



AltusGroup



Greater Golden Horseshoe Major Markets Low Rise Projects

New Homes Monthly Market Report
Data as of June 2023

GGH Overview

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q2 2023		Q2 2022		Change
Condominium Apartment	807		1,368		-41.0%
Single Family	1,533		1,028		49.1%
Total	2,340		2,396		-2.3%
Year to Date Sales	Jan.-Jun. 2023		Jan.-Jun. 2022		Y/Y Change
Condominium Apartment	957		3,283		-70.8%
Single Family	2,120		2,061		2.9%
Total	3,077		5,344		-42.4%
Year to Date Supply	Jan.-Jun. 2023		Jan.-Jun. 2022		Y/Y Change
Condominium Apartment	881		4,242		-79.2%
Single Family	2,186		2,585		-15.4%
Total	3,067		6,827		-55.1%
Year to Date Completions	Jan.-Jun. 2023		Jan.-Jun. 2022		Y/Y Change
Condominium Apartment	2,556		3,293		-22.4%
Remaining Inventory	Jun-23	Mar-23	Jun-22	M/M Change	Y/Y Change
Condominium Apartment	2,110	2,382	1,998	-11.4%	5.6%
Single Family	1,801	1,946	1,025	-7.5%	75.7%
Total	3,911	4,328	3,023	-9.6%	29.4%
Average Asking Price	Jun-23	Mar-23	Jun-22	M/M Change	Y/Y Change
Condominium Apartment	\$730,586	\$716,948	\$679,977	1.9%	7.4%
Single Family	\$1,150,709	\$1,165,535	\$1,317,202	-1.3%	-12.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	5	74	279	149	
Condominium Apartment Units	872	10,744	10,683	6,072	
% Sold*	25%	80%	88%	63%	
Single Family Projects	18	166			
Single Family Units	1,176	15,854			
% Sold*	51%	89%			

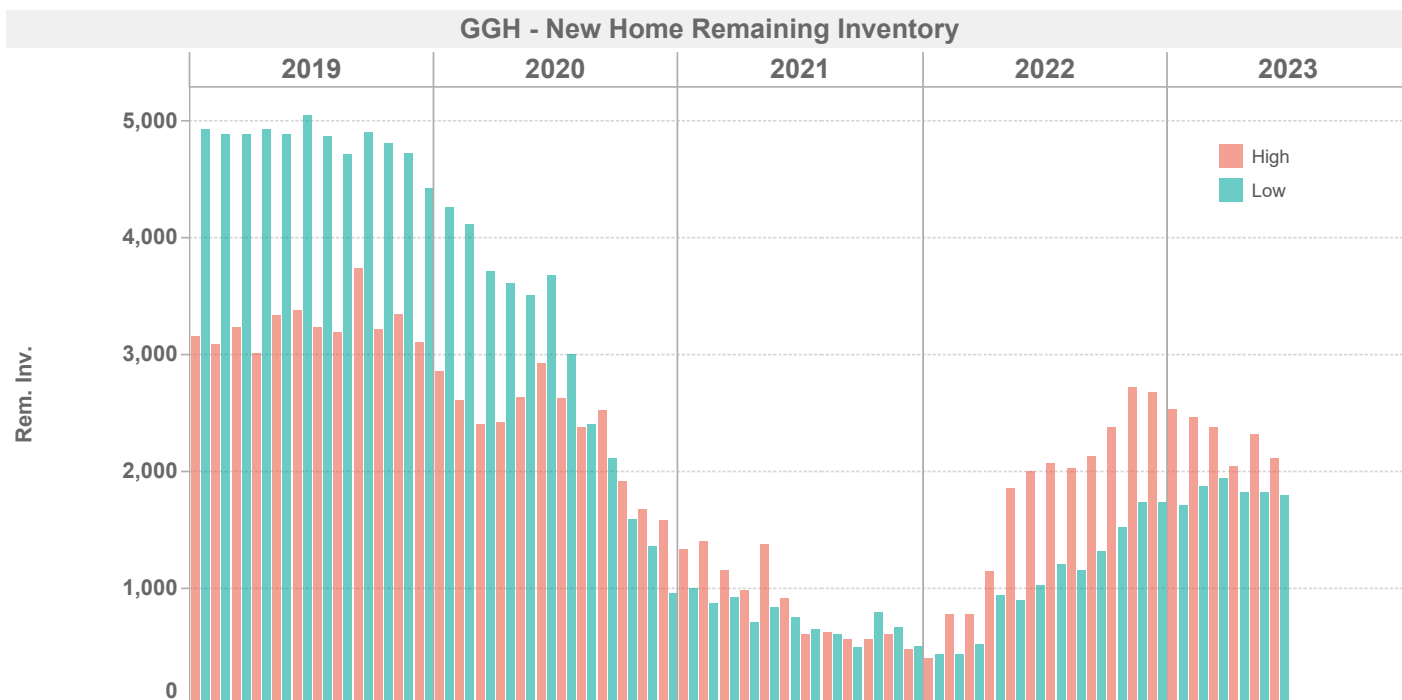
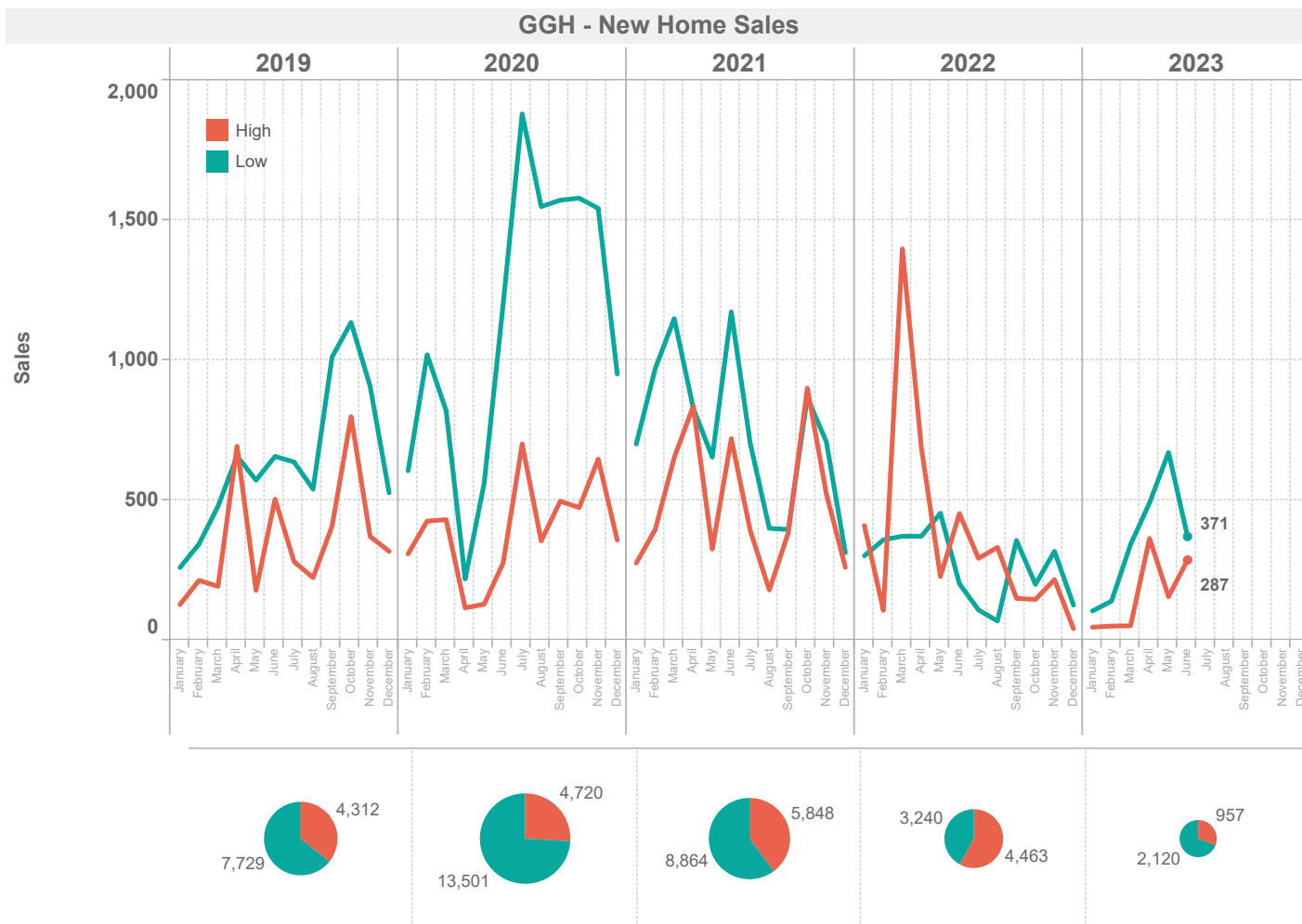
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

