



AltusGroup



Greater Golden Horseshoe Major Markets Low Rise Projects

New Homes Monthly Market Report
Data as of September 2023

GGH Overview

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q3 2023		Q3 2022		Change
Condominium Apartment	405		774		-47.7%
Single Family	631		535		17.9%
Total	1,036		1,309		-20.9%
Year to Date Sales	Jan.-Sep. 2023		Jan.-Sep. 2022		Y/Y Change
Condominium Apartment	1,335		4,054		-67.1%
Single Family	2,730		2,555		6.8%
Total	4,065		6,609		-38.5%
Year to Date Supply	Jan.-Sep. 2023		Jan.-Sep. 2022		Y/Y Change
Condominium Apartment	2,339		5,382		-56.5%
Single Family	3,333		3,414		-2.4%
Total	5,672		8,796		-35.5%
Year to Date Completions	Jan.-Sep. 2023		Jan.-Sep. 2022		Y/Y Change
Condominium Apartment	3,691		3,520		4.9%
Remaining Inventory	Sep-23	Jun-23	Sep-22	M/M Change	Y/Y Change
Condominium Apartment	2,965	1,965	2,149	50.9%	38.0%
Single Family	2,368	1,875	1,360	26.3%	74.1%
Total	5,333	3,840	3,509	38.9%	52.0%
Average Asking Price	Sep-23	Jun-23	Sep-22	M/M Change	Y/Y Change
Condominium Apartment	\$687,707	\$722,438	\$719,533	-4.8%	-4.4%
Single Family	\$1,118,824	\$1,167,554	\$1,307,094	-4.2%	-14.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	8	81	263	166	
Condominium Apartment Units	1,986	11,873	10,120	7,183	
% Sold*	25%	75%	87%	53%	
Single Family Projects	17	178			
Single Family Units	1,313	18,623			
% Sold*	18%	87%			

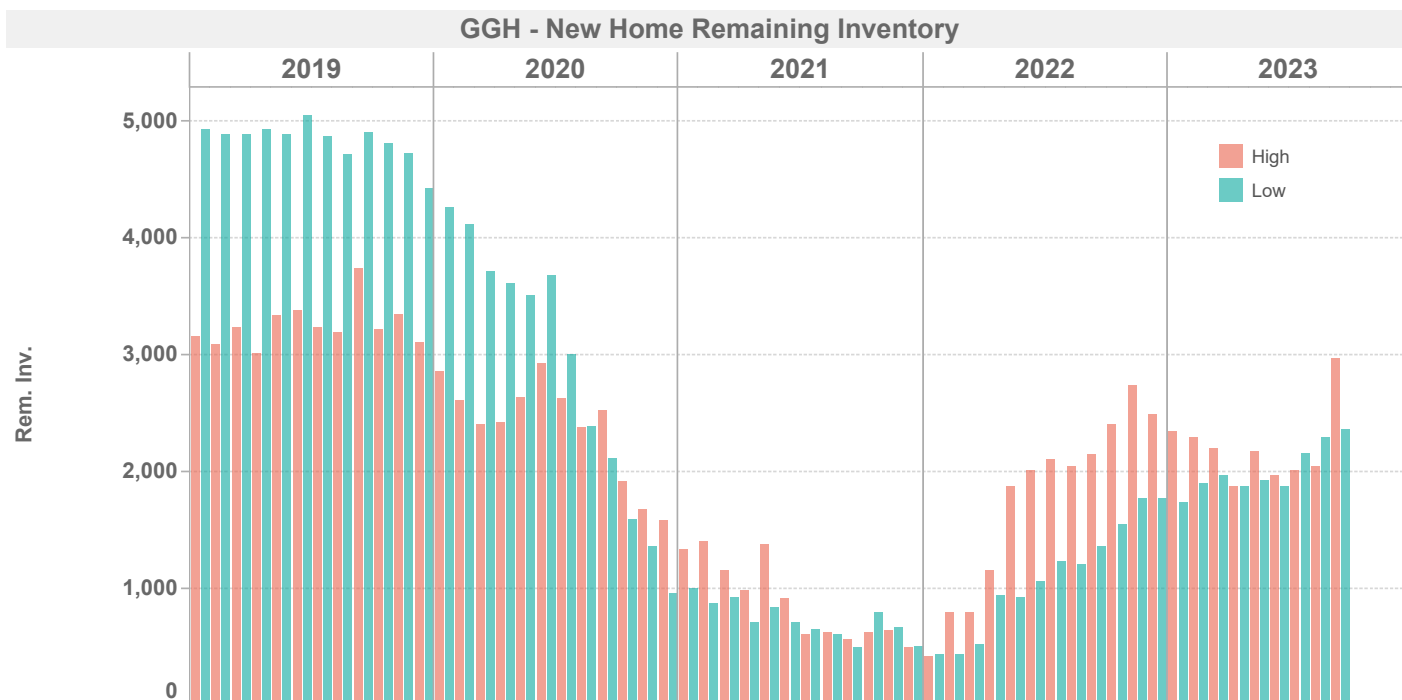
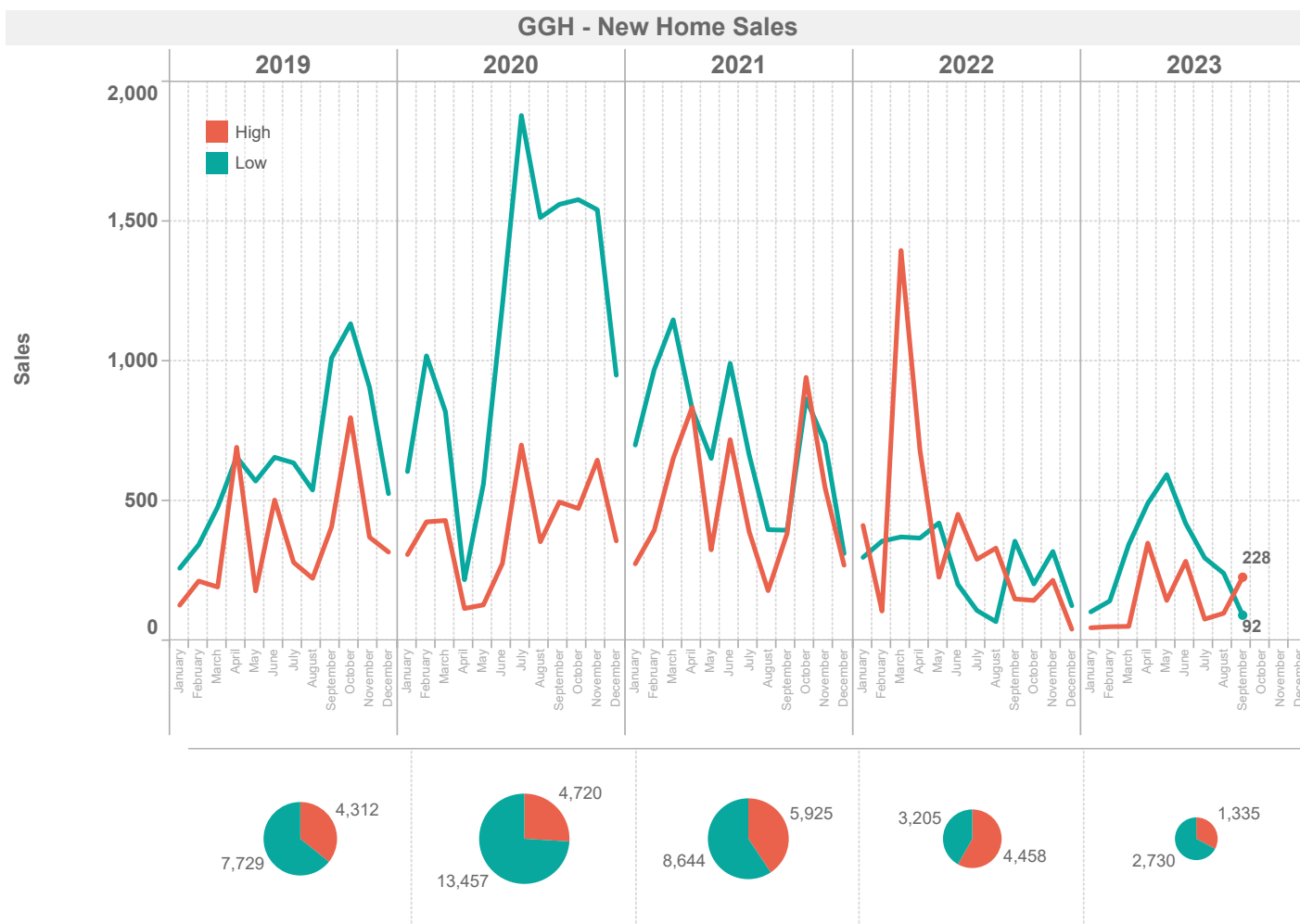
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

