



Greater Golden Horseshoe Major Markets Low Rise Projects

New Homes Market Report
Q1 2025

GGH Overview



Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q1 2025	Q1 2024	Change
Condominium Apartment	109	390	-72.1%
Single Family	392	777	-49.5%
Total	501	1,167	-57.1%

Year to Date Sales	Jan.-Mar. 2025	Jan.-Mar. 2024	Y/Y Change
Condominium Apartment	109	390	-72.1%
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Year to Date Supply	Jan.-Mar. 2025	Jan.-Mar. 2024	Y/Y Change
Condominium Apartment	474	356	33.1%
Single Family	276	1,306	-78.9%
Total	750	1,662	-54.9%

Year to Date Completions	Jan.-Mar. 2025	Jan.-Mar. 2024	Y/Y Change
Condominium Apartment	382	1,149	-66.8%

Remaining Inventory	Mar-25	Dec-24	Mar-24	M/M Change	Y/Y Change
Condominium Apartment	3,165	3,112	2,405	1.7%	31.6%
Single Family	3,892	4,008	3,448	-2.9%	12.9%
Total	7,057	7,120	5,853	-0.9%	20.6%

Average Asking Price	Mar-25	Dec-24	Mar-24	M/M Change	Y/Y Change
Condominium Apartment	\$737,044	\$716,159	\$686,845	2.9%	7.3%
Single Family	\$1,049,270	\$1,055,839	\$1,068,669	-0.6%	-1.8%

Projects	New Openings	All Active	Under Const.	Pre-Const.