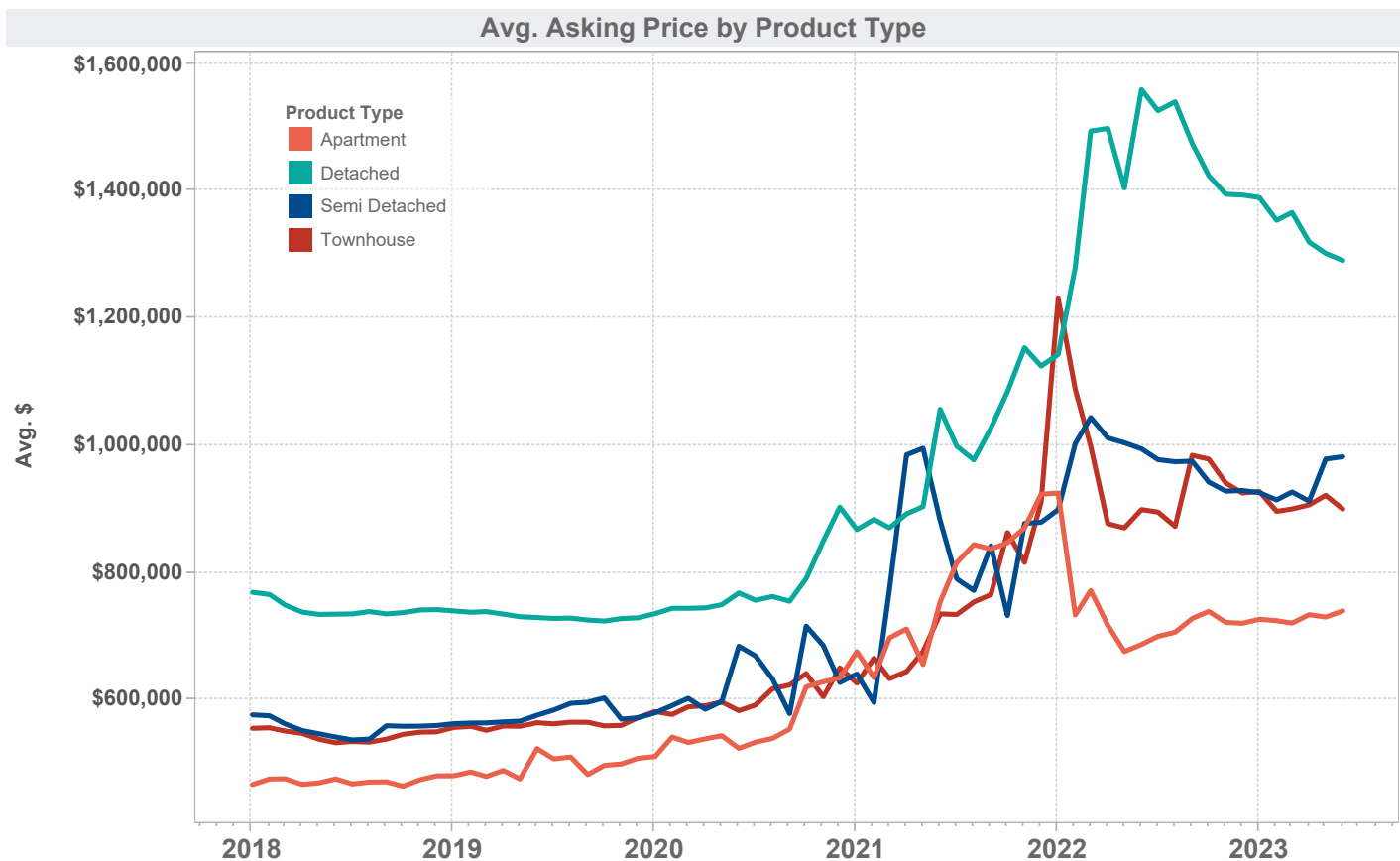
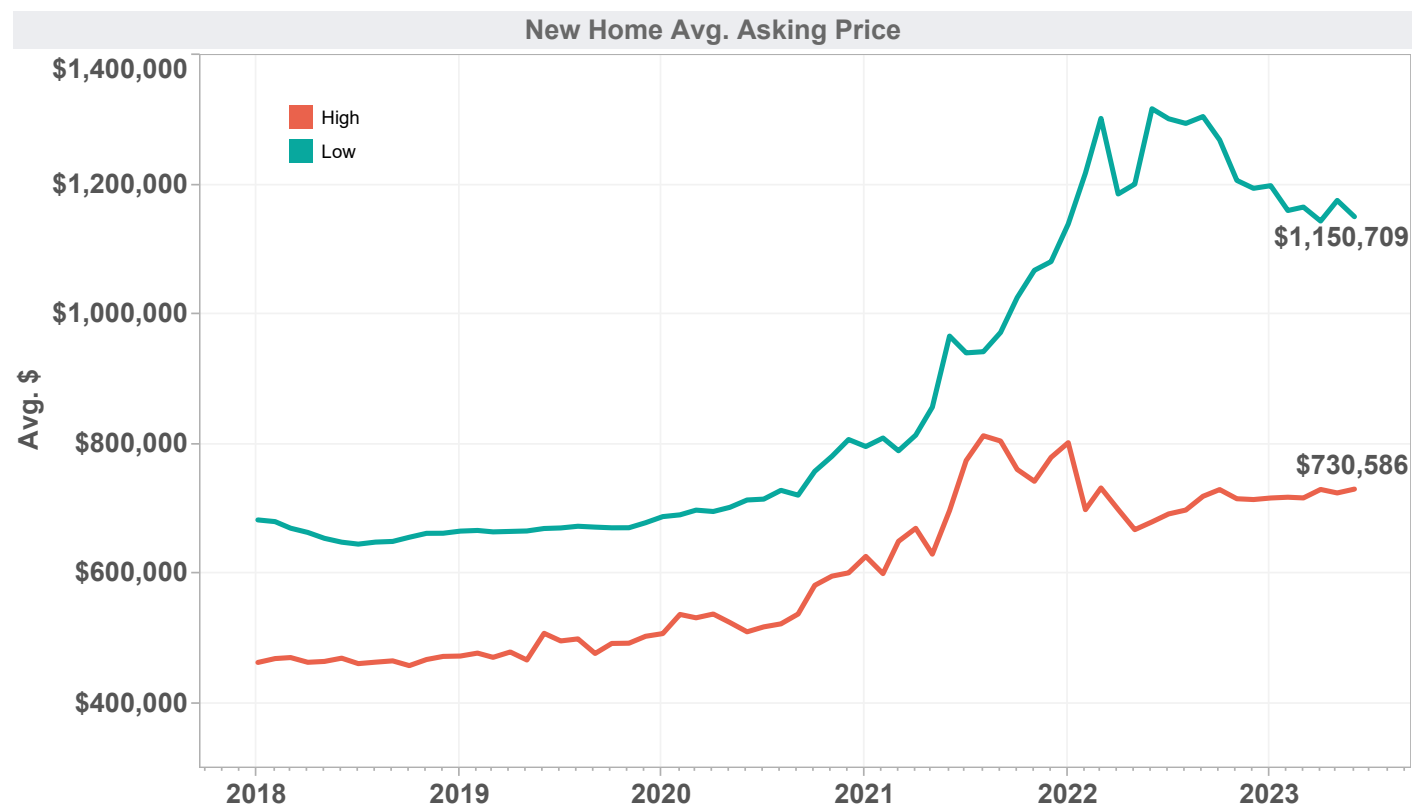
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