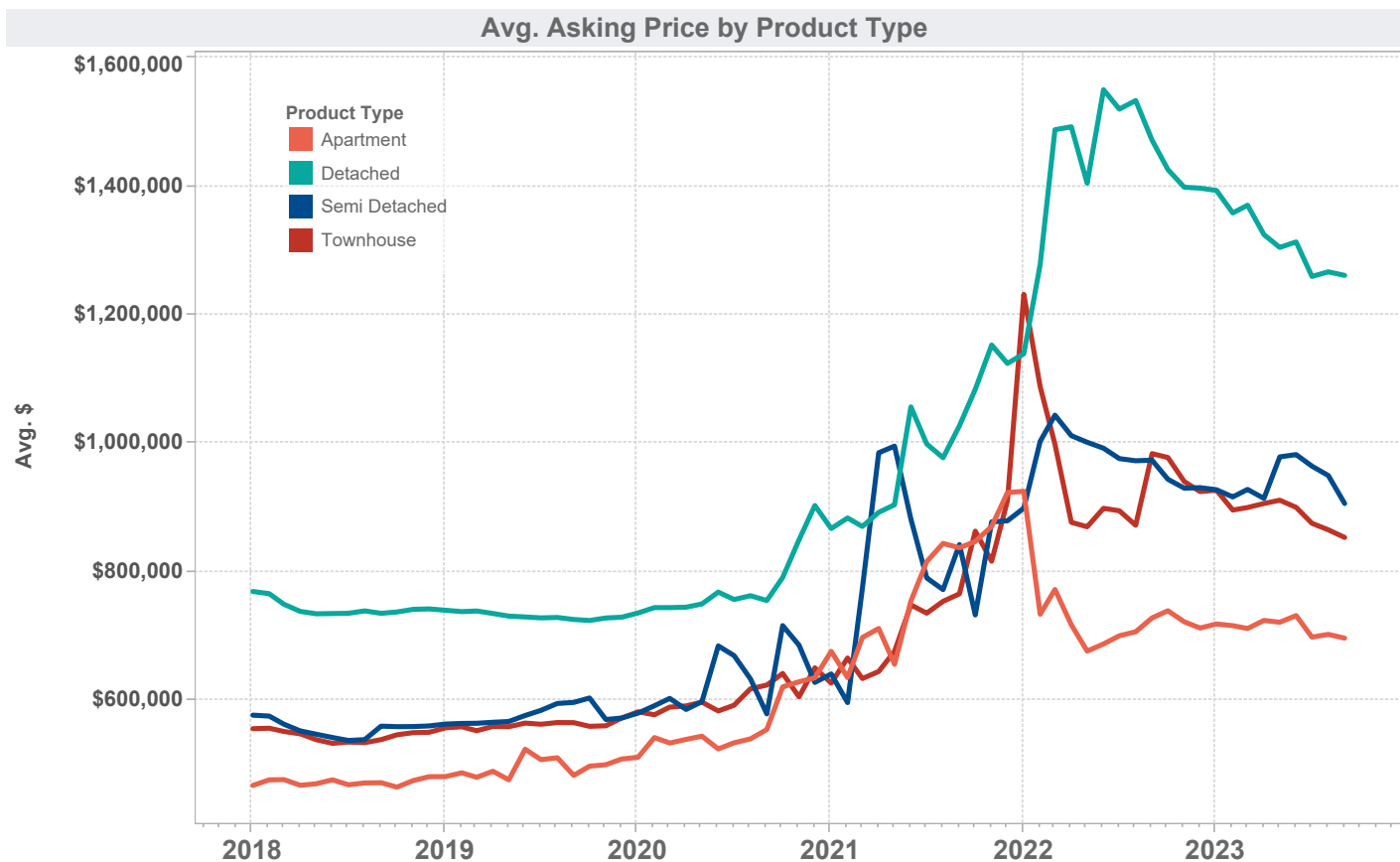
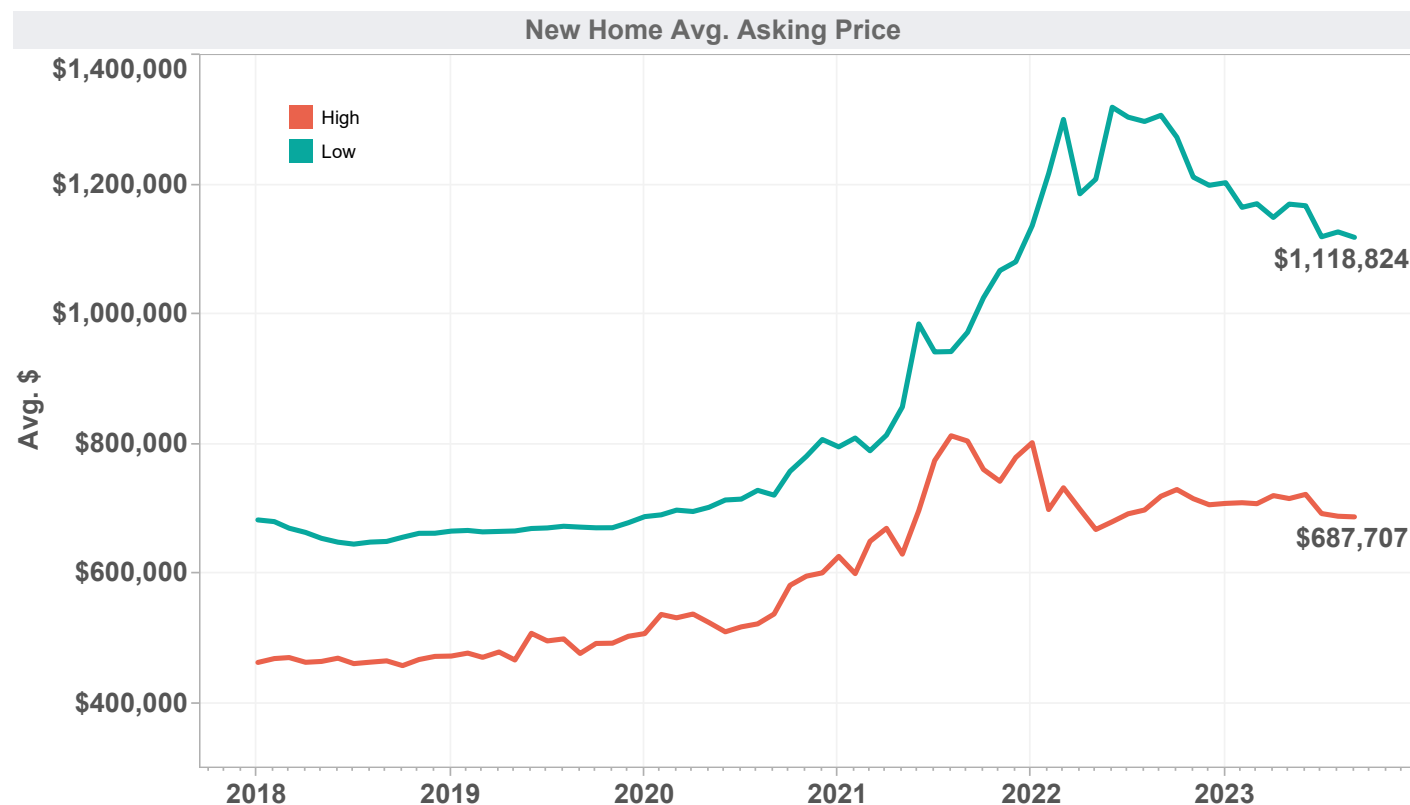
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

