



Altus Group



Greater Golden Horseshoe Major Markets Low Rise Projects

New Homes Market Report
Q2 2024

GGH Overview



Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q2 2024		Q2 2023		Change
Condominium Apartment	501		809		-38.1%
Single Family	1,031		1,492		-30.9%
Total	1,532		2,301		-33.4%
Year to Date Sales	Jan.-Jun. 2024		Jan.-Jun. 2023		Y/Y Change
Condominium Apartment	841		939		-10.4%
Single Family	1,816		2,076		-12.5%
Total	2,657		3,015		-11.9%
Year to Date Supply	Jan.-Jun. 2024		Jan.-Jun. 2023		Y/Y Change
Condominium Apartment	337		693		-51.4%
Single Family	3,107		2,214		40.3%
Total	3,444		2,907		18.5%
Year to Date Completions	Jan.-Jun. 2024		Jan.-Jun. 2023		Y/Y Change
Condominium Apartment	2,485		2,556		-2.8%
Remaining Inventory	Jun-24	Mar-24	Jun-23	M/M Change	Y/Y Change
Condominium Apartment	2,598	2,739	1,981	-5.1%	31.1%
Single Family	4,177	3,364	1,997	24.2%	109.2%
Total	6,775	6,103	3,978	11.0%	70.3%
Average Asking Price	Jun-24	Mar-24	Jun-23	M/M Change	Y/Y Change
Condominium Apartment	\$700,959	\$692,182	\$720,137	1.3%	-2.7%
Single Family	\$1,039,627	\$1,069,031	\$1,161,932	-2.8%	-10.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	7	87	203	155	
Condominium Apartment Units	735	11,690	8,999	5,706	
% Sold*	29%	78%	82%	58%	
Single Family Projects	16	201			
Single Family Units	1,387	22,772			
% Sold*	22%	82%			

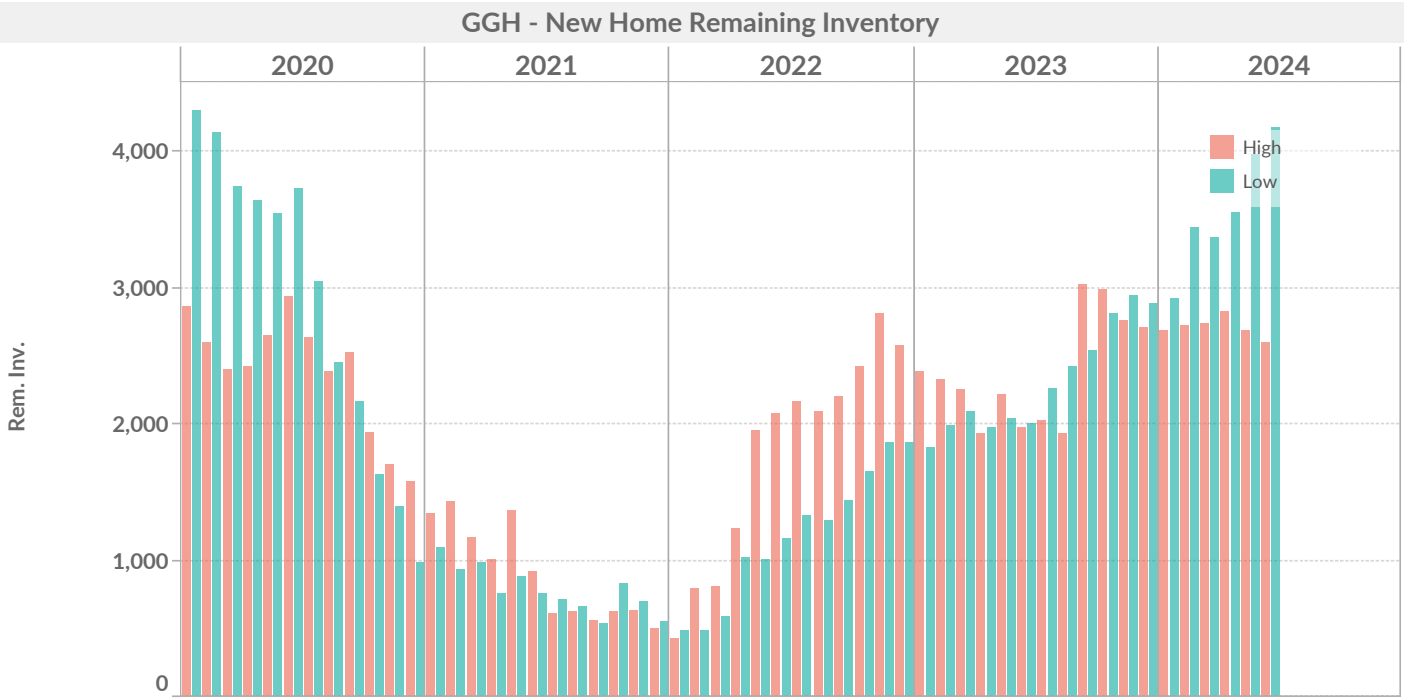
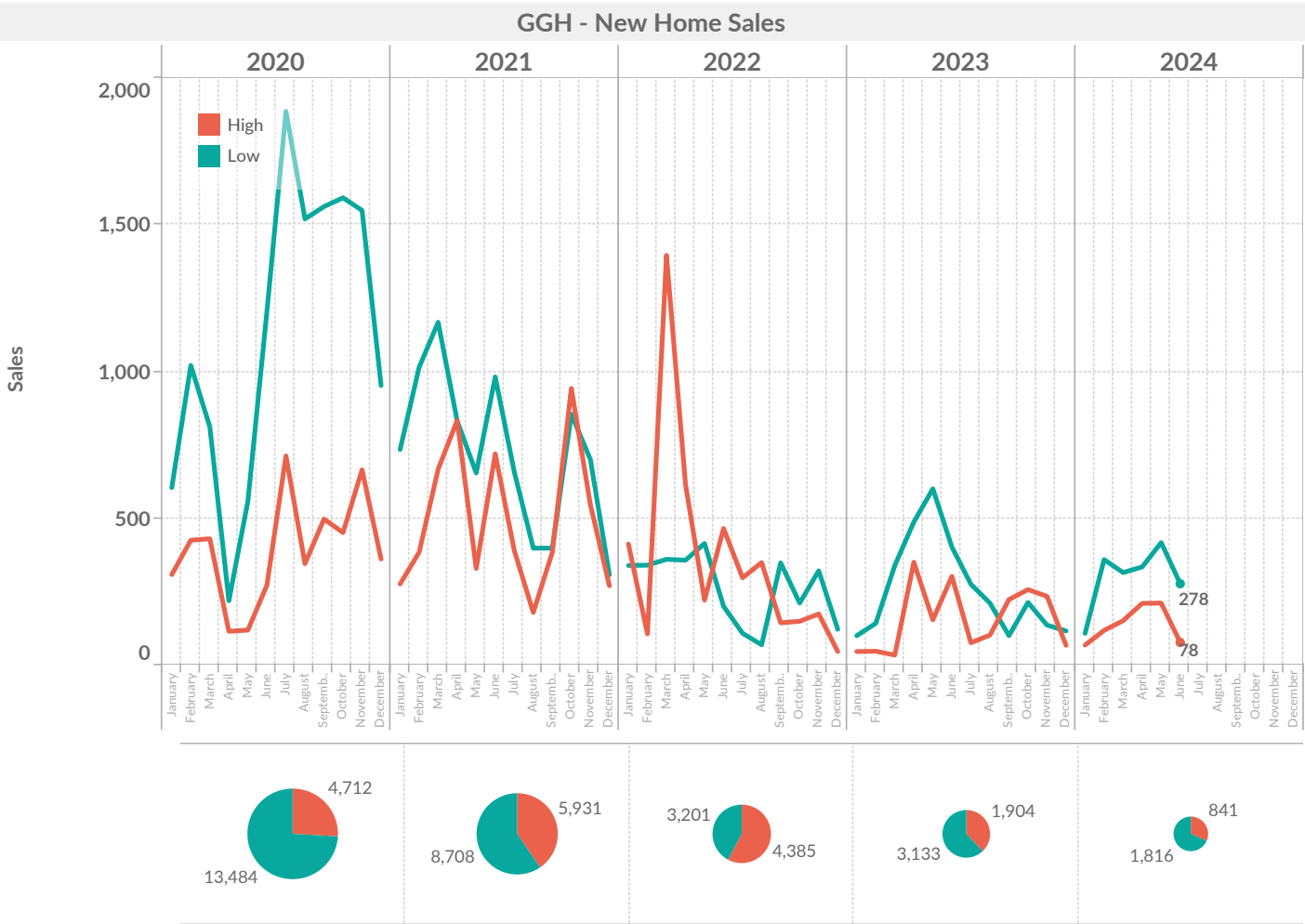
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