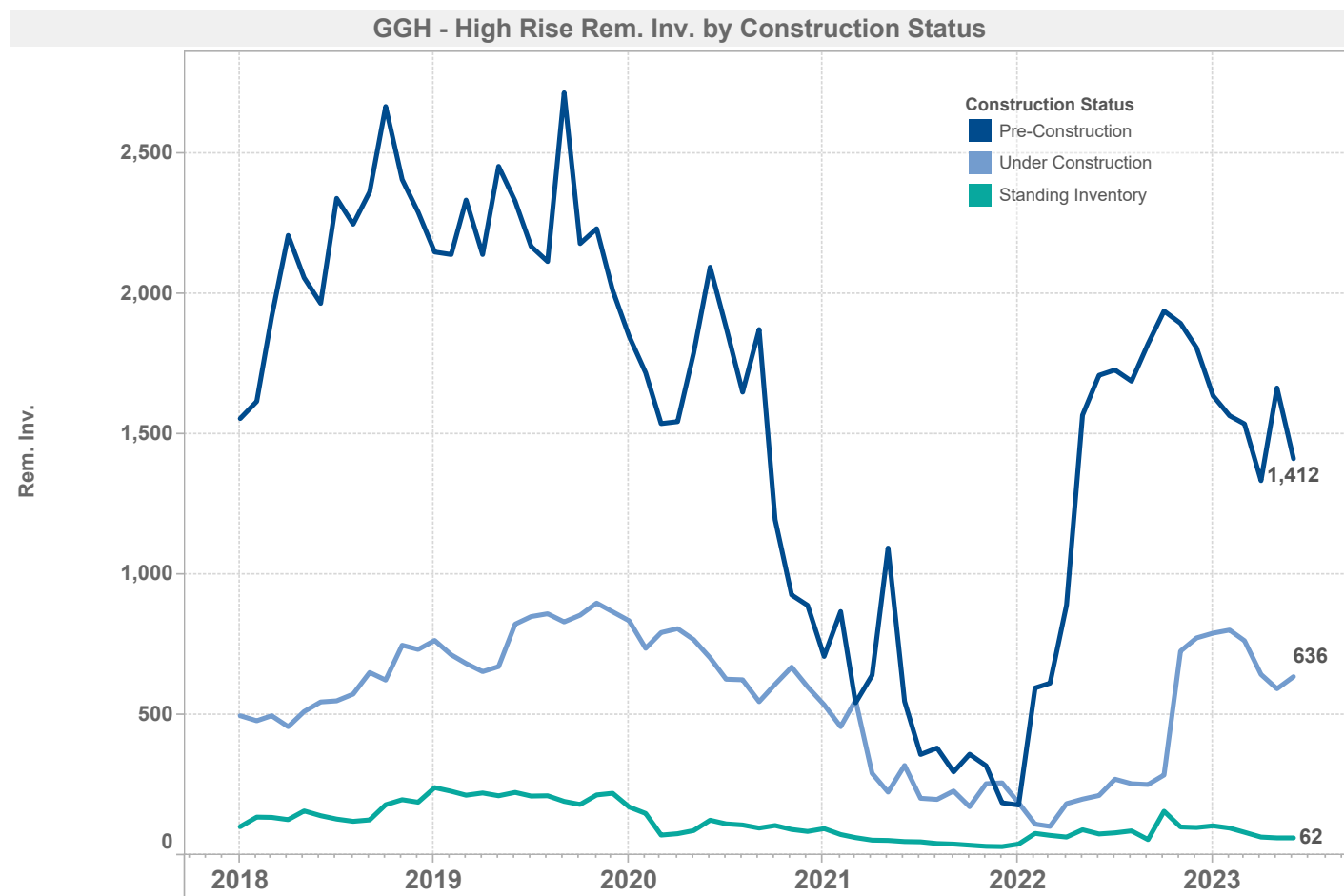
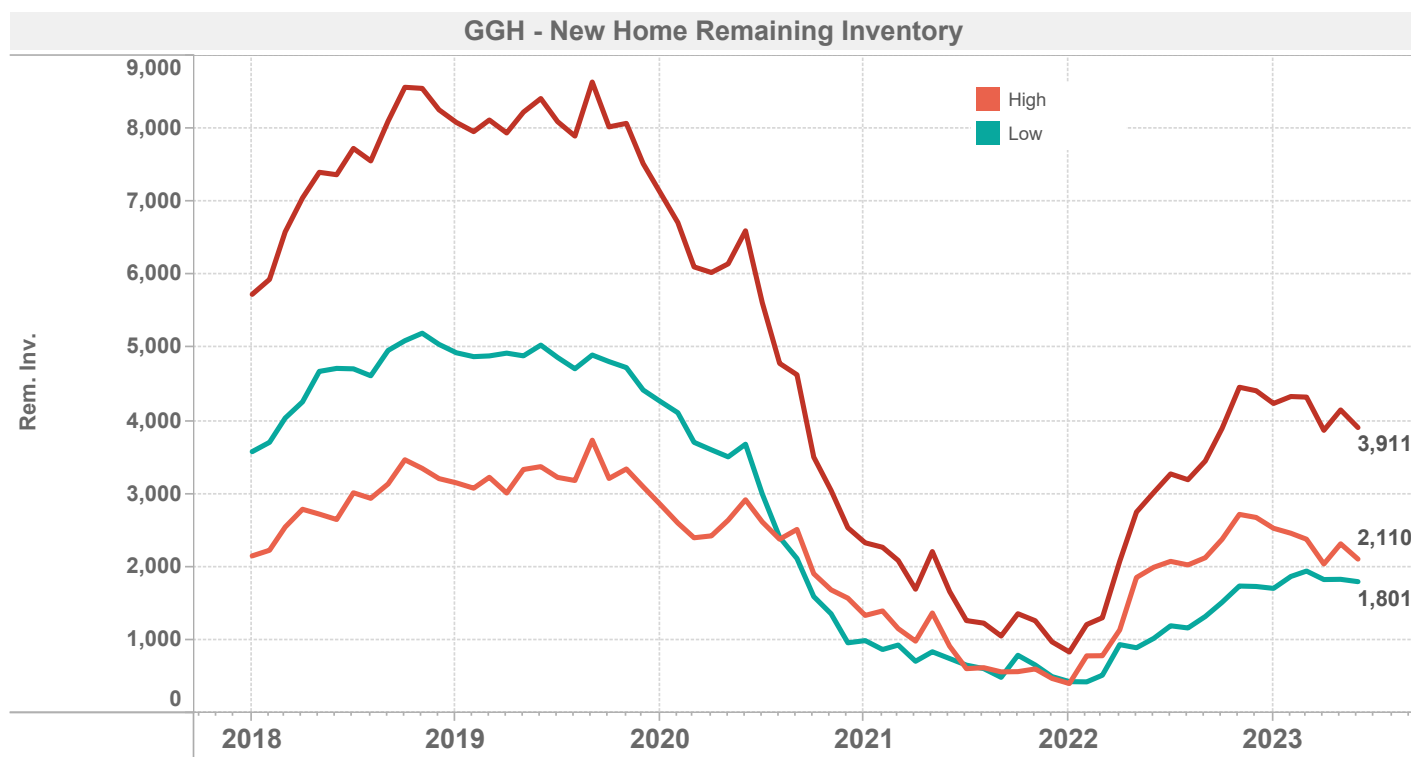
Sales & Remaining Inventory