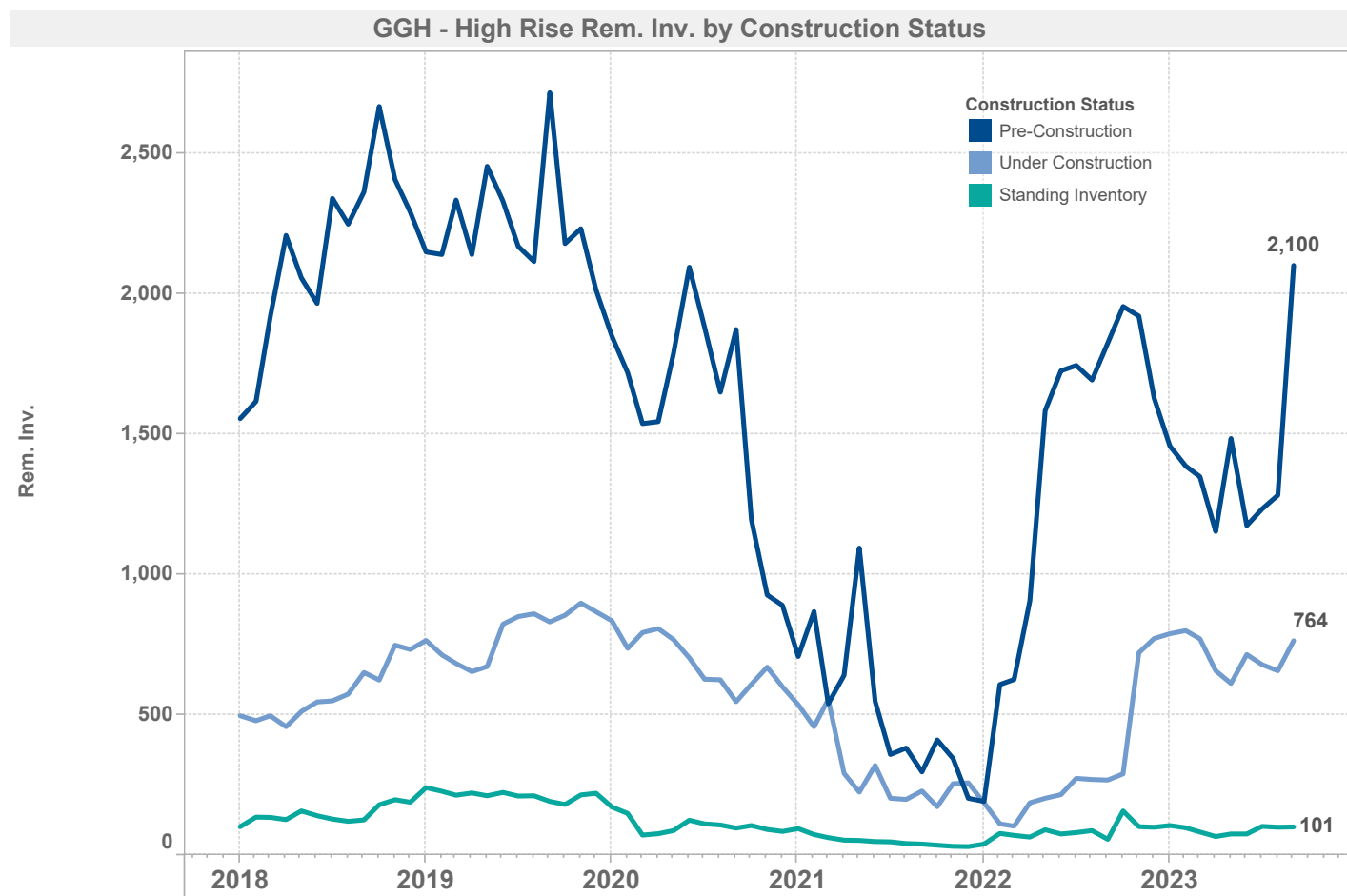
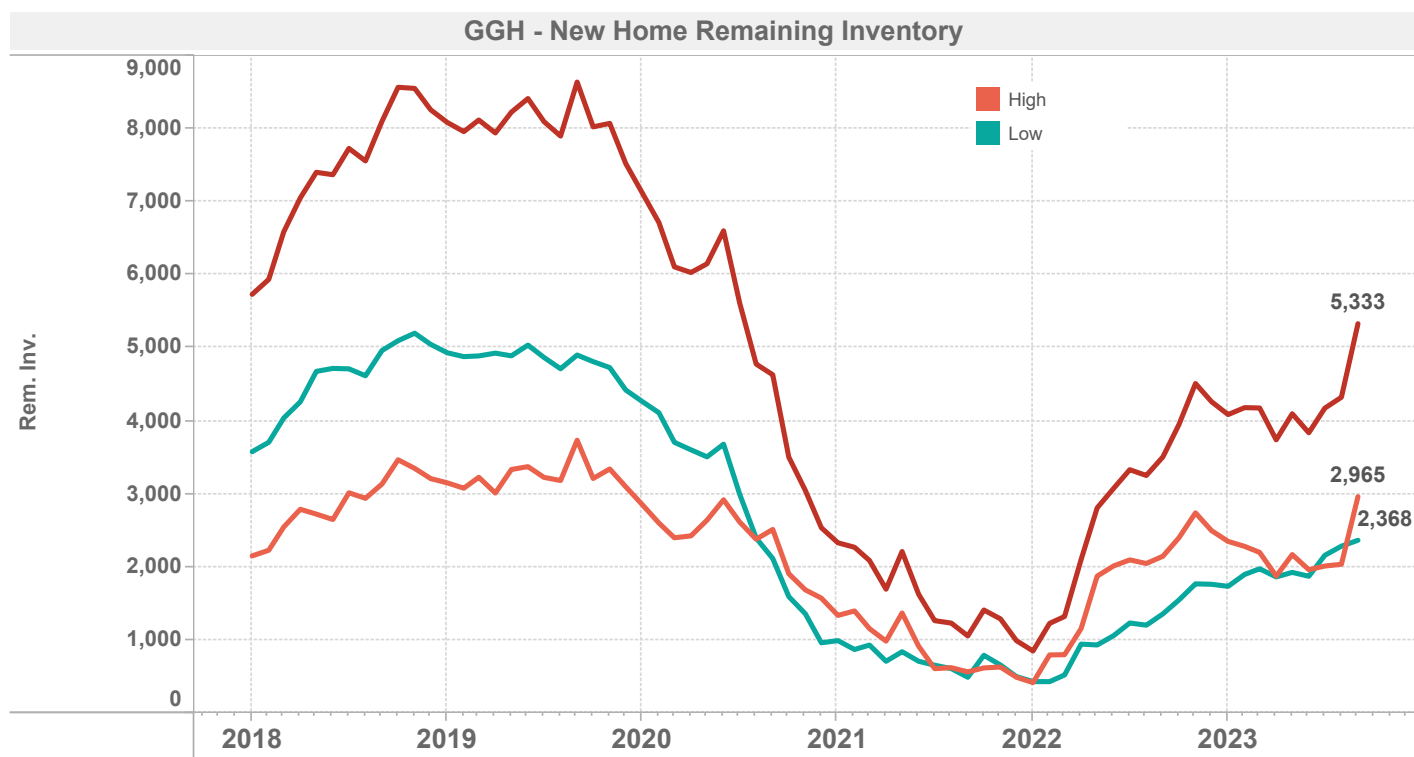
Sales & Remaining Inventory