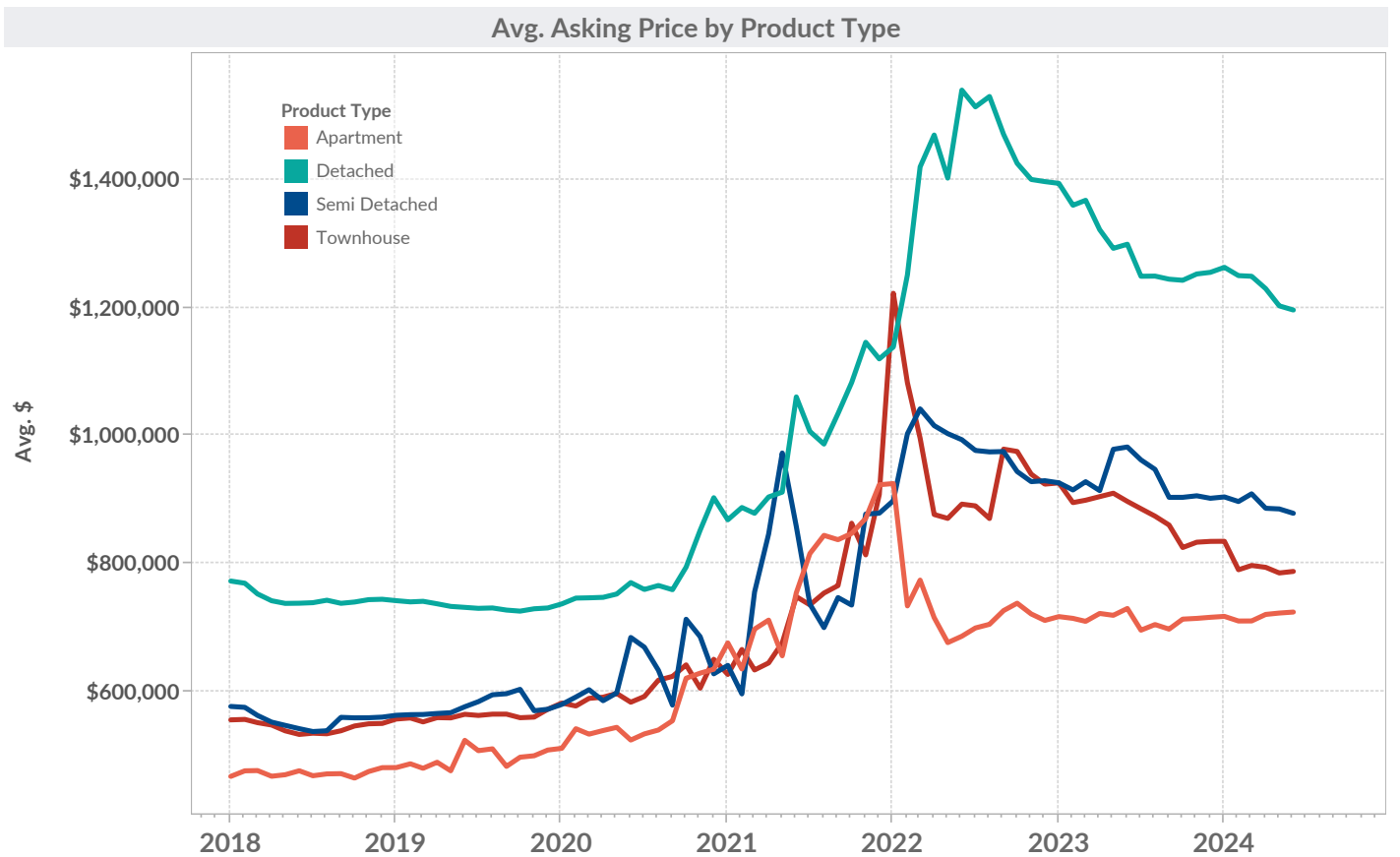
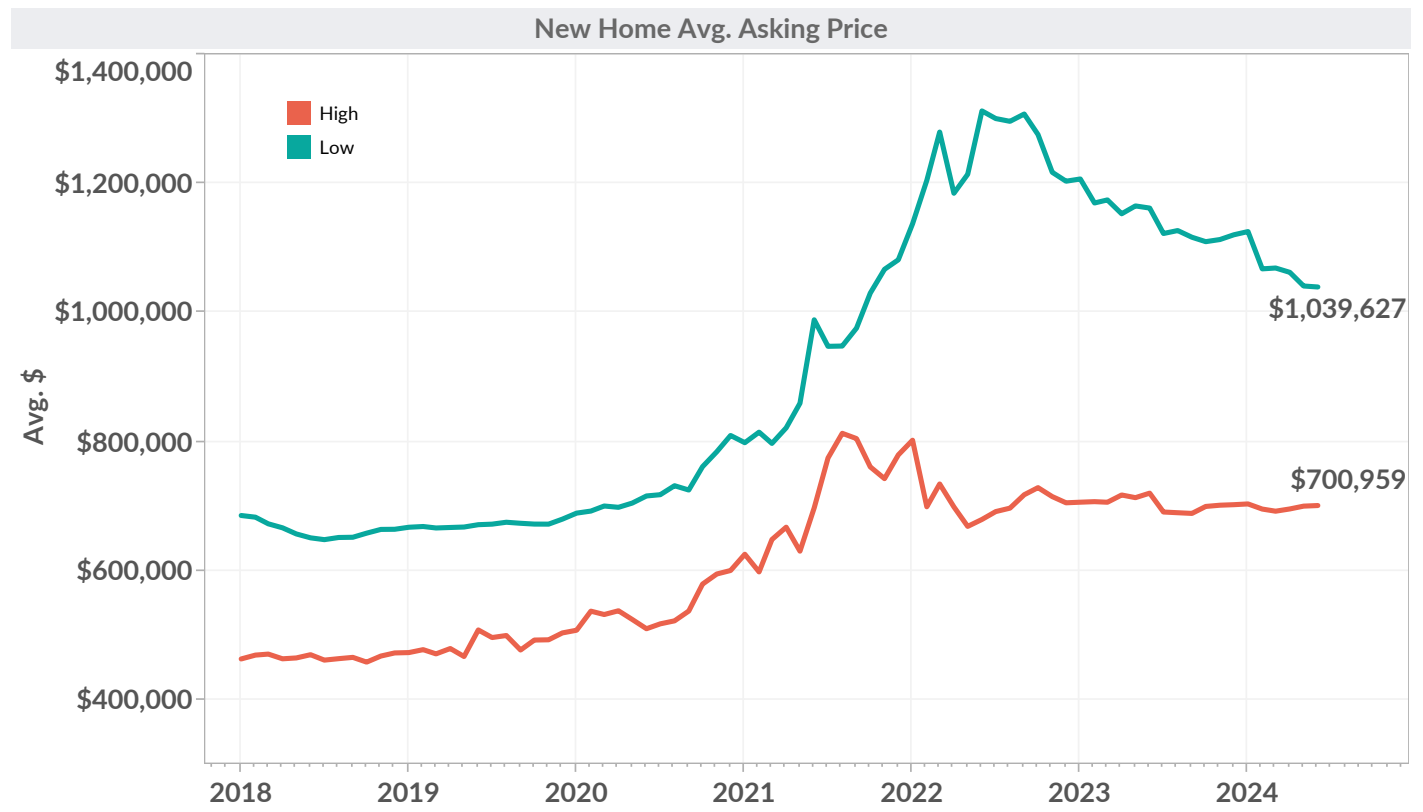
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