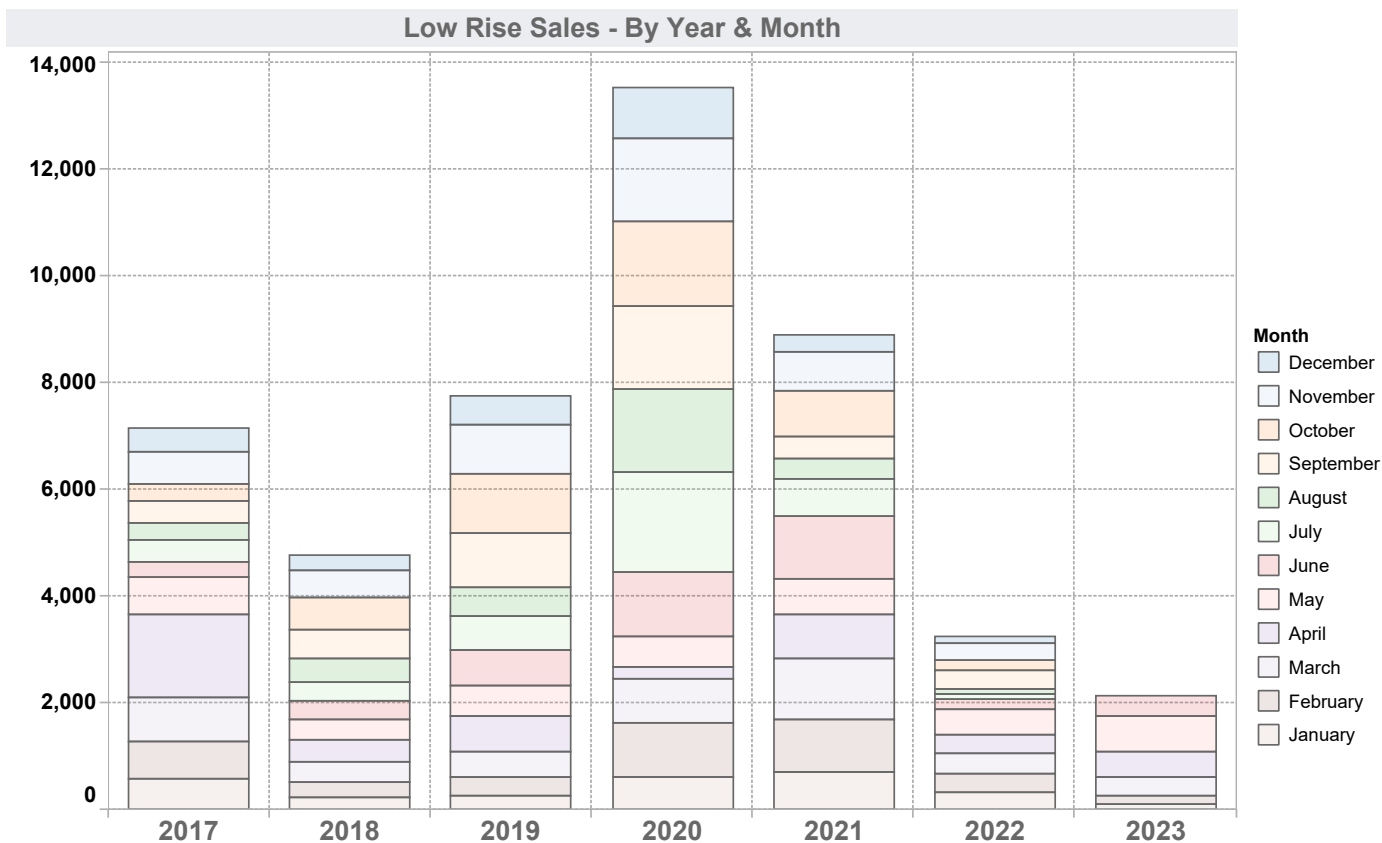
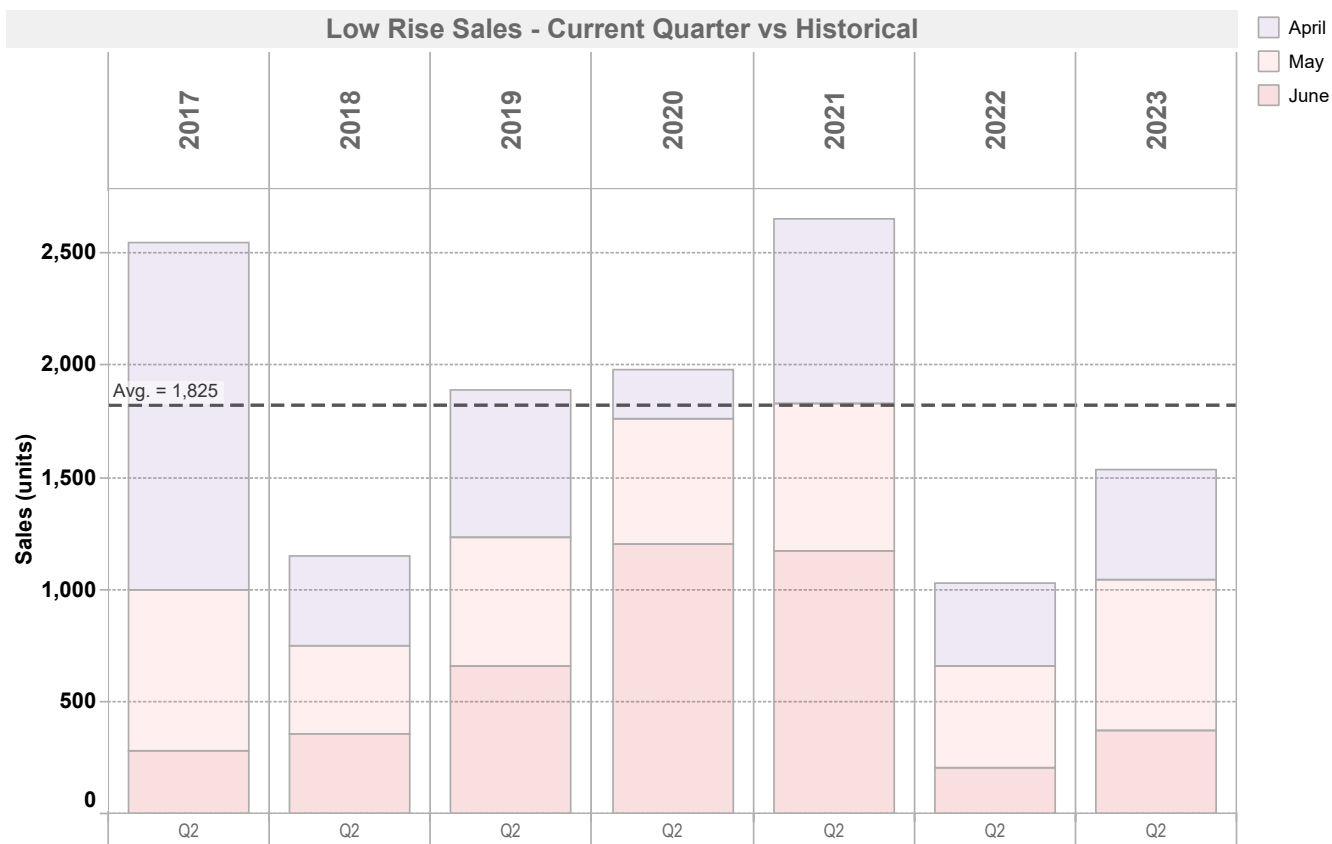
Pricing