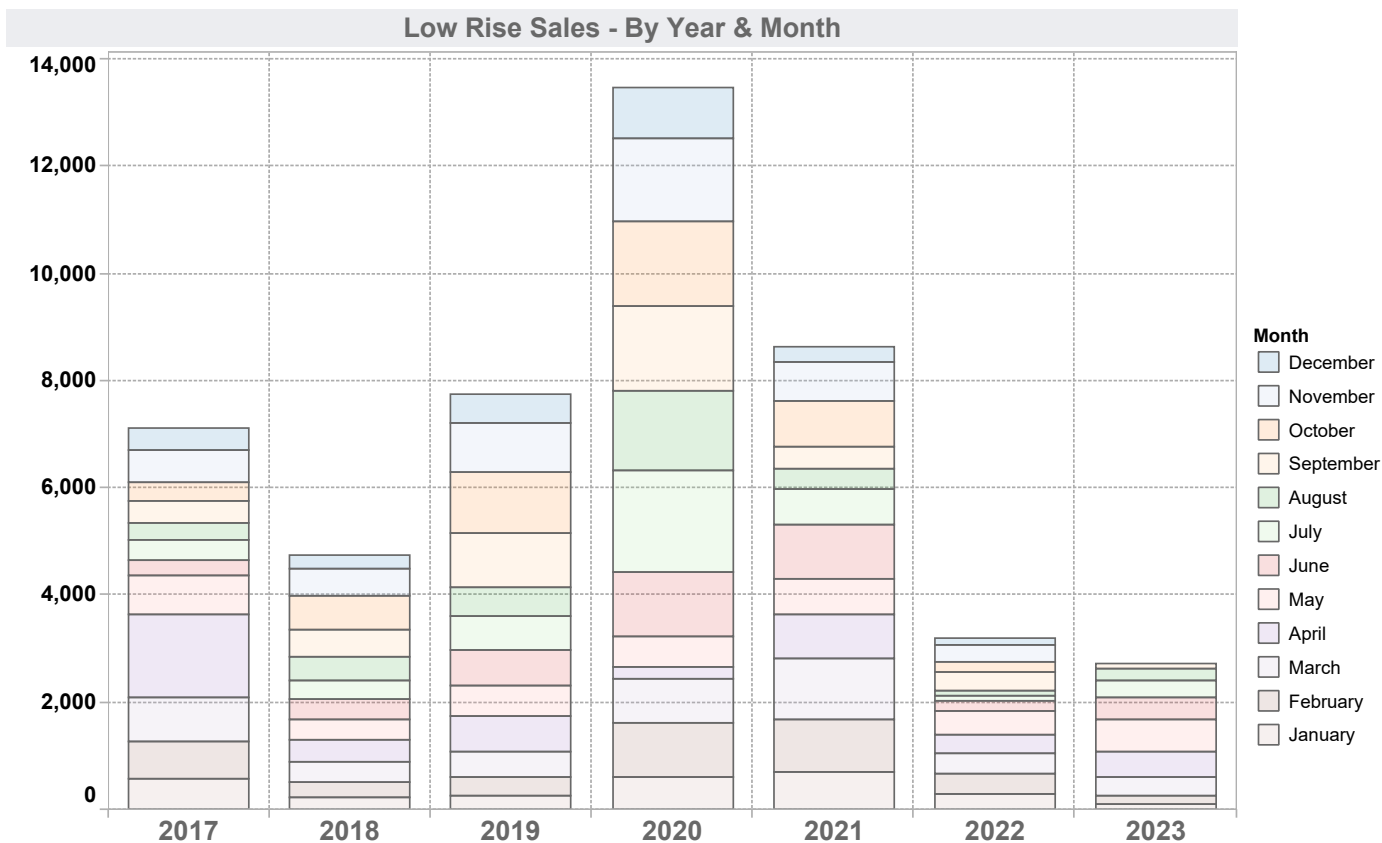
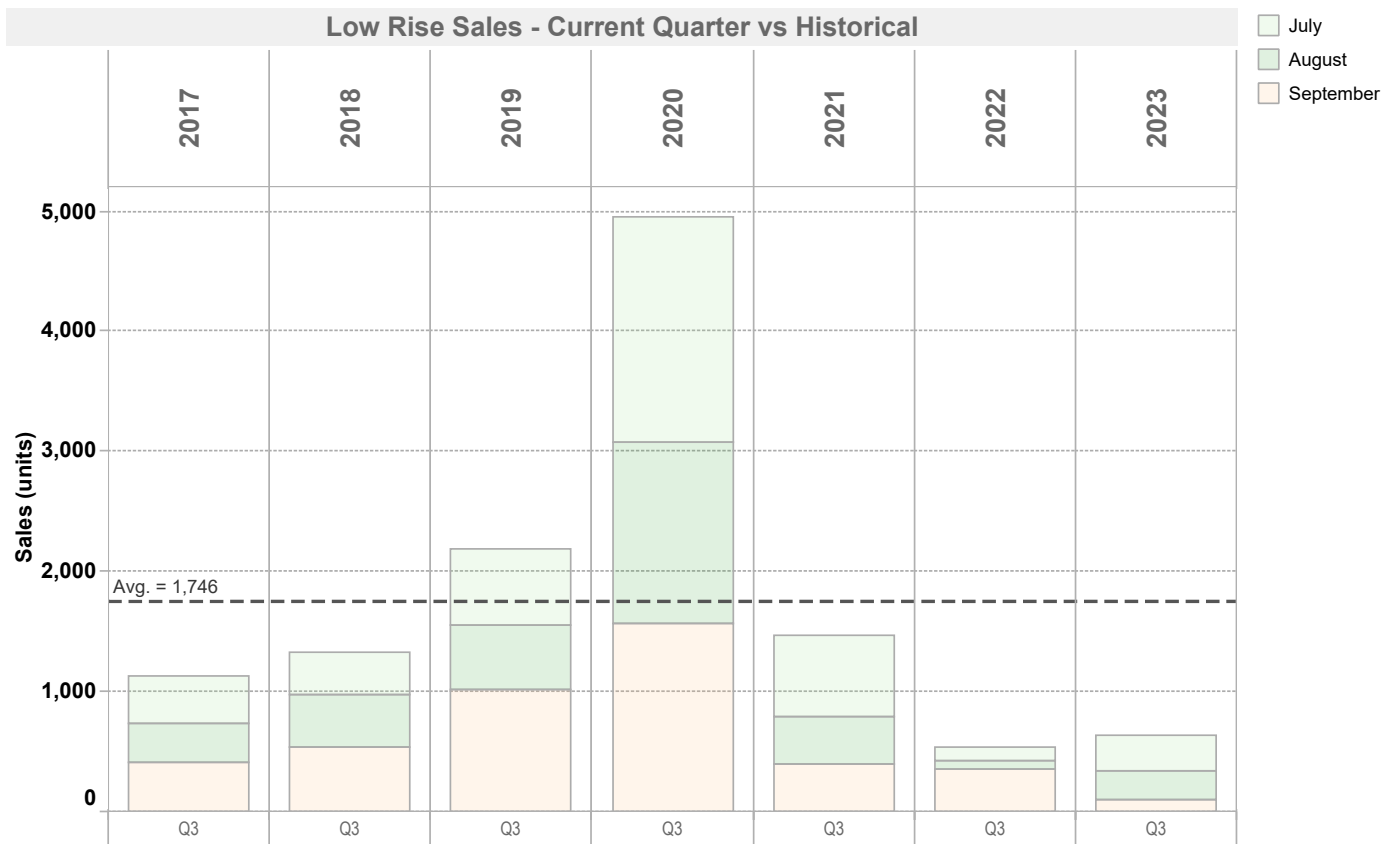
Pricing



