5
			40'	0
		Total		11

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2022 Q1			2023 Q1				
		Detached	Semi Detached	Townhouse	Detached	Link	Quadrplex	Semi Detached	Townhouse
County of Brant	Brant	● 32		● 0	● 3				● 4
	Brantford	● 65		● 19	● 20			● 0	● 6
	Total	● 97		● 19	● 23			● 0	● 10
Dufferin County	Grand Valley	● 2			● 0				● 2
	Melancthon								
	Orangeville								
	Shelburne	● 5		● 0	● 0				● 0
	Total	● 7		● 0	● 0				● 2
Haldimand County	Haldimand County	● 25			● 14		● 33		● 25
	Total	● 25			● 14		● 33		● 25
Hamilton	Hamilton	● 3	● 2	● 66	● 11			● 9	● 47
	Total	● 3	● 2	● 66	● 11			● 9	● 47
Niagara Region	Fort Erie	● 0	● 0	● 19	● 5			● 0	● 6
	Grimsby			● 4					● 0
	Lincoln	● 0			● 0				
	Niagara Falls	● 0		● 10	● 5				● 2
	Niagara-on-the-Lake								● 7
	Pelham	● 0		● 0	● 21			● 5	● 22
	St. Catharines	● 0		● 1	● 1				● 1
	Thorold	● 30		● 32	● 111				● 76
	Welland	● 3		● 2	● 0				● 0
	Total	● 33	● 0	● 68	● 143			● 5	● 114
Peterborough County	Peterborough	● 26			● 2				
	Total	● 26			● 2				
Simcoe County	Adjala-Tosorontio								
	Barrie	● 118	● 7	● 44	● 4			● 3	● 9
	Clearview	● 42			● 0			● 0	
	Collingwood	● 16		● 1	● 9	● 2		● 2	● 1
	Essa	● 12			● 0				
	Innisfil	● 2		● 31	● 0				● 2
	New Tecumseth	● 18		● 0	● 0				● 1
	Orillia	● 19		● 17	● 0				● 1
	Oro-Medonte	● 5			● 1				
	Springwater	● 12	● 11		● 1			● 0	
	Wasaga Beach	● 4	● 0	● 0	● 0			● 0	● 0
	West Gwillimbury	● 63	● 20	● 10	● 2			● 0	● 19
	Total	● 311	● 38	● 103	● 17	● 2		● 5	● 33
Waterloo Region	Cambridge	● 0		● 20	● 22				● 22
	Kitchener	● 123		● 8	● 23				● 4
	North Dumfries								
	Waterloo	● 1		● 24	● 4				● 0
	Woolwich	● 0		● 0	● 7				● 0
	Total	● 124		● 52	● 56				● 26
Wellington County	Centre Wellington	● 12	● 25	● 27	● 3			● 0	● 2
	Guelph	● 1	● 0	● 2	● 3			● 0	● 0
	Guelph/Eramosa								
	Puslinch	● 0			● 0				
	Total	● 13	● 25	● 29	● 6			● 0	● 2
Grand Total		● 639	● 65	● 337	● 272	● 2	● 33	● 19	● 259

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