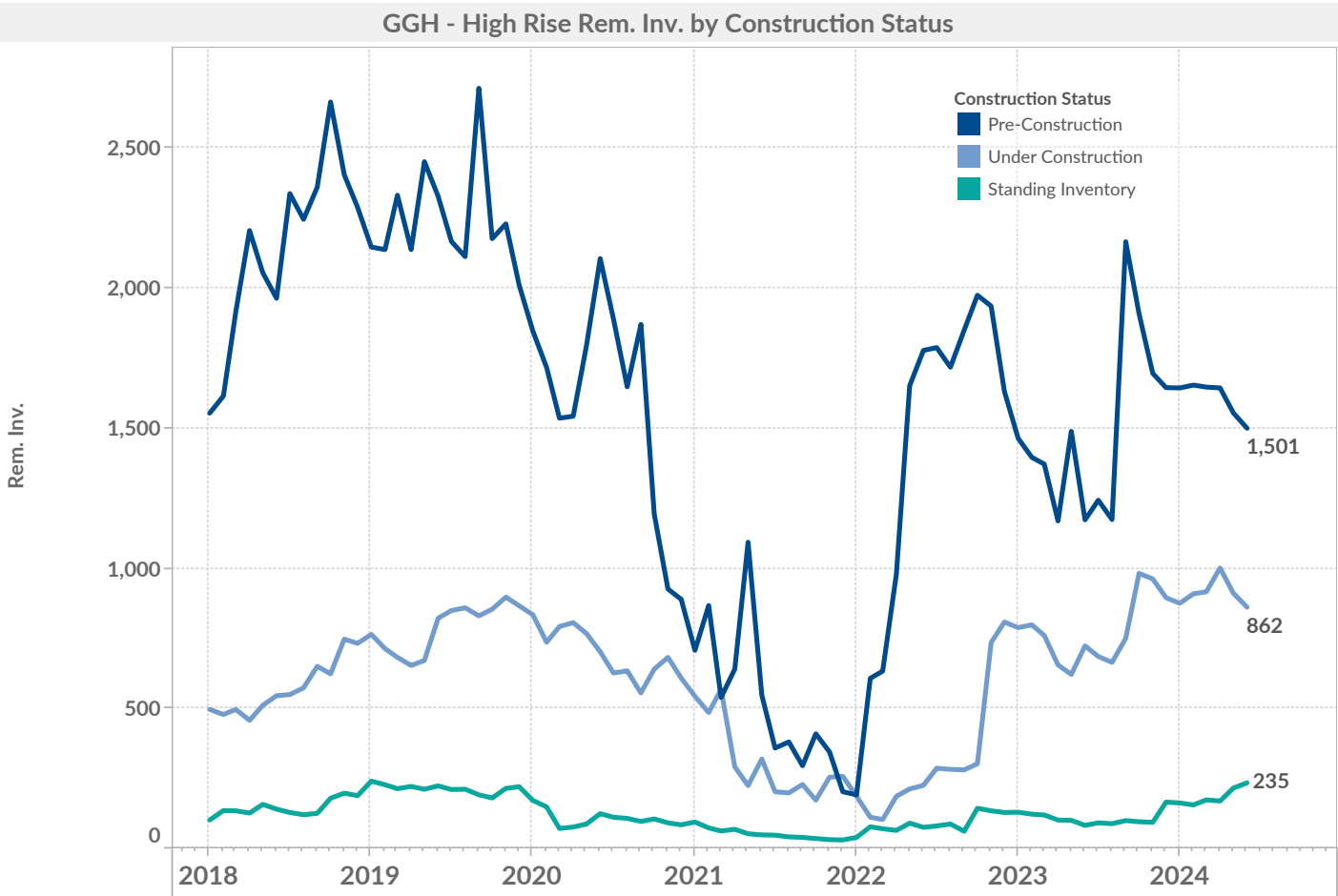
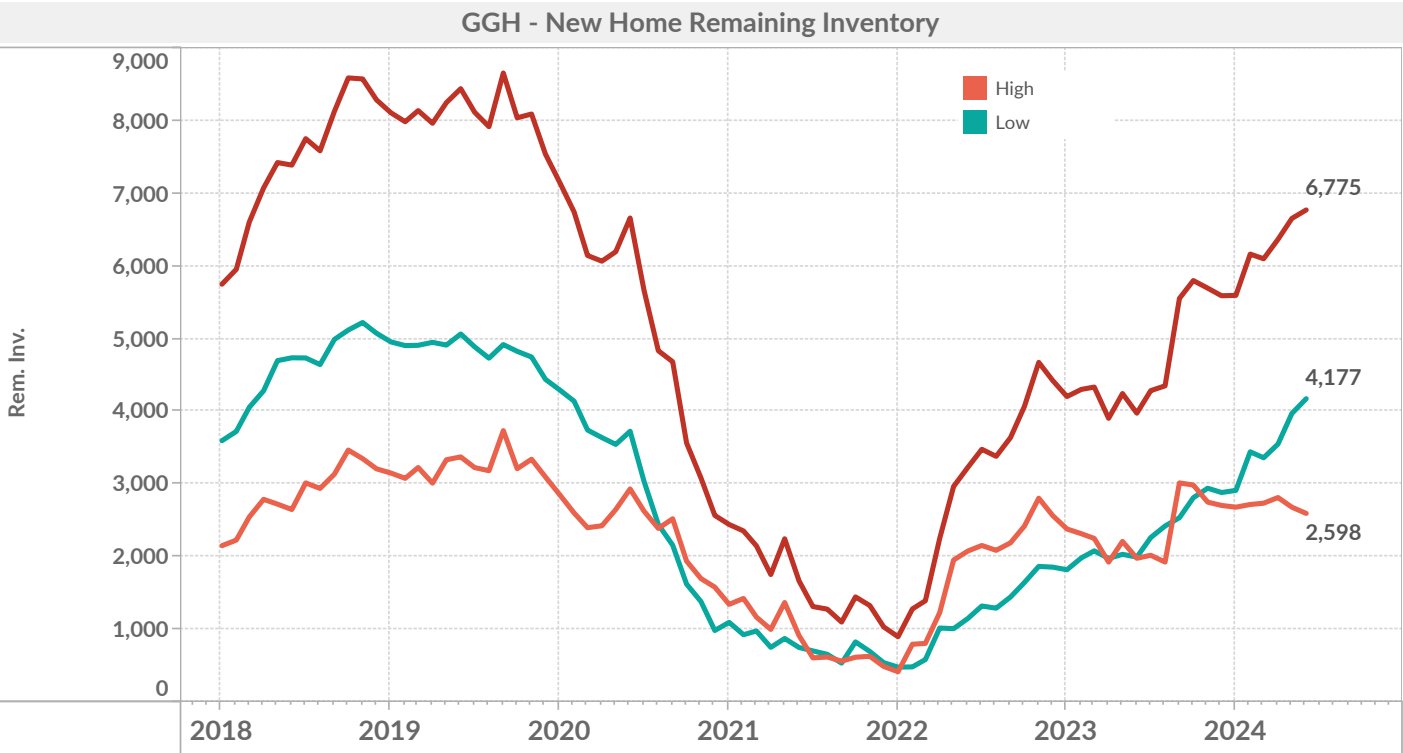
Sales & Remaining Inventory