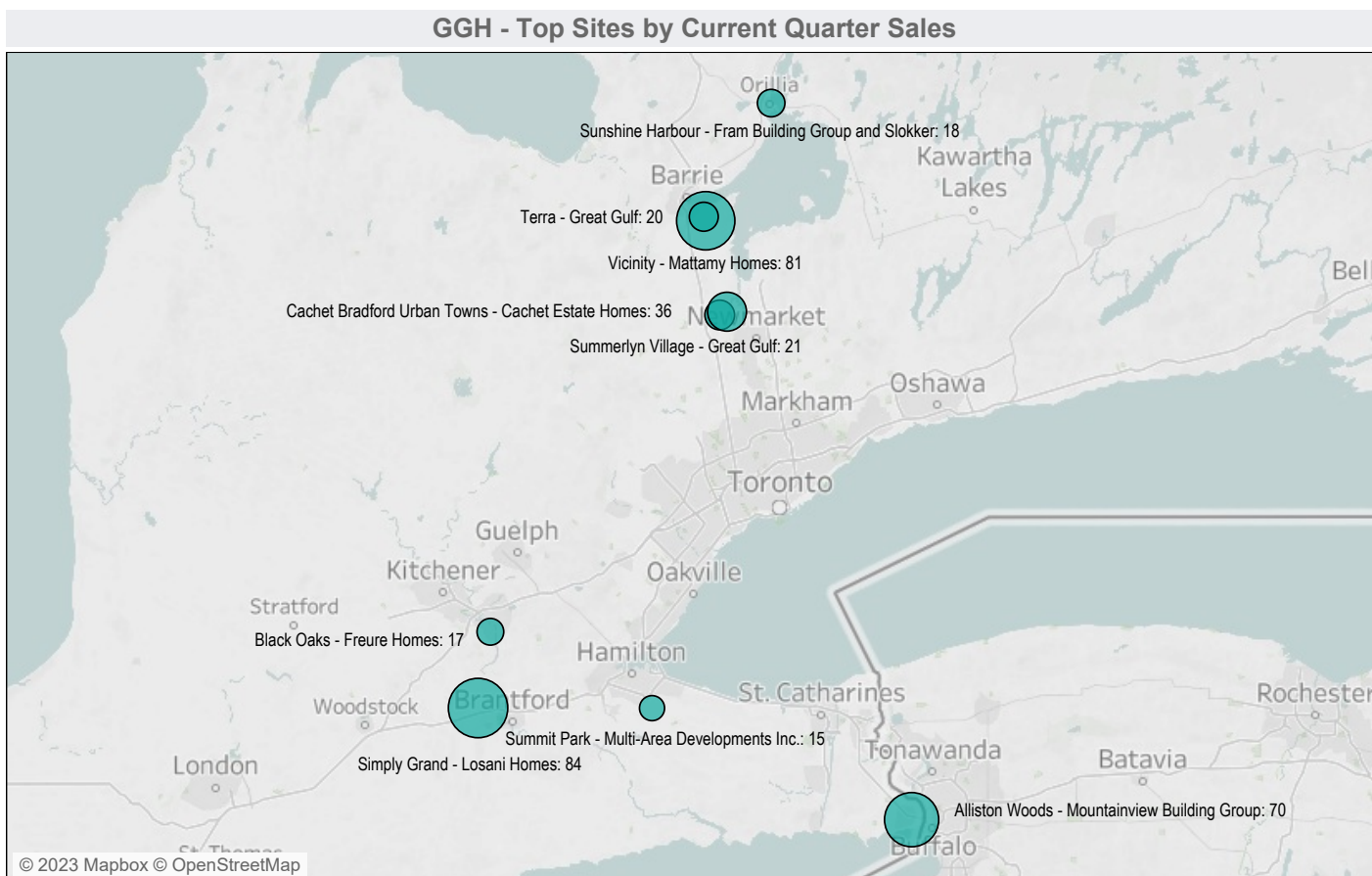
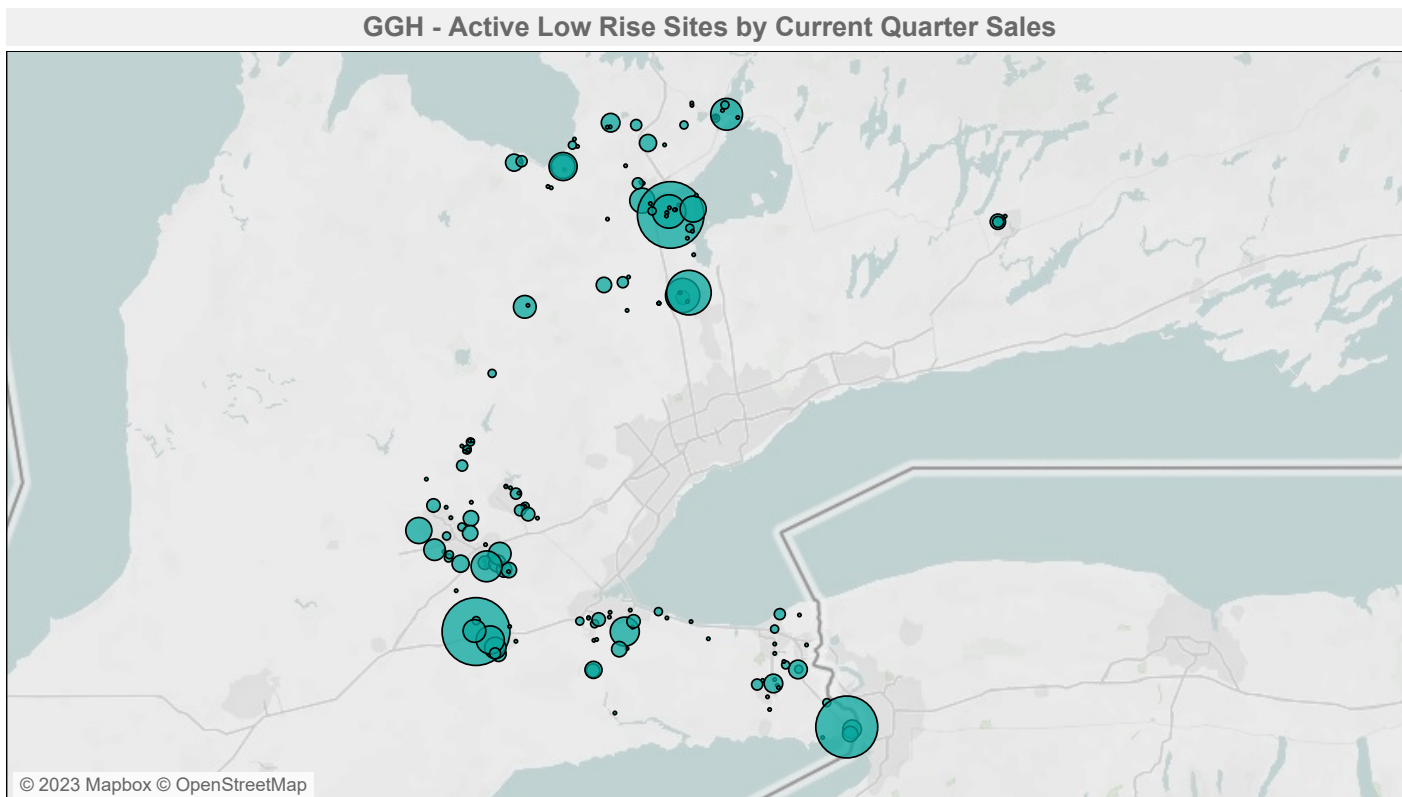
Remaining Inventory