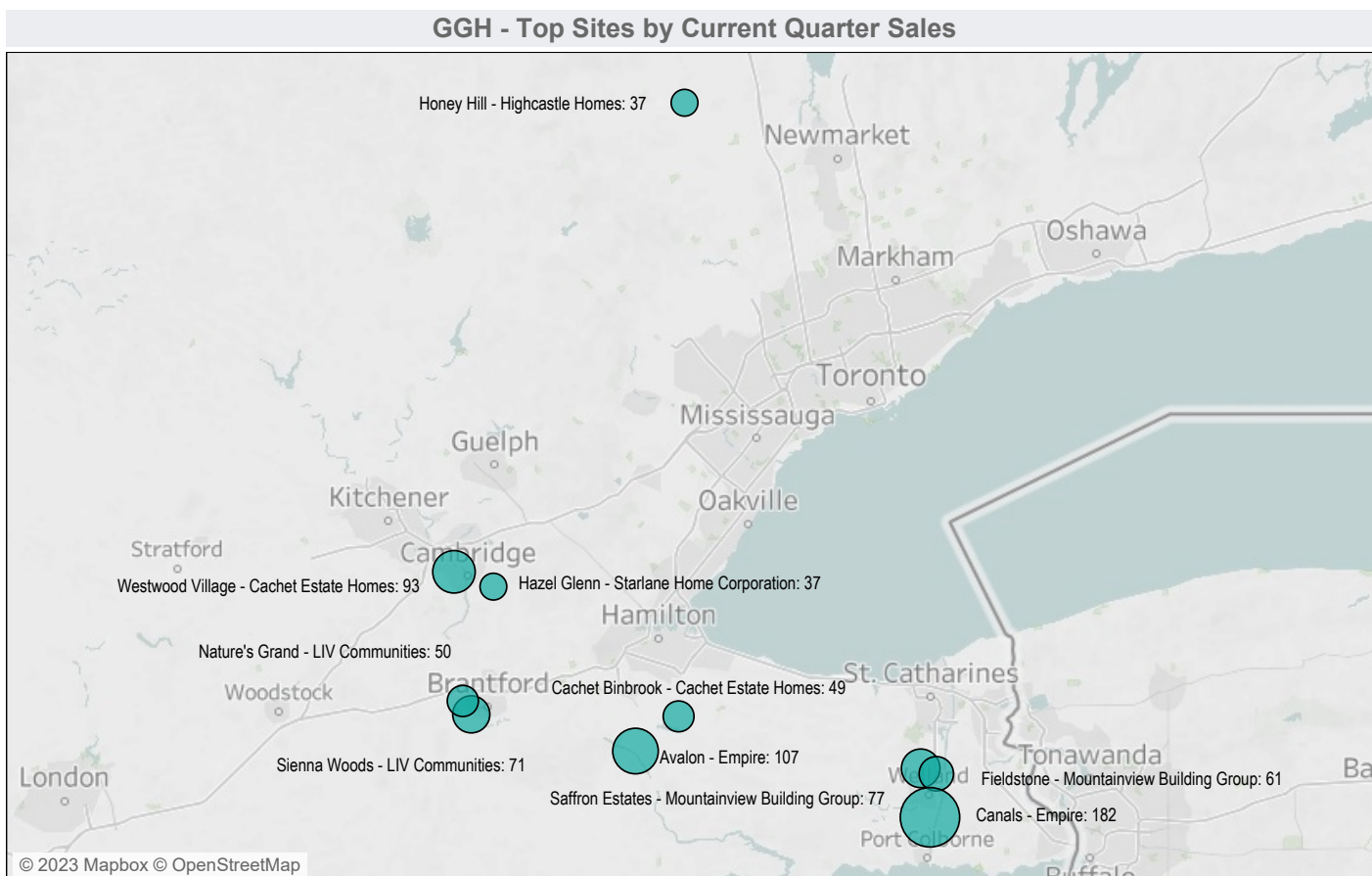
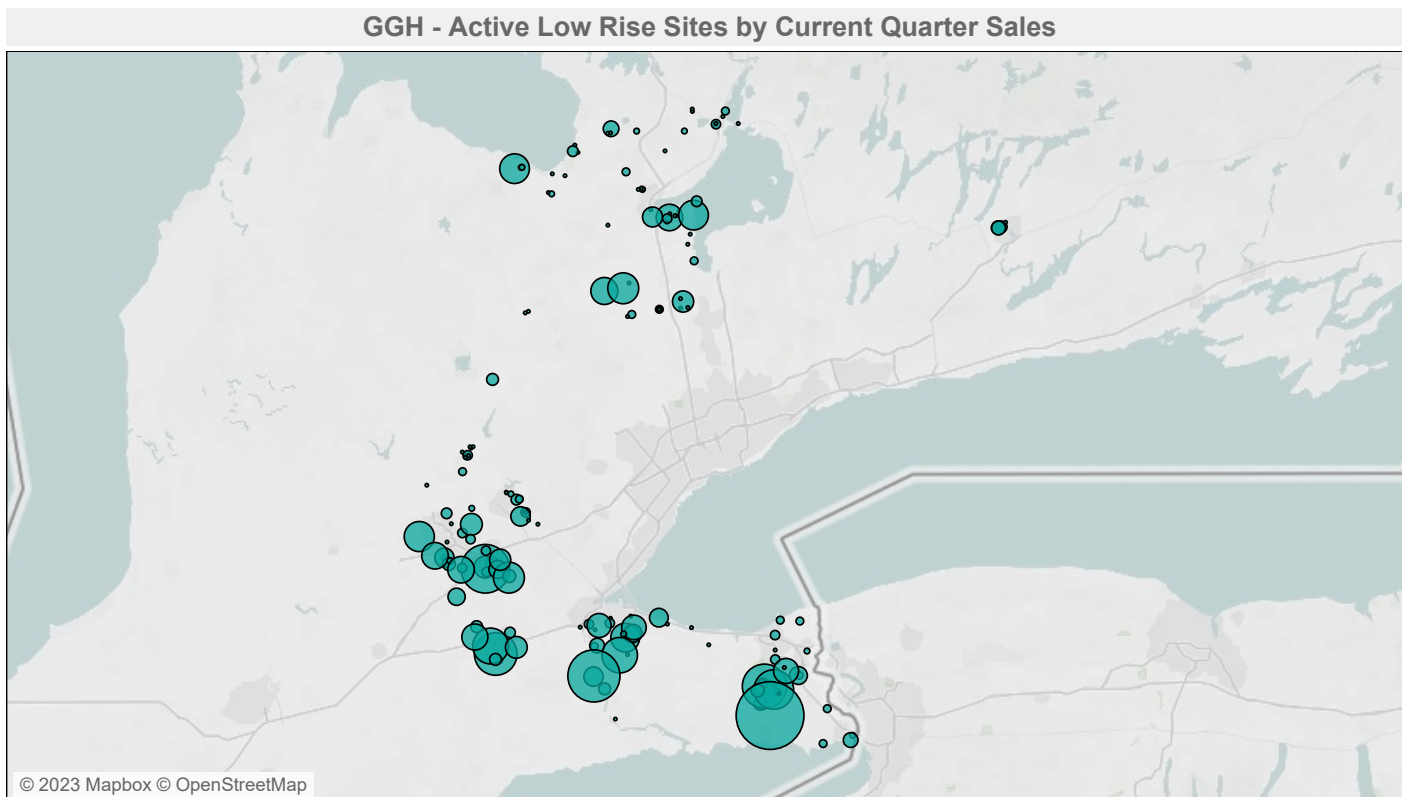
Remaining Inventory