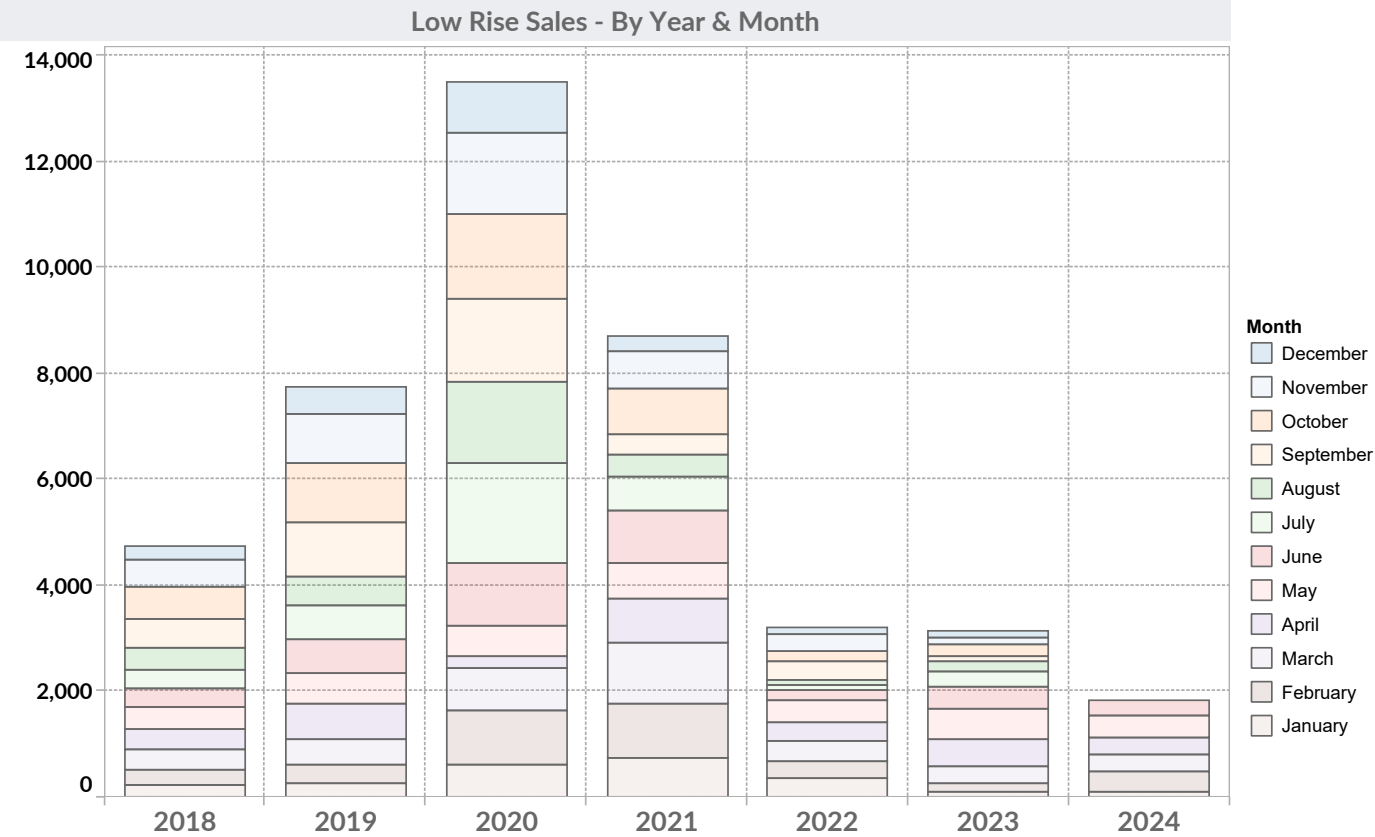
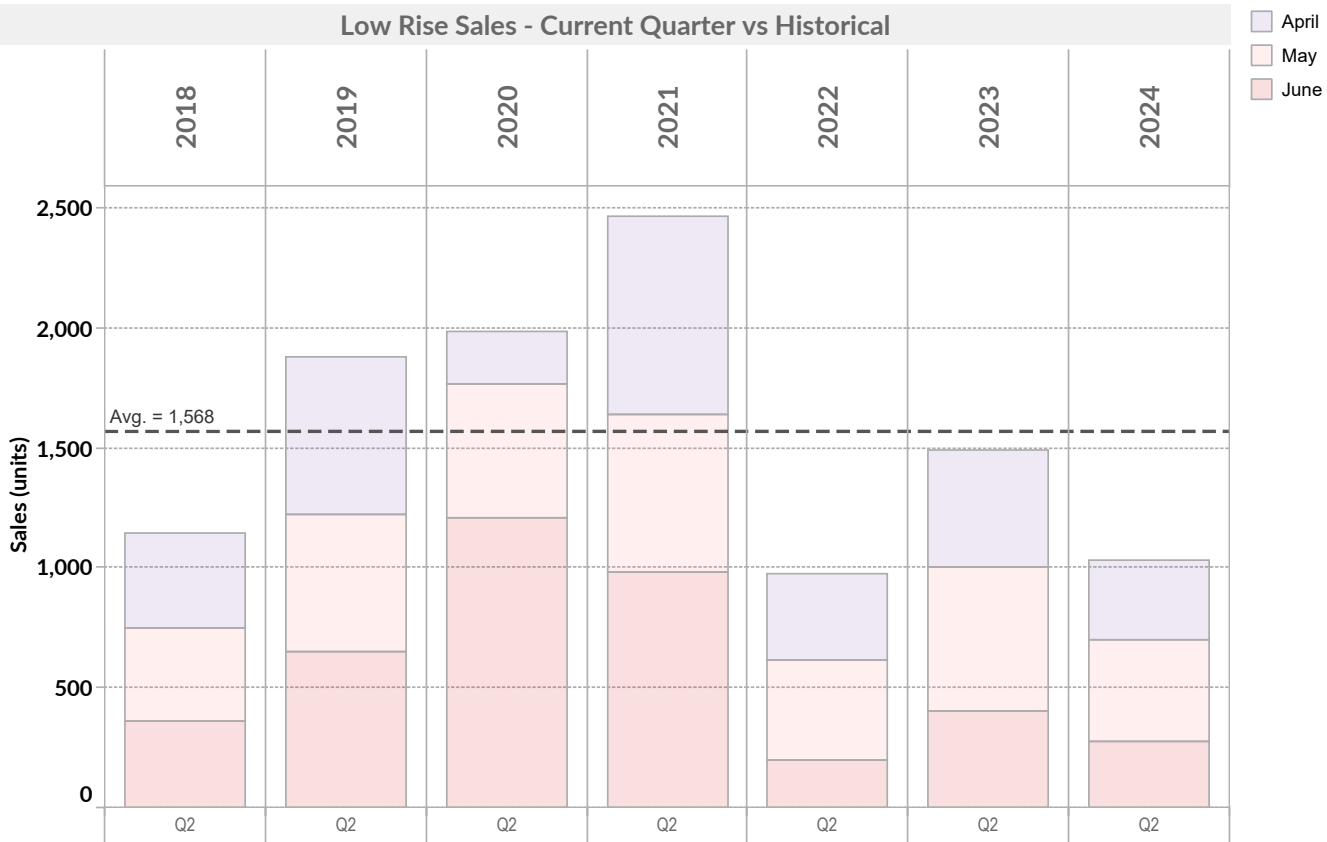
Pricing