Historical Sales Comparison



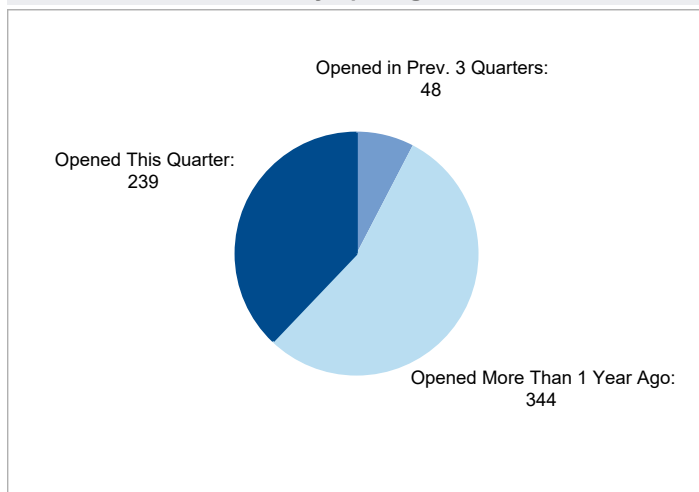
Current Sites



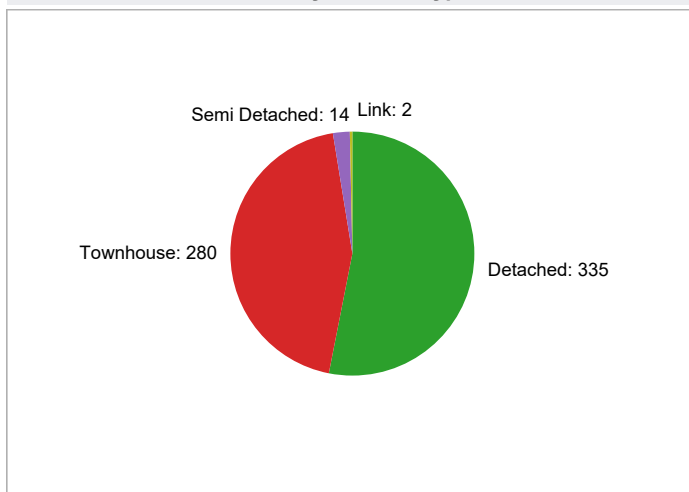
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