Historical Sales Comparison



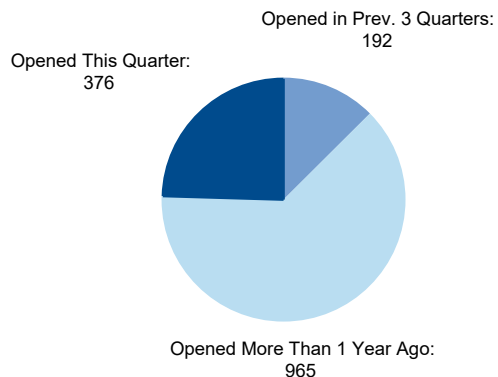
Current Sites



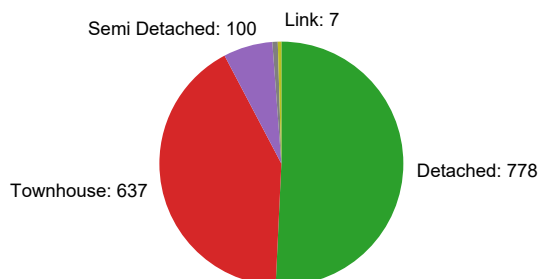
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

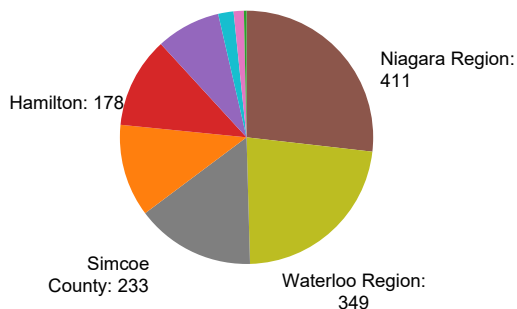
Sales by Opening Date



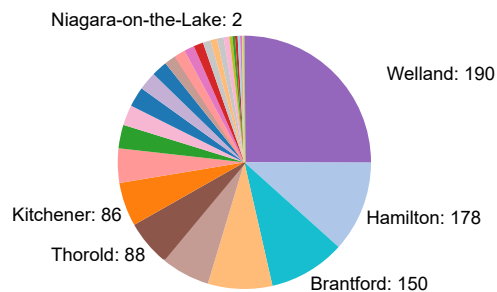
Sales by Product Type



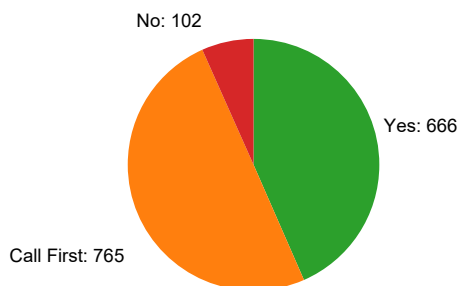
Sales by Region



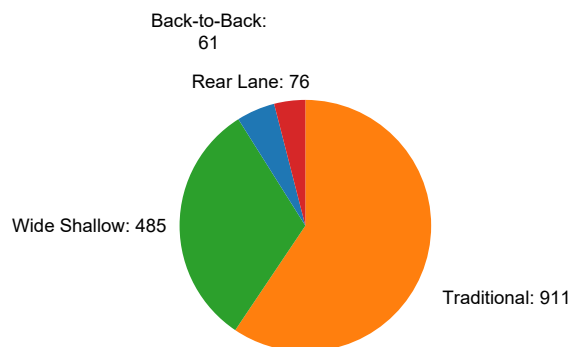
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



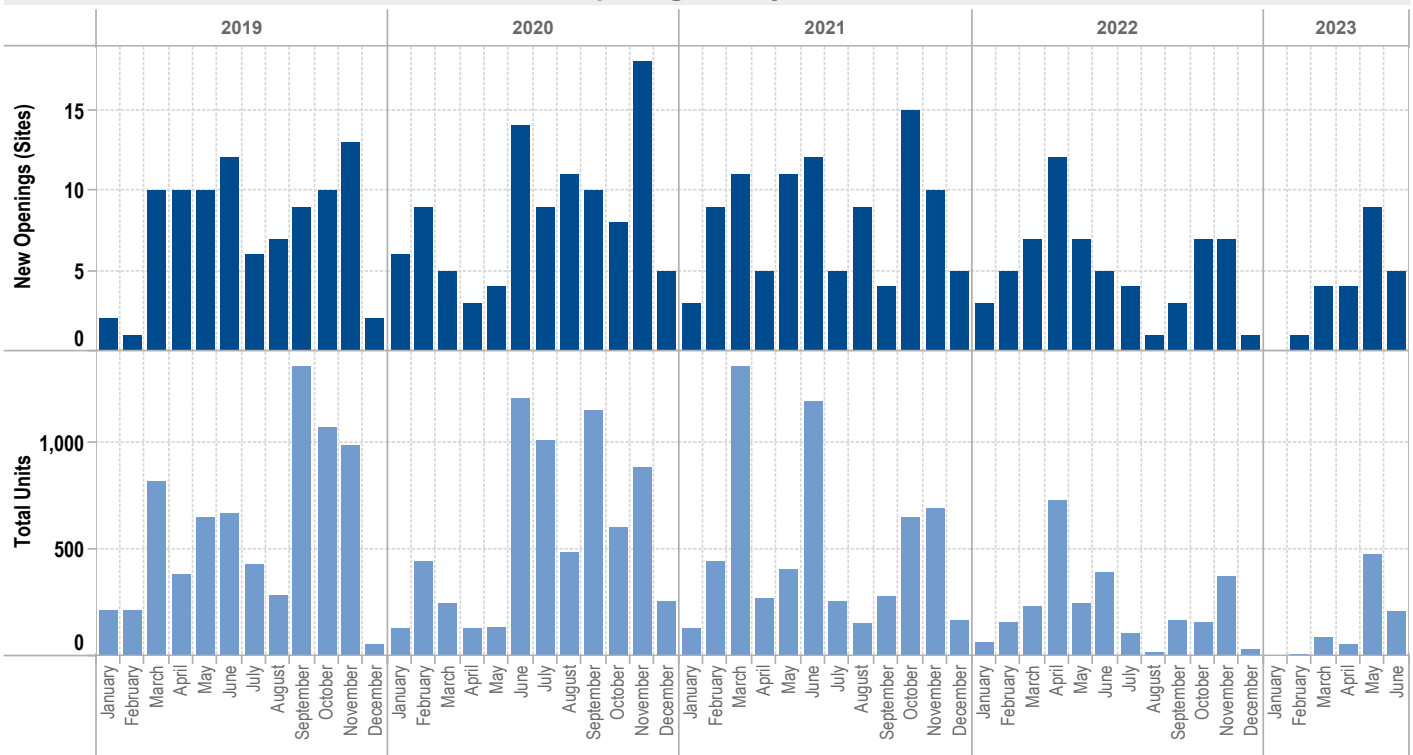
New Openings

Q2 2023 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Trussler West - Activa	Freehold	Kitchener	2023-04-01	2	2	0	
Elmvale Woods - Sunrise Homes	Condominium	Springwater	2023-04-03	9	0	9	\$537
Westgate Village Alliston - Previn Court Homes	Freehold	New Tecumseth	2023-04-03	24	5	9	\$600
Canals - Empire	Freehold	Welland	2023-04-22	68	44	15	\$427
Nature's Edge - Bromont Homes	Freehold	Peterborough	2023-05-01	32	7	17	\$410
Westwood Village - Cachet Estate Homes	Freehold	Cambridge	2023-05-02	43	43	0	