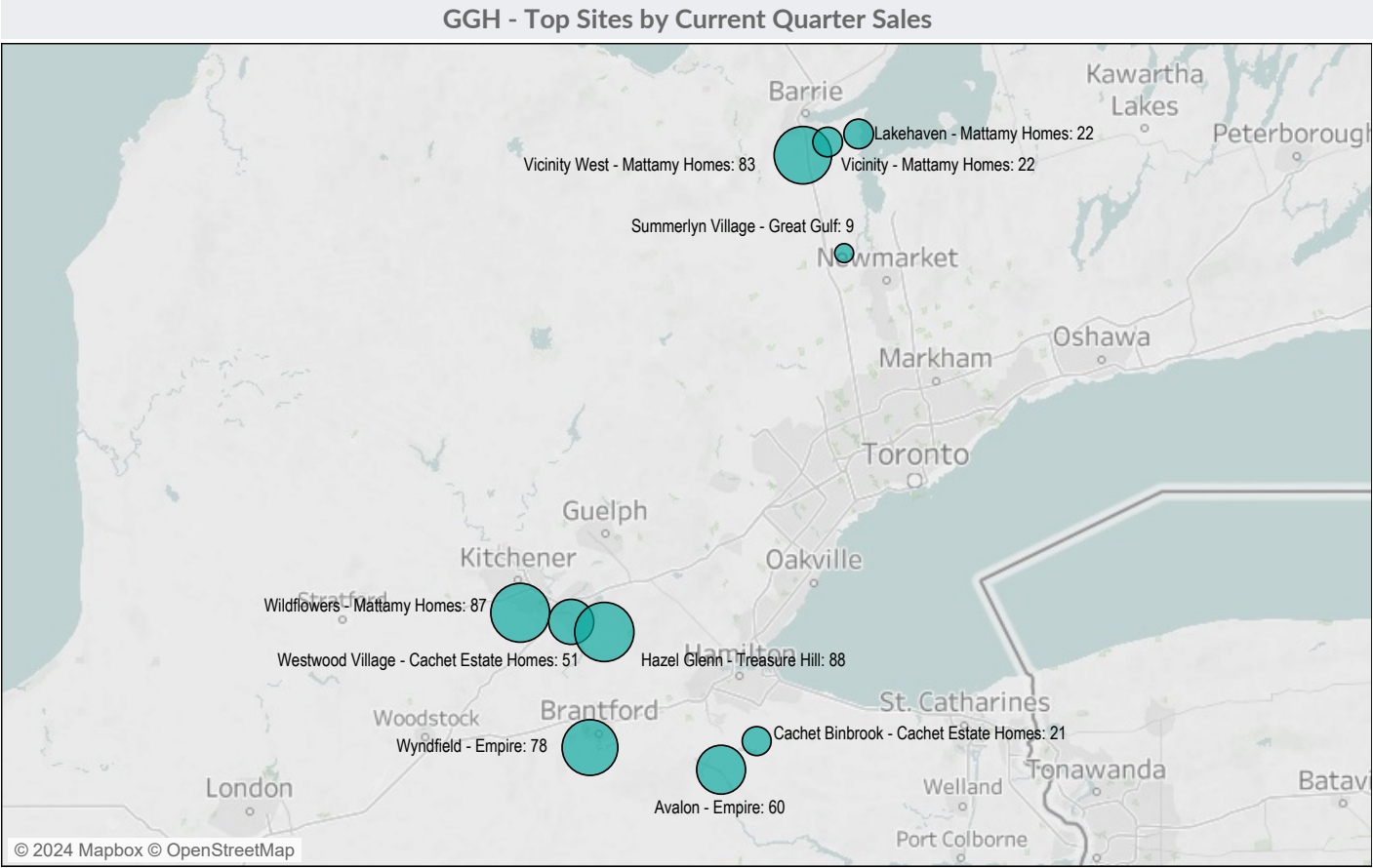
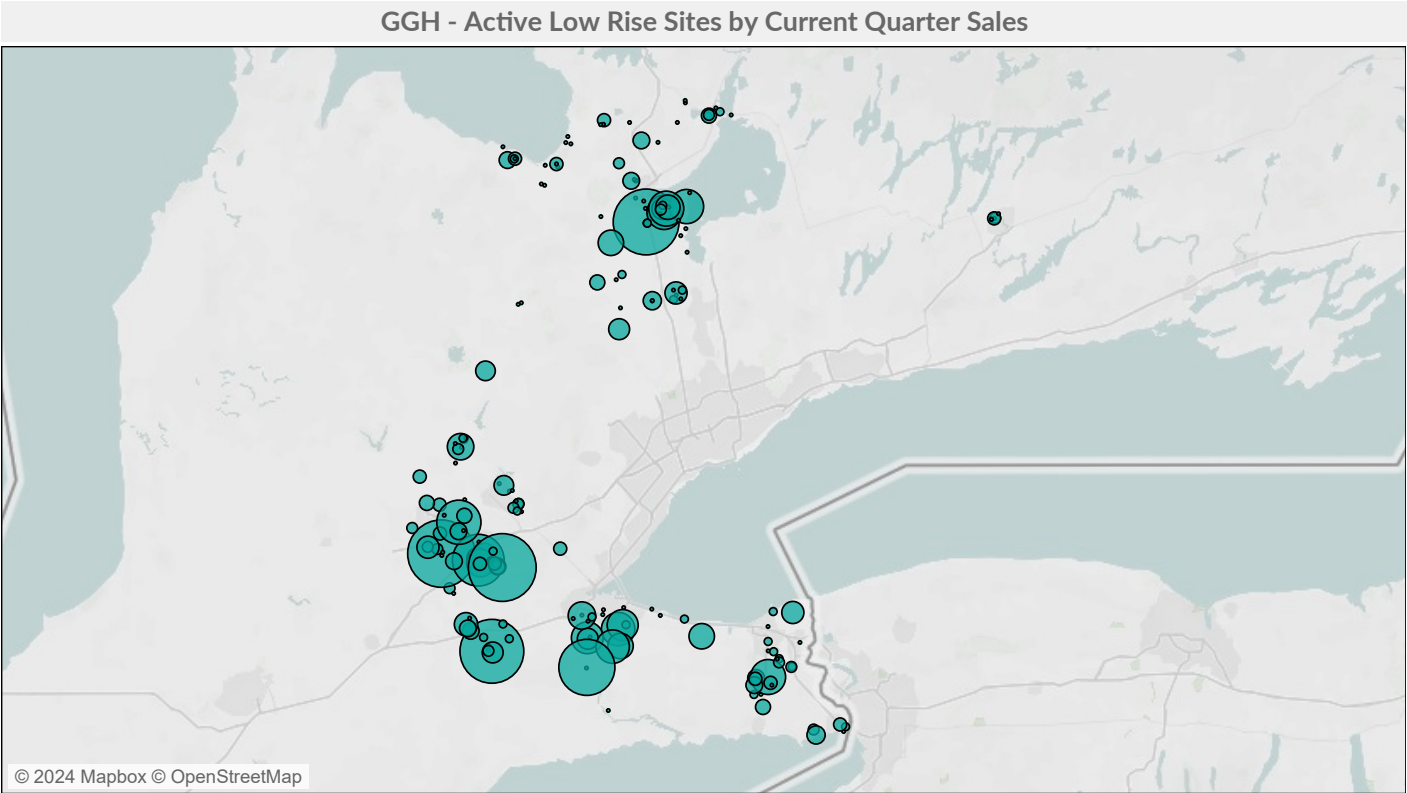
Remaining Inventory