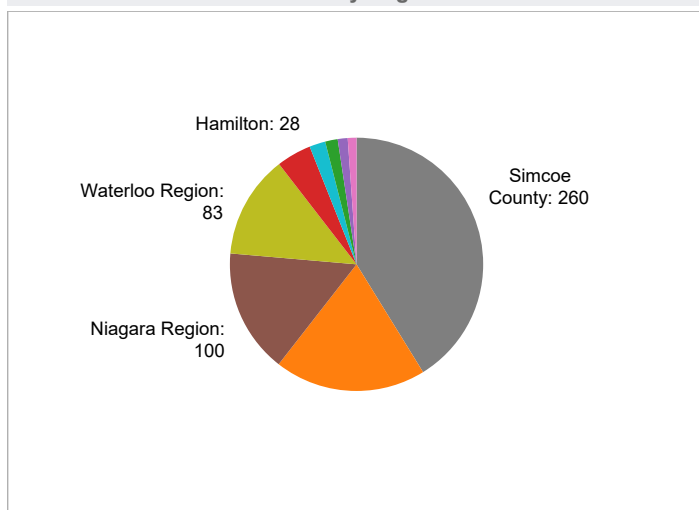
Sales by Opening Date



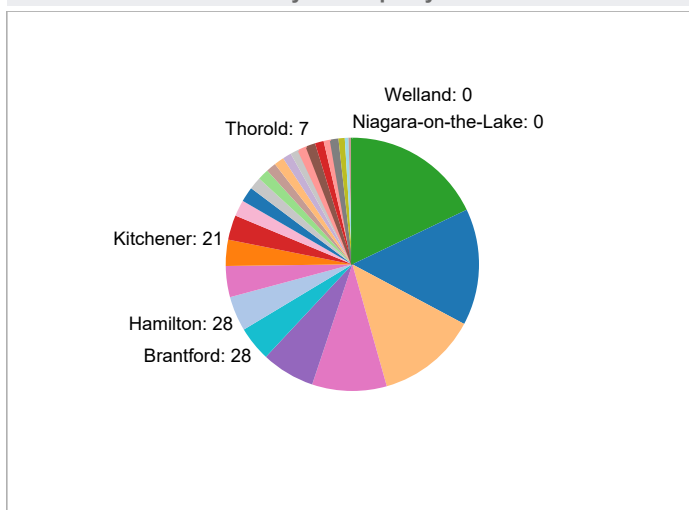
Sales by Product Type



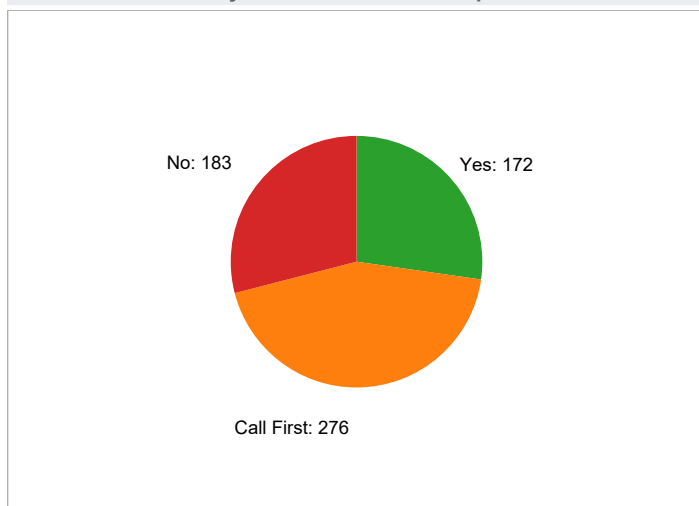
Sales by Region



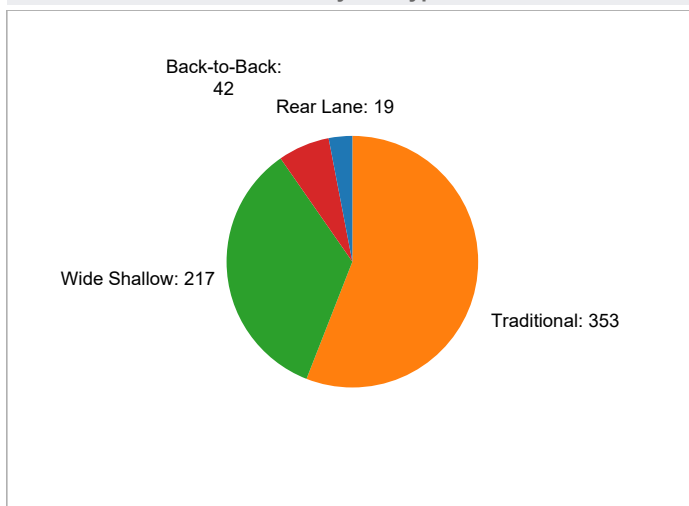
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