Condominium Apartment Projects	3	89	172	135
Condominium Apartment Units	474	11,282	7,851	6,528
% Sold*	5%	72%	78%	49%
Single Family Projects	7	199		
Single Family Units	149	21,589		
% Sold*	3%	82%		

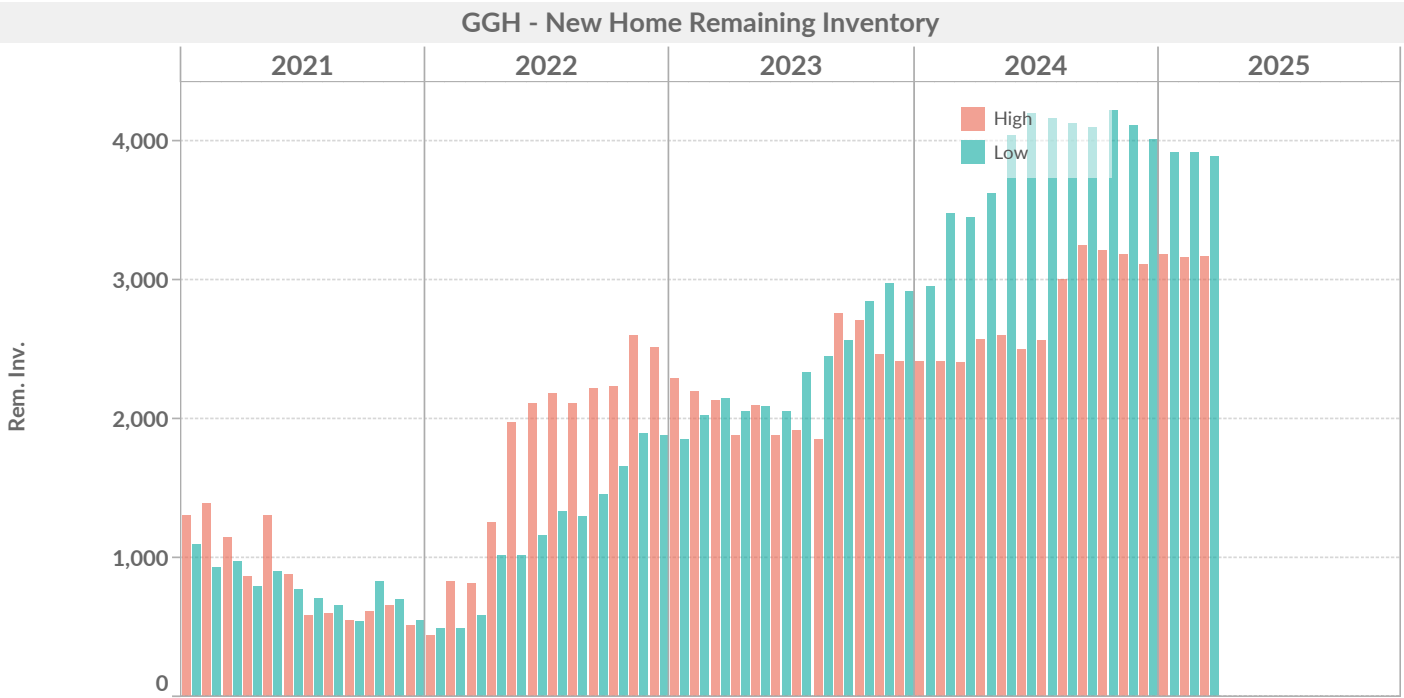