	Freehold Commo..	Cambridge	2023-05-02	50	50	0	
Windsong in Ayr - Ayr Meadows Development Inc.	Condominium	North Dumfries	2023-05-07	40	11	20	\$548
Emerald Trails - Centennial Homes	Freehold	Pelham	2023-05-13	46	6	36	\$640
Watershore - Marz Homes	Freehold	Hamilton	2023-05-13	42	13	18	\$617
Westwood Village Preserve - Huron Creek Developments	Freehold	Cambridge	2023-05-13	22	4	15	\$550
Willow Ridge - Rinaldi Homes	Freehold	Pelham	2023-05-13	28	11	10	\$409
Lakehaven - Mattamy Homes	Freehold	Innisfil	2023-05-25	386	34	333	\$398
Eden Park - Spallacci Homes	Freehold	Hamilton	2023-05-27	176	22	137	
Riverside Living - SanDiego Homes	Freehold	Essa	2023-06-01	2	0	2	\$478
Hazel Glenn - Treasure Hill	Freehold Commo..	Cambridge	2023-06-03	16	6	10	\$495
Fieldstone - Mountainview Building Group	Freehold	Thorold	2023-06-17	67	61	6	\$455
Harbourtown Village - Silvergate Homes	Freehold	Fort Erie	2023-06-17	25	8	17	\$579
Cachet Binbrook - Cachet Estate Homes	Freehold	Hamilton	2023-06-24	98	49	49	\$405
Grand Total				1,176	376	703	\$436