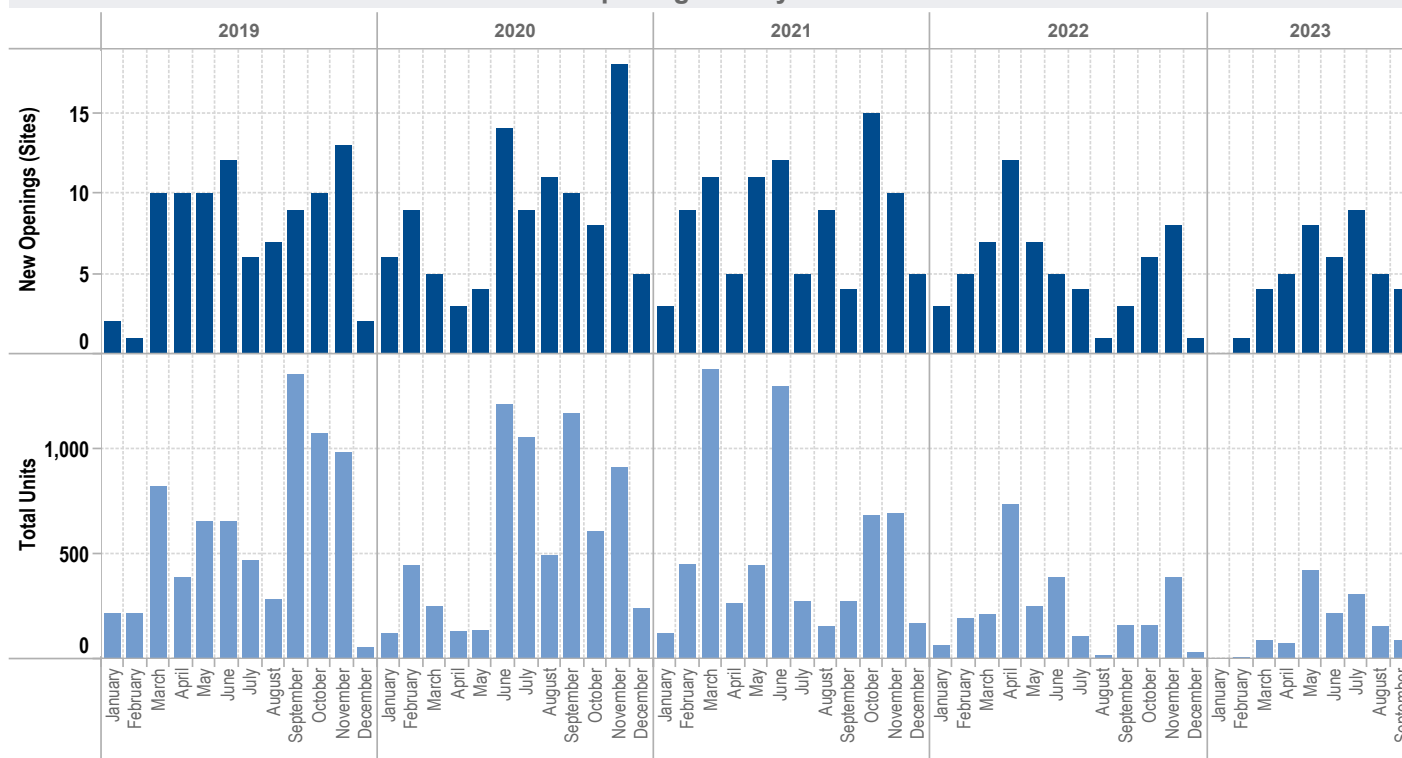
New Openings

Q3 2023 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
West Brant Heights - Lindvest	Freehold	Brantford	2023-07-08	44	0	44	\$475
Simply Grand - Losani Homes	Freehold Commo..	Brant	2023-07-11	30	15	5	\$356
Alliston Woods - Mountainview Building Group	Freehold	Fort Erie	2023-07-15	224	70	42	\$413
River's Edge - Fernbrook Homes	Freehold	Wasaga Beach	2023-07-21	33	9	7	\$435
River's Edge - Zancor Homes	Freehold	Wasaga Beach	2023-07-21	18	3	11	\$435
Sunshine Harbour - Fram Building Group and Slokker	Freehold Commo..	Orillia	2023-07-22	72	18	38	\$586
Terra - Great Gulf	Freehold	Barrie	2023-07-25	48	5	38	\$436
Black Oaks - Freure Homes	Freehold	Cambridge	2023-07-26	23	12	0	
	Freehold Commo..	Cambridge	2023-08-01	52	5	42	\$481
Vicinity - Mattamy Homes	Freehold	Barrie	2023-07-29	435	81	279	\$428
West Forest Estates - West Forest Developments	Freehold Commo..	Barrie	2023-08-02	86	11	67	\$458
Jacobs Trail Estates - Bromberg Homes	Freehold	Woolwich	2023-08-08	46	3	41	\$486
Calderwood - Empire	Freehold Commo..	Thorold	2023-08-12	46	0	46	
Harbourtown Village - Silvergate Homes	Freehold	Fort Erie	2023-08-12	70	1	68	\$539
Splendour - Pinewood Niagara Builders	Freehold	Niagara Falls	2023-09-09	4	1	3	
Willow Ridge - Rinaldi Homes	Freehold	Pelham	2023-09-16	8	0	8	\$411
Modal at Main - Reid's Heritage Homes	Condominium	Cambridge	2023-09-22	16	0	16	\$492
Craighurst Crossing - Georgian Communities	Freehold	Oro-Medonte	2023-09-28	58	5	53	\$535
Grand Total				1,313	239	808	\$464

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	20	66	157	130	191	17	7	2	4				594	21.8%		21.8%	
Mountainview Building Group	1	4	44	56	32	72	56	19	7				291	10.7%		32.4%	
LIV Communities	16	5	1	44	41	36	14	7	1				165	6.0%		38.5%	
Cachet Estate Homes	0	0	0	1	23	96	15	23	5				163	6.0%		44.4%	
Activa	3	11	4	22	49	26	14	8	4				141	5.2%		49.6%	
Mattamy Homes	0	0	0	0	32	13	18	54	21				138	5.1%		54.7%	
Great Gulf	5	11	23	21	17	6	7	24	10				124	4.5%		59.2%	
Losani Homes	0	1	4	3	1	2	52	34	0				97	3.6%		62.7%	
Devonleigh Homes Inc.	6	3	8	12	17	5	2	2	1				56	2.1%		64.8%	
Multi-Area Developments Inc.	0	0	2	5	11	16	13	0	2				49	1.8%		66.6%	
	104	143	345	492	595	420	297	242	92				2,730				

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

Builder	2022			2023									Total	Market Share %		Cum. Mkt. Share %	
	October	November	December	January	February	March	April	May	June	July	August	September					
Empire	54	52	34	20	66	157	130	191	17	7	2	4	734	21.7%		21.7%	
Mountainview Building Group	38	5	6	1	4	44	56	32	72	56	19	7	340	10.1%		31.8%	
LIV Communities	0	43	0	16	5	1	44	41	36	14	7	1	208	6.2%		37.9%	
Cachet Estate Homes	0	1	0	0	0	0	1	23	96	15	23	5	164	4.9%		42.8%	
Activa	13	7	1	3	11	4	22	49	26	14	8	4	162	4.8%		47.6%	
Great Gulf	11	11	9	5	11	23	21	17	6	7	24	10	155	4.6%		52.2%	
Mattamy Homes	0	0	0	0	0	0	0	32	13	18	54	21	138	4.1%		56.2%	
Losani Homes	0	0	0	0	1	4	3	1	2	52	34	0	97	2.9%		59.1%	
Devonleigh Homes Inc.	29	4	2	6	3	8	12	17	5	2	2	1	91	2.7%		61.8%	
Greenpark Group		89											89	2.6%		64.4%	
	204	320	126	104	143	345	492	595	420	297	242	92	3,380				

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2023 Q3
Vicinity - Mattamy Homes	Barrie	Detached	30'	49
			36'	32
			Total	81
Alliston Woods - Mountainview Building Group	Fort Erie	Detached	36'	2
			40'	23
			45'	10
			50'	16
		Townhouse	20'	16
			23'	3
		Total		70
Cachet Bradford Urban Towns - Cachet Estate Homes	West Gwillimbury	Townhouse	15'	36
			Total	36
Summerlyn Village - Great Gulf	West Gwillimbury	Detached	36'	7
			40'	14
		Total		21
Terra - Great Gulf	Barrie	Detached	32'	5
			33'	4
			38'	3
		Semi Detached	24'	8
			Total	20
Sunshine Harbour - Fram Building Group and Slokker	Orillia	Townhouse	16'	6
			19'	12
		Total		18
Black Oaks - Freure Homes	Cambridge	Townhouse	18'	4
			20'	13
		Total		17
Summit Park - Multi-Area Developments Inc.	Hamilton	Detached	33'	0
			36'	2
			40'	4
			45'	0
			55'	0
		Townhouse	20'	9
			Total	15
Nature's Grand - LIV Communities	Brantford	Detached	36'	9
			40'	3
			44'	1
		Townhouse	20'	1
			Total	14
River's Edge - Fernbrook Homes	Wasaga Beach	Detached	40'	1
			43'	0
			50'	4
		Townhouse	26'	9
			Total	14

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2022 Q3				2023 Q3				
		Detached	Link	Semi Detached	Townhouse	Detached	Link	Quadraplex	Semi Detached	Townhouse
County of Brant	Brant	0			0	10				84
	Brantford	0		0	20	18			1	9
	Total	0		0	20	28			1	93
Dufferin County	Grand Valley	0				1				0
	Melancthon									
	Orangeville									
	Shelburne	0			0	0				9
	Total	0			0	1				9
Haldimand County	Haldimand County	11			4	2		0		6
	Total	11			4	2		0		6
Hamilton	Hamilton	32			39	15			0	13
	Total	32			39	15			0	13
Niagara Region	Fort Erie	0		1	1	55			0	26
	Grimsby				0					0
	Lincoln	0				0				
	Niagara Falls	1		0	14	4			1	2
	Niagara-on-the-Lake									0
	Pelham	10		1	14	0				2
	St. Catharines	0			3	2				1
	Thorold	23			11	1				6
	Welland	197			52	0				0
	West Lincoln									
	Total	231		2	95	62			1	37
Peterborough County	Peterborough	4				5				2
	Total	4				5				2
Simcoe County	Barrie	0		0	1	104			8	1
	Clearview	1		0		0			0	
	Collingwood	0	2			3	2		0	2
	Essa	0				0				
	Innisfil	1			4	13				0
	New Tecumseth	2			0	3				3
	Orillia	2			0	1				19
	Oro-Medonte	0				6				
	Springwater	21		0		9			1	0
	Wasaga Beach	0		0	5	12			0	13
	West Gwillimbury	7		0	2	21			0	39
	Total	34	2	0	12	172	2		9	77
Waterloo Region	Cambridge	0			4	9				34
	Kitchener	27			0	17				4
	North Dumfries									0
	Waterloo	1			1	12				0
	Woolwich	3			0	3			3	1
	Total	31			5	41			3	39
Wellington County	Centre Wellington	1		0	5	4			0	1
	Guelph	1		3	3	5			0	3
	Guelph/Eramosa									
	Puslinch	0				0				
	Total	2		3	8	9			0	4
Grand Total		345	2	5	183	335	2	0	14	280



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