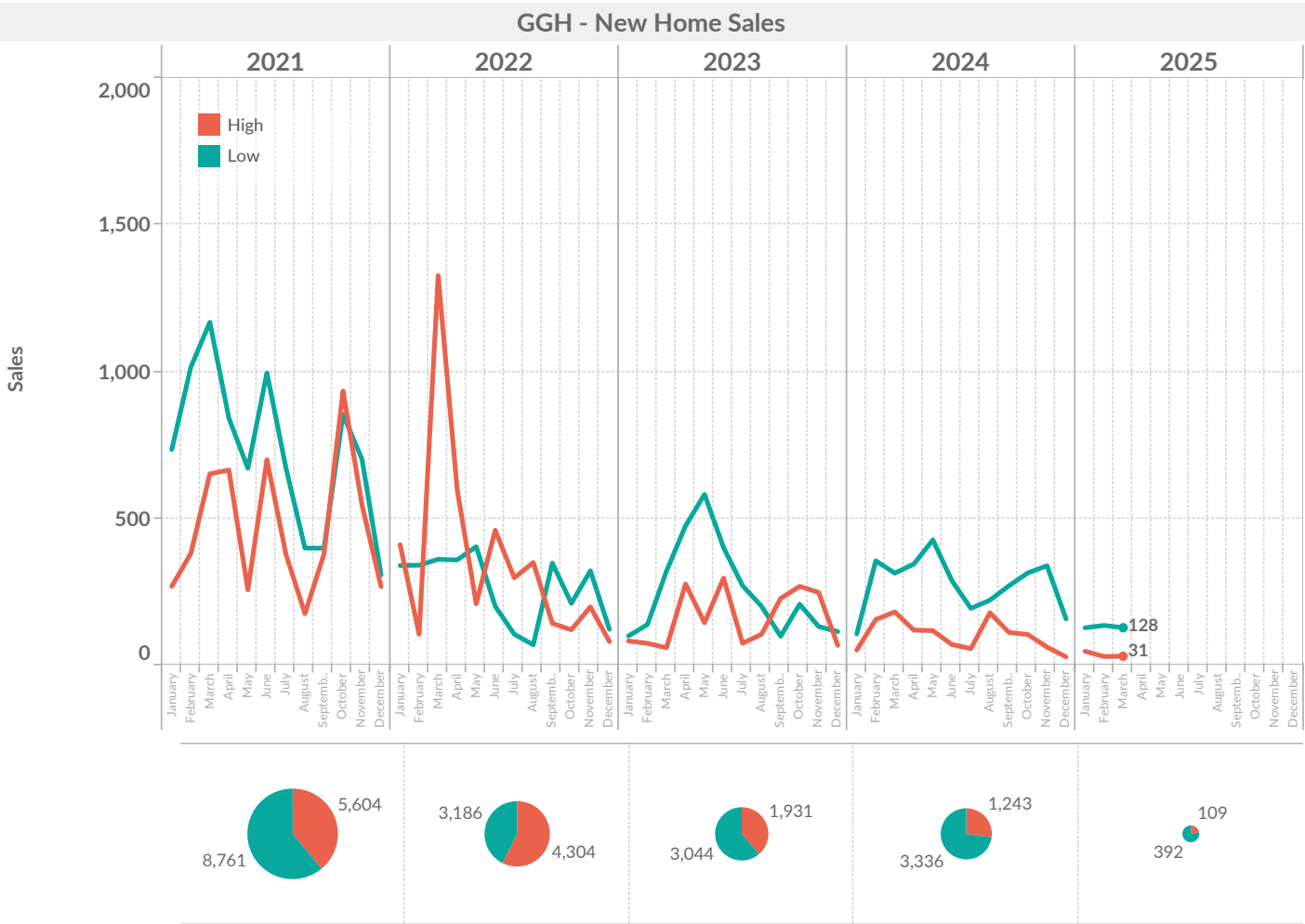
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

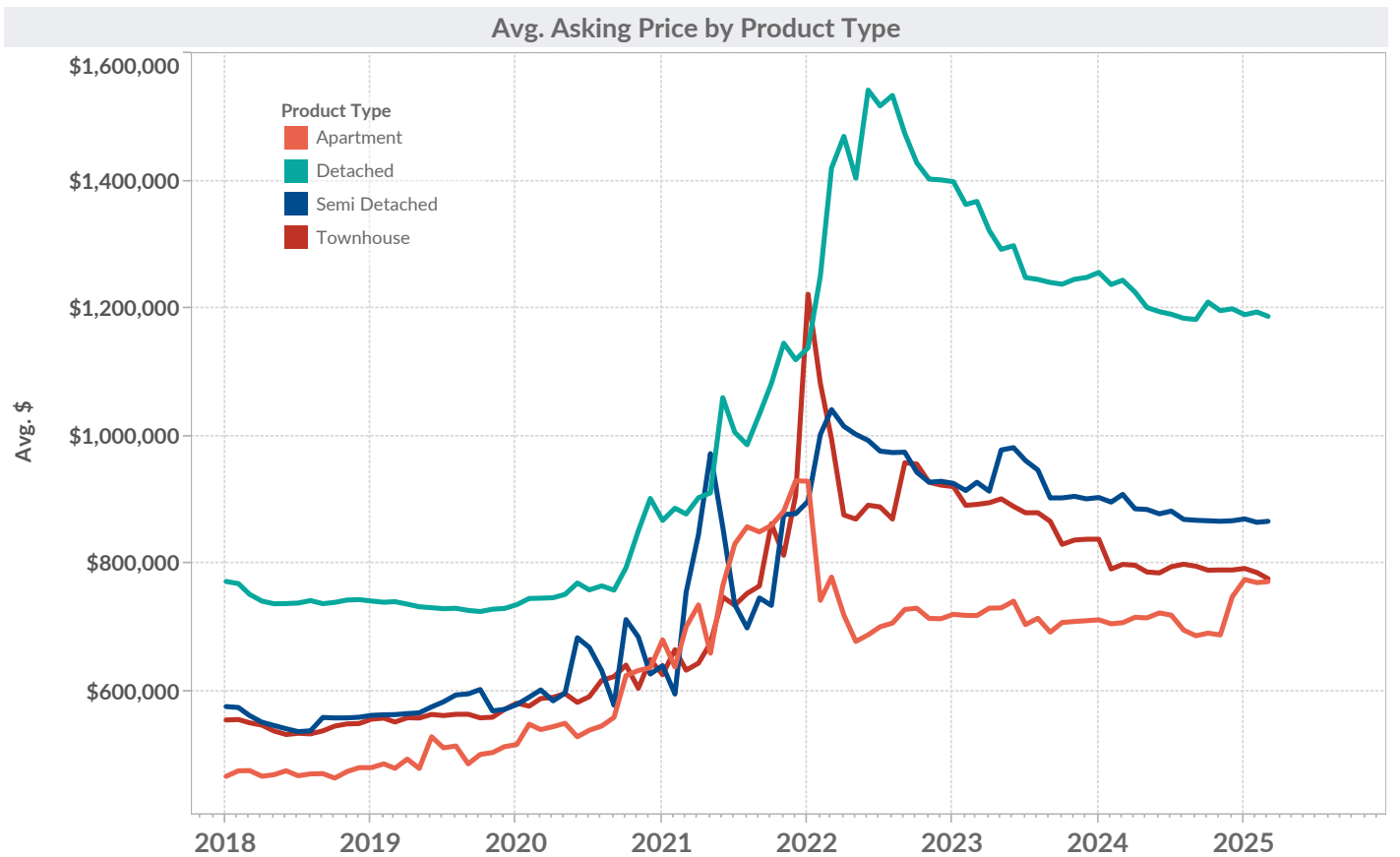
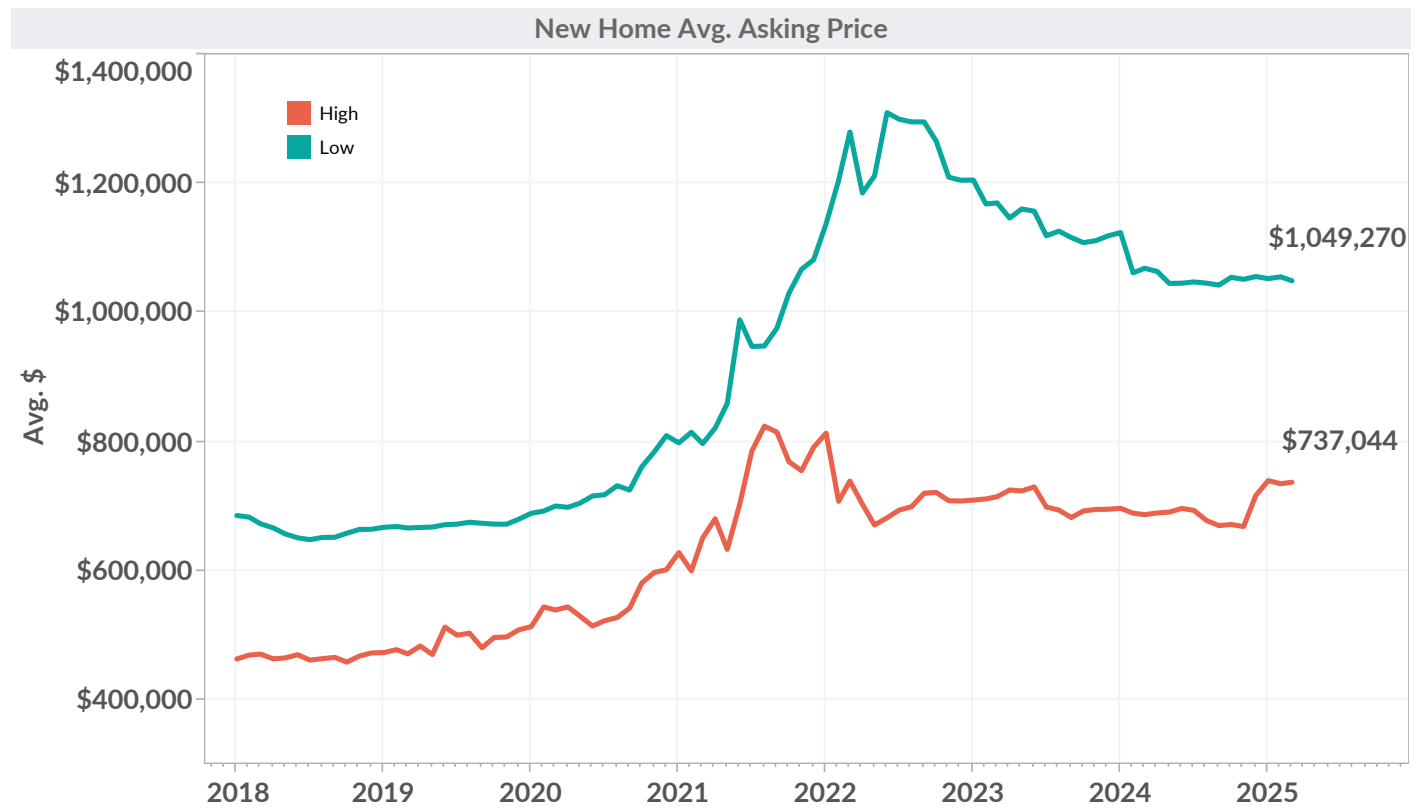
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