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	66	157	130	191	17							582	27.5%		27.5%	
Mountainview Building Group	1	4	44	56	33	68							206	9.7%		37.2%	
Cachet Estate Homes	0	0	0	1	93	50							144	6.8%		44.0%	
LIV Communities	16	5	1	44	41	36							143	6.7%		50.7%	
Activa	3	9	3	22	48	24							109	5.1%		55.8%	
Great Gulf	5	11	22	21	17	6							82	3.9%		59.7%	
Devonleigh Homes Inc.	6	3	8	12	17	5							51	2.4%		62.1%	
Mattamy Homes	0	0	0	0	32	16							48	2.3%		64.4%	
Starlane Home Corporation	2	5	4	21	15	1							48	2.3%		66.7%	
Highcastle Homes	0	0	0	17	15	5							37	1.7%		68.4%	
	105	140	342	491	671	371							2,120				

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

Builder	2022						2023						Total	Market Share %		Cum. Mkt. Share %	
	July	August	September	October	November	December	January	February	March	April	May	June					
Empire	22	29	282	54	52	34	21	66	157	130	191	17	1,055	32.0%		32.0%	
Mountainview Building Group	5	3	21	38	5	6	1	4	44	56	33	68	284	8.6%		40.6%	
LIV Communities	2	0	0	0	43	0	16	5	1	44	41	36	188	5.7%		46.3%	
Cachet Estate Homes	5	2	0	0	1	0	0	0	0	1	93	50	152	4.6%		50.9%	
Activa	7	6	3	13	7	1	3	9	3	22	48	24	146	4.4%		55.3%	
Great Gulf	0	0	2	11	11	9	5	11	22	21	17	6	115	3.5%		58.8%	
Greenpark Group					89								89	2.7%		61.5%	
Starlane Home Corporation					29	12	2	5	4	21	15	1	89	2.7%		64.2%	
Devonleigh Homes Inc.	1	0	1	29	4	2	6	3	8	12	17	5	88	2.7%		66.9%	
Multi-Area Developments Inc.	19	4	18	4	0	0	0	0	2	5	11	16	79	2.4%		69.3%	
	109	69	357	200	318	126	105	140	342	491	671	371	3,299				

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2023 Q2
Canals - Empire	Welland	Detached	27'	15
			33'	40
			36'	11
		Semi Detached	25'	44
		Townhouse	20'	72
		Total		182
Avalon - Empire	Haldimand County	Detached	27'	2
			33'	6
			38'	1
		Quadraplex	26'	11
		Townhouse	20'	87
		Total		107
Westwood Village - Cachet Estate Homes	Cambridge	Detached	20'	50
		Townhouse	20'	43
		Total		93
Saffron Estates - Mountainview Building Group	Pelham	Detached	40'	19
			45'	18
			50'	3
		Semi Detached	30'	23
		Townhouse	20'	7
			24'	7
		Total		77
Sienna Woods - LIV Communities	Brantford	Semi Detached	24'	13
		Townhouse	16'	21
			19'	21
			20'	16
		Total		71
Fieldstone - Mountainview Building Group	Thorold	Detached	36'	12
			40'	11
		Townhouse	20'	38
		Total		61
Nature's Grand - LIV Communities	Brantford	Detached	30'	1
			36'	26
			40'	11
			44'	6
		Townhouse	20'	6
		Total		50
Cachet Binbrook - Cachet Estate Homes	Hamilton	Detached	33'	3
			36'	27
			40'	7
		Townhouse	20'	12
		Total		49
Hazel Glenn - Starlane Home Corporation	Cambridge	Detached	36'	33
			40'	4
		Total		37

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2022 Q2				2023 Q2				
		Detached	Link	Semi Detached	Townhouse	Detached	Link	Quadrplex	Semi Detached	Townhouse
County of Brant	Brant	• 3			• 0	• 28				• 3
	Brantford	• 0		• 6	• 36	• 49			• 13	• 88
	Total	• 3		• 6	• 36	• 77			• 13	• 91
Dufferin County	Grand Valley	• 4				• 4				• 1
	Melancthon									
	Orangeville									
	Shelburne	• 0			• 0	• 0				• 0
	Total	• 4			• 0	• 4				• 1
Haldimand County	Haldimand County	• 183				• 14		• 11		• 101
	Total	• 183				• 14		• 11		• 101
Hamilton	Hamilton	• 3			• 20	• 98			• 13	• 67
	Total	• 3			• 20	• 98			• 13	• 67
Niagara Region	Fort Erie	• 0		• 0	• 0	• 1			• 0	• 12
	Grimsby				• 0					• 0
	Lincoln	• 0				• 0				
	Niagara Falls	• 20		• 4	• 34	• 14				• 1
	Niagara-on-the-Lake									• 2
	Pelham	• 0			• 0	• 54			• 23	• 21
	St. Catharines	• 0			• 39	• 2				• 3
	Thorold	• 3			• 22	• 36				• 52
	Welland	• 9			• 6	• 67			• 44	• 79
	West Lincoln									
	Total	• 32		• 4	• 101	• 174			• 67	• 170
Peterborough County	Peterborough	• 14				• 7				• 13
	Total	• 14				• 7				• 13
Simcoe County	Adjala-Tosorontio									
	Barrie	• 51		• 17	• 107	• 17			• 1	• 28
	Clearview	• 3		• 7		• 1			• 0	
	Collingwood	• 4	• 0			• 27	• 7		• 2	
	Essa	• 2				• 0				
	Innisfil	• 13			• 3	• 36				• 4
	New Tecumseth	• 6			• 0	• 62				• 5
	Orillia	• 8			• 6	• 3				• 2
	Oro-Medonte	• 1				• 1				
	Springwater	• 116		• 4		• 13			• 0	• 0
	Wasaga Beach	• 9		• 0	• 0	• 0			• 0	• 4
	West Gwillimbury	• 14		• 0	• 3	• 3			• 0	• 17
	Total	• 227	• 0	• 28	• 119	• 163	• 7		• 3	• 60
Waterloo Region	Cambridge	• 0			• 134	• 110				• 84
	Kitchener	• 48			• 18	• 67				• 19
	North Dumfries									• 11
	Waterloo	• 1			• 17	• 32			• 3	• 4
	Woolwich	• 0			• 0	• 10				• 9
	Total	• 49			• 169	• 219			• 3	• 127
Wellington County	Centre Wellington	• 1		• 0	• 6	• 3			• 0	• 3
	Guelph	• 0		• 0	• 23	• 19			• 1	• 4
	Guelph/Eramosa									
	Puslinch	• 0				• 0				
	Total	• 1		• 0	• 29	• 22			• 1	• 7
Grand Total		• 516	• 0	• 38	• 474	• 778	• 7	• 11	• 100	• 637



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