Historical Sales Comparison



Current Sites

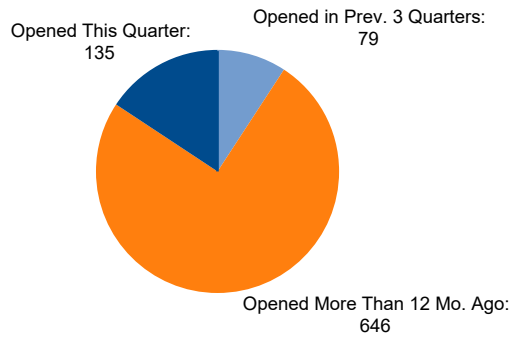


Sales Breakdown

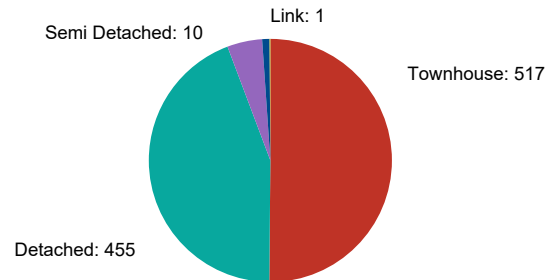


Current Quarter Low Rise Sales Breakdown

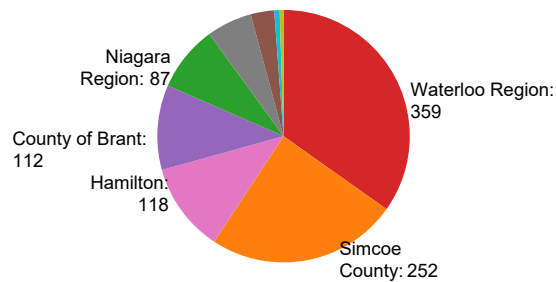
Sales by Opening Date



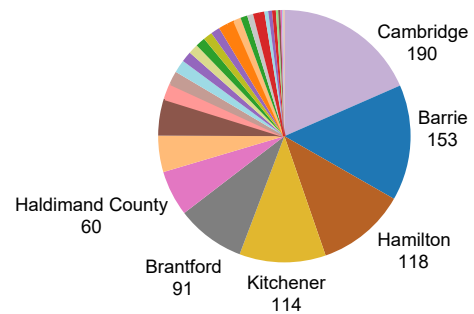
Sales by Product Type



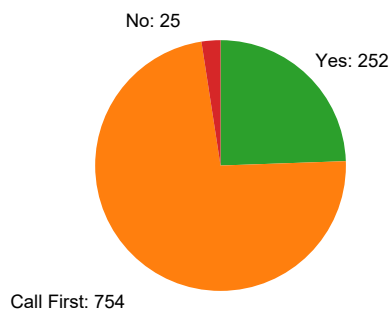
Sales by Region



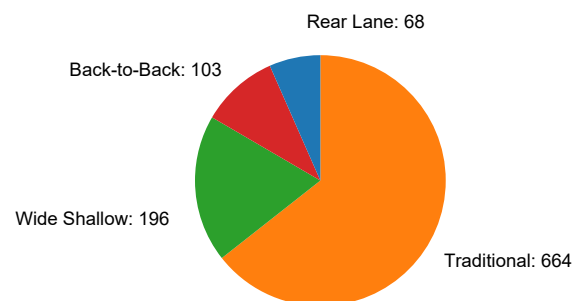
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



New Openings

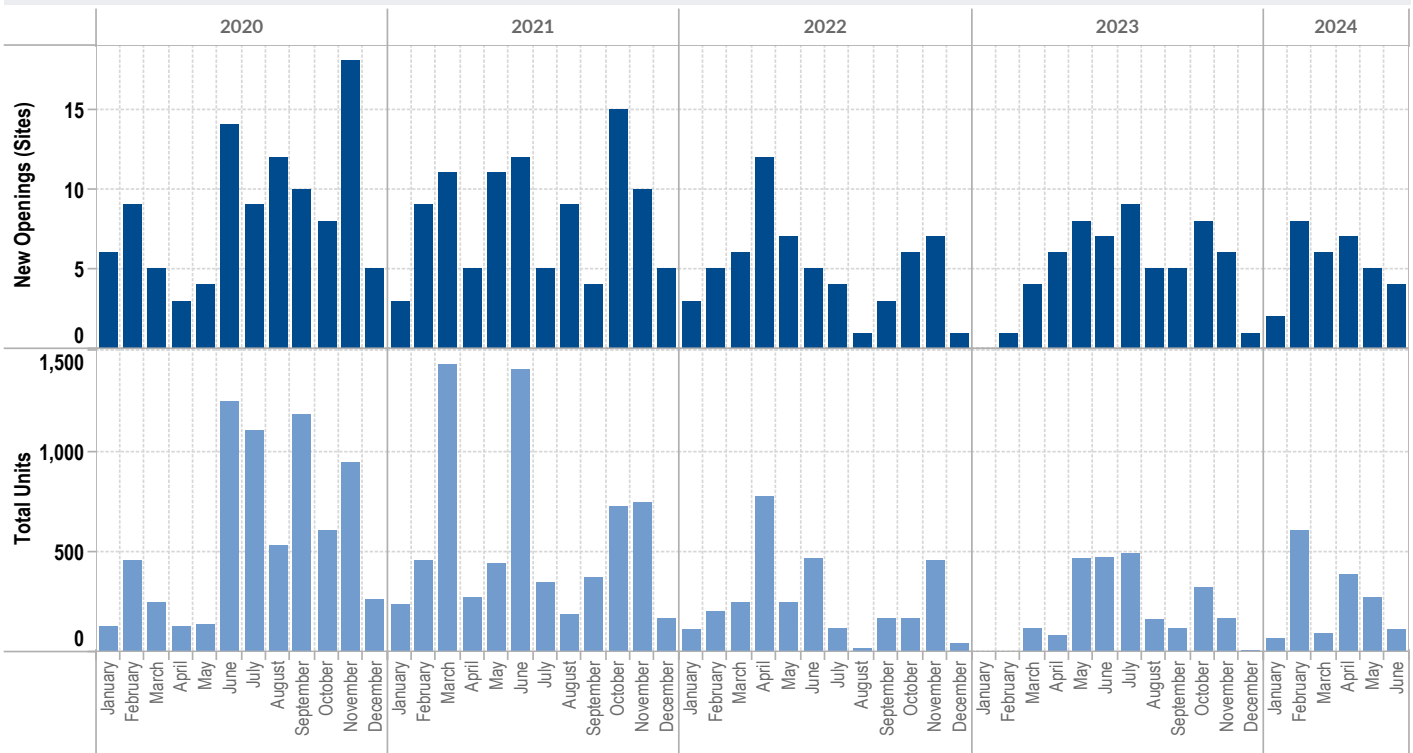


Q2 2024 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv	Avg. \$/SF	No. of Units
Trussler West - Fusion Homes	Freehold	Kitchener	2024-04-01	0	3	\$555	3
Wildflowers - Mattamy Homes	Freehold	Kitchener	2024-04-06	33	186	\$495	273
Harvest Oak - Mountainview Building Group	Freehold	Welland	2024-04-20	1	22	\$437	27
Westwood Village - Kenmore Homes	Freehold	Cambridge	2024-04-25	1	9	\$530	11
Hive - Homes by John Bruce Robinson	Freehold	Hamilton	2024-04-27	0	6	\$434	12
South River - Gemini Homes	Freehold	Centre Wellington	2024-04-27	0	8	\$512	8
Westwood Village - Ridgeview Homes	Freehold	Cambridge	2024-04-27	2	51	\$584	55
Vicinity - Mattamy Homes	Freehold	Barrie	2024-05-11	3	143	\$440	153
Wyndfield - Empire	Condominium	Brantford	2024-05-11	2	33	\$402	40
Moffat Creek - Terra View Homes	Freehold	Cambridge	2024-05-22	0	25	\$646	25
Hewitt's Haven - Pratt Homes	Freehold	Barrie	2024-05-25	9	13	\$456	36
Riverbank Estates - Losani Homes	Freehold	Brant	2024-05-25	0	8	\$425	18
Lackner Ridge Townhomes - Reid's Heritage Homes and Calibrex Developments	Condominium	Kitchener	2024-06-01	5	9	\$527	14
Reverie Luxury Townhomes - Reid's Heritage Homes	Condominium	Collingwood	2024-06-01	0	31	\$770	31
Forest Park - Rinaldi Homes	Freehold	Pelham	2024-06-06	3	36	\$579	39
Riverland - Empire	Freehold	Woolwich	2024-06-16	9	13	\$450	22
Grand Total				68	596	\$504	767