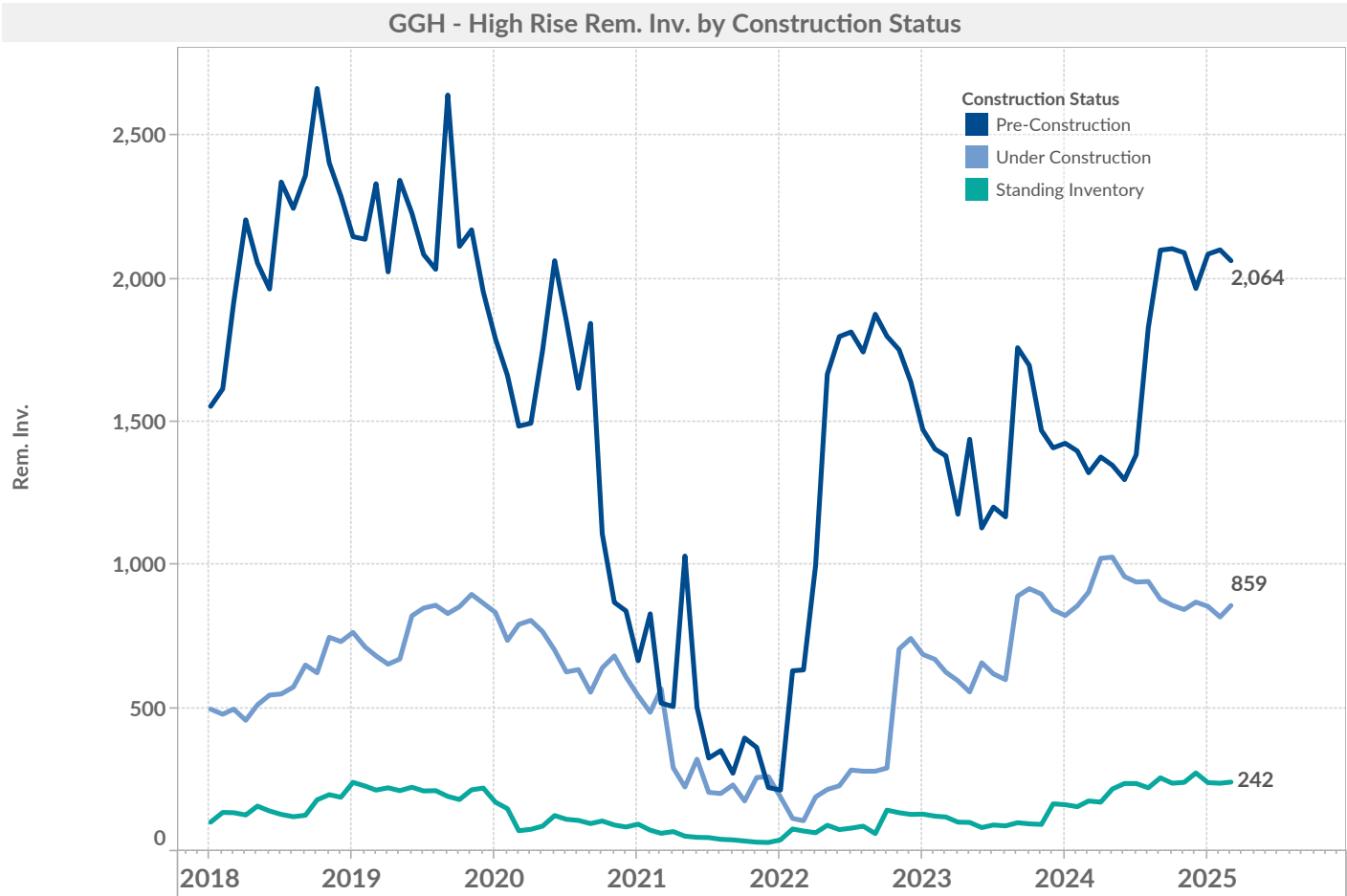
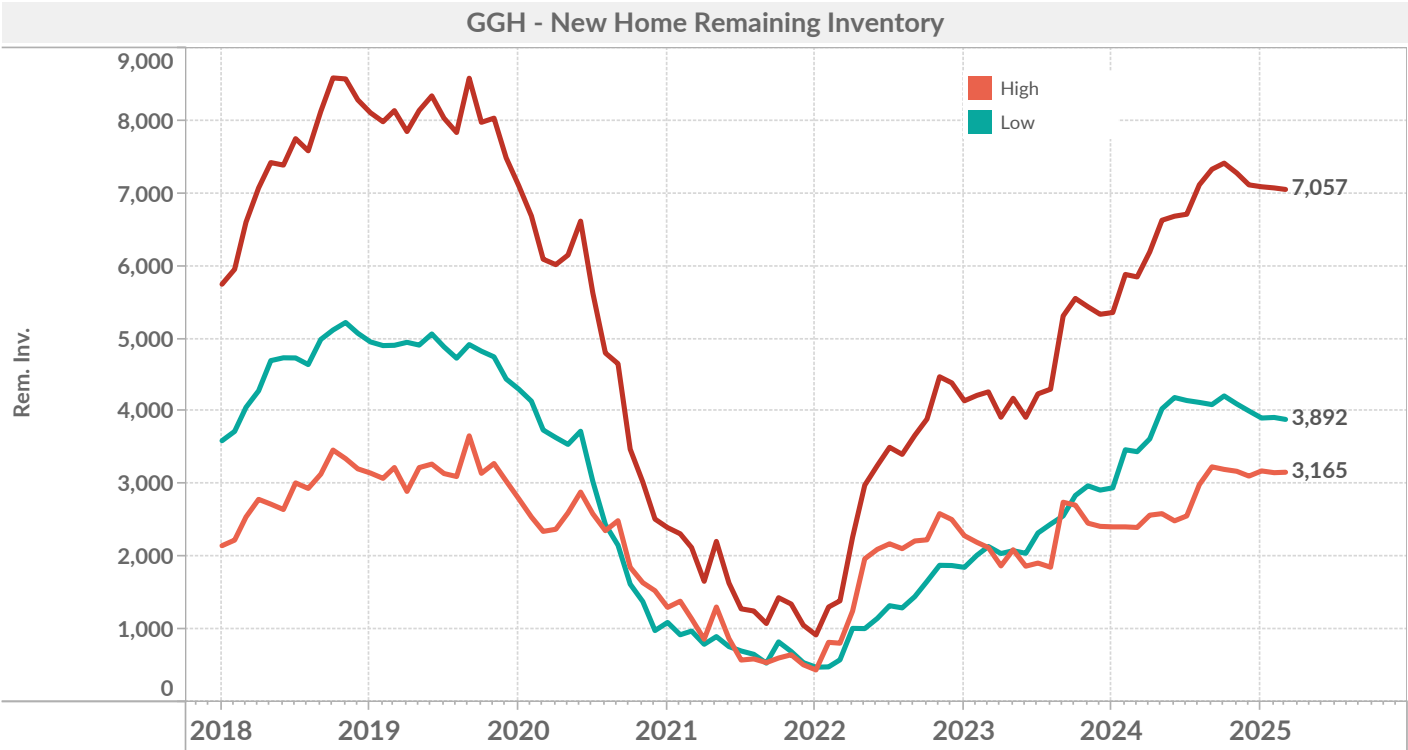
Sales & Remaining Inventory



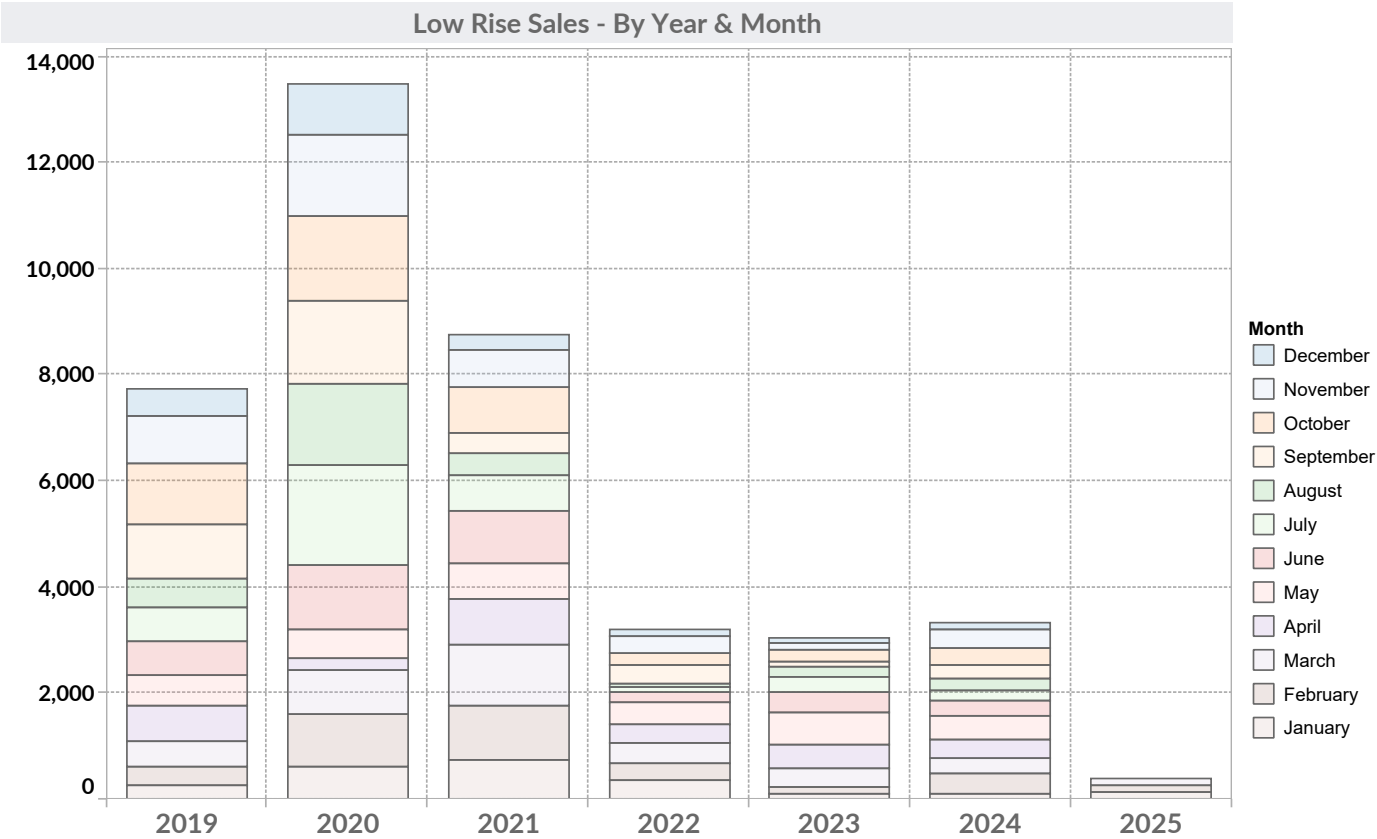
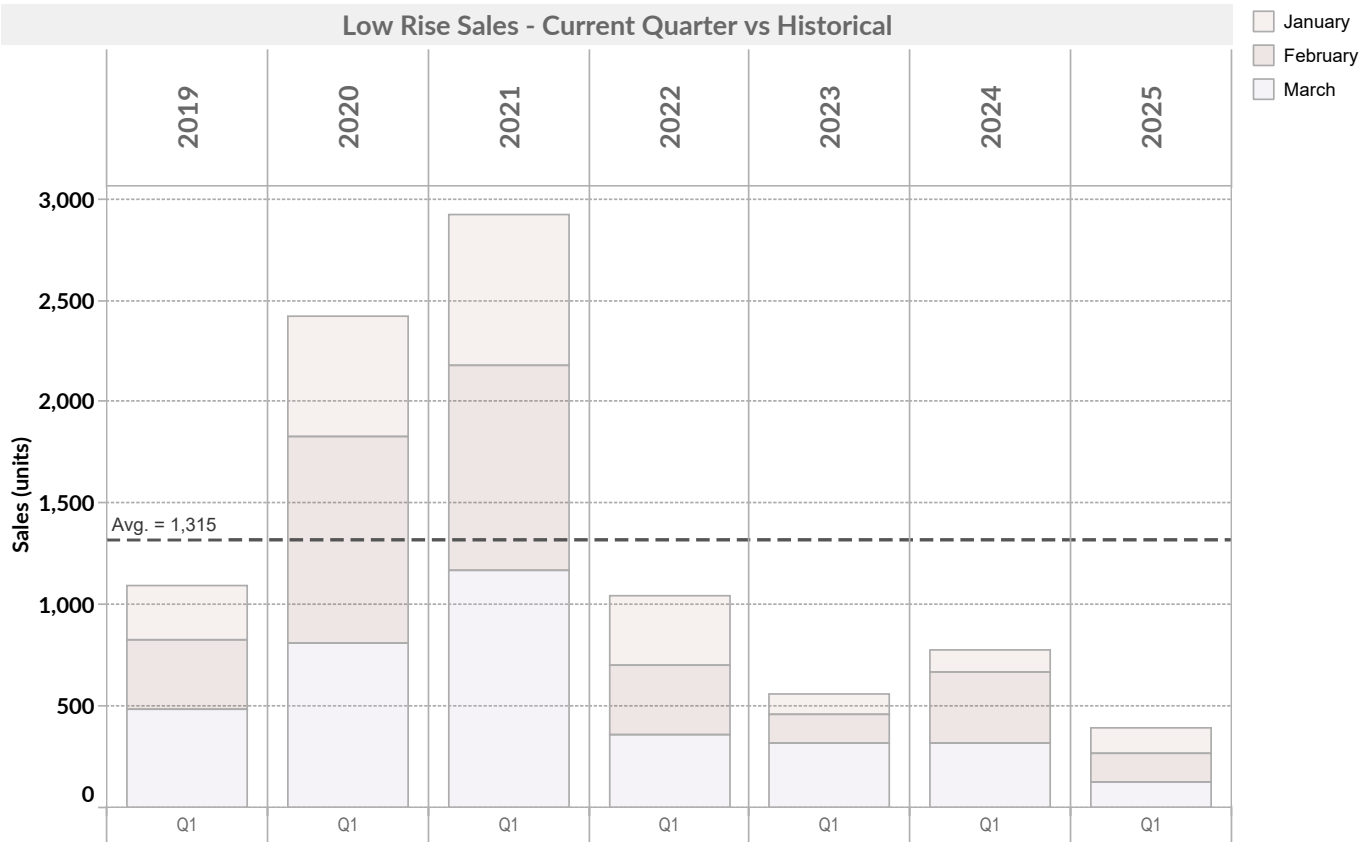
Pricing