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	2024												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Mattamy Homes	27	77	57	83	71	62							377	23.0%		23.0%	
Empire	10	82	29	55	87	62							325	19.9%		42.9%	
Cachet Estate Homes	2	2	29	17	15	9							74	4.5%		47.4%	
Great Gulf	11	15	21	7	10	0							64	3.9%		51.3%	
LIV Communities	8	18	19	11	2	1							59	3.6%		54.9%	
Activa	1	24	3	12	5	2							47	2.9%		57.8%	
Losani Homes	0	1	0	23	19	1							44	2.7%		60.5%	
Ridgeview Homes	0	14	15	10	3	2							44	2.7%		63.2%	
Honeyfield Communities	2	14	12	6	1	2							37	2.3%		65.4%	
Grandview Homes	0	16	10	2	3	0							31	1.9%		67.3%	
	109	360	316	335	418	278							1,816				

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

Builder	2023						2024						Total	Market Share %		Cum. Mkt. Share %	
	July	August	September	October	November	December	January	February	March	April	May	June					
Mattamy Homes	18	42	21	28	19	15	27	77	57	83	71	62	520	19.4%		19.4%	
Empire	7	2	4	32	10	12	10	82	29	55	87	62	392	14.6%		34.0%	
Losani Homes	52	34	0	0	0	14	0	1	0	23	19	1	144	5.4%		39.4%	
Cachet Estate Homes	12	23	5	24	2	2	2	2	29	17	15	9	142	5.3%		44.7%	
Mountairview Building Group	54	14	4	19	7	6	6	2	3	6	3	2	126	4.7%		49.4%	
Great Gulf	7	23	10	5	7	0	11	15	21	7	10	0	116	4.3%		53.8%	
LIV Communities	3	4	1	13	9	5	8	18	19	11	2	1	94	3.5%		57.3%	
Activa	14	8	11	4	3	2	1	24	3	12	5	2	89	3.3%		60.6%	
Honeyfield Communities	0	0	0	1	13	0	2	14	12	6	1	2	51	1.9%		62.5%	
Multi-Area Developments Inc.	13	0	2	3	8	0	0	0	0	9	9	3	47	1.8%		64.2%	
	276	212	101	214	137	117	109	360	316	335	418	278	2,873				

Top Sites



GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2024 Q2
Hazel Glenn - Treasure Hill	Cambridge	Townhouse	18	77
			19	11
			Total	88
Wildflowers - Mattamy Homes	Kitchener	Detached	30	20
			36	23
		Townhouse	21	44
			Total	87
Vicinity West - Mattamy Homes	Barrie	Detached	30	17
			36	11
		Townhouse	21	41
			23	14
		Total		83
Wyndfield - Empire	Brantford	Detached	27	18
			34	21
			42	4
		Townhouse	16	7
			18	28
		Total		78
Avalon - Empire	Haldimand County	Detached	27	3
			33	5
			38	3
		Quadraplex	26	48
		Townhouse	20	1
		Total		60
Westwood Village - Cachet Estate Homes	Cambridge	Detached	30	4
			36	2
		Townhouse	20	45
			Total	51
Riverland - Empire	Woolwich	Detached	27	9
			34	12
			38	9
			42	1
		Townhouse	20	6
			Total	37
Hewitt's Haven - Pratt Homes	Barrie	Detached	30	1
			34	7
		Townhouse	14	9
			21	6
		Total		23
Legacy - Empire	Thorold	Detached	33	5
			38	1
		Townhouse	16	7
			20	10
		Total		23

Municipal Comparison



Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2023 Q2					2024 Q2				
		Detached	Link	Quadraplex	Semi Detach..	Townhouse	Detached	Link	Quadraplex	Semi Detach..	Townhouse
County of Brant	Brant	28				3	10				11
	Brantford	47			13	81	45			0	46
	Total	75			13	84	55			0	57
Dufferin County	Grand Valley	4				1	6				1
	Melancthon										
	Orangeville										
	Shelburne	0				0	0				0
	Total	4				1	6				1
Haldimand County	Haldimand County	14		11		100	11		48		1
	Total	14		11		100	11		48		1
Hamilton	Hamilton	124			13	76	63			2	53
	Total	124			13	76	63			2	53
Niagara Region	Fort Erie	1			0	10	7			0	5
	Grimsby					0					1
	Lincoln	0					2				10
	Niagara Falls	17				1	1			0	2
	Niagara-on-the-Lake					2					9
	Pelham	53			23	24	7				1
	St. Catharines	5				3	2				0
	Thorold	36				52	8				19
	Welland	65			44	83	7			2	4
	West Lincoln										
	Total	177			67	175	34			2	51
Peterborough County	Peterborough	7				13	5				0
	Total	7				13	5				0
Simcoe County	Barrie	17			1	28	63			3	87
	Clearview	1			0		0			0	
	Collingwood	27	7		2		4	1		1	3
	Essa	0					12				
	Innisfil	33				3	22				0
	New Tecumseth	39				5	0				13
	Orillia	3				2	7				1
	Oro-Medonte	1					5				
	Springwater	6			0	0	8			2	0
	Wasaga Beach	0			0	4	3			0	0
	West Gwillimbury	9			0	17	16			0	1
	Total	136	7		3	59	140	1		6	105
Waterloo Region	Cambridge	63				84	26				164
	Kitchener	66				20	55				59
	North Dumfries					1					2
	Waterloo	35			3	4	2				3
	Woolwich	10				9	35			0	13
	Total	174			3	118	118			0	241
Wellington County	Centre Wellington	6			0	7	10			0	7
	Guelph	19			1	5	13			0	1
	Guelph/Eramosa										
	Puslinch										
	Total	25			1	12	23			0	8
Grand Total		736	7	11	100	638	455	1	48	10	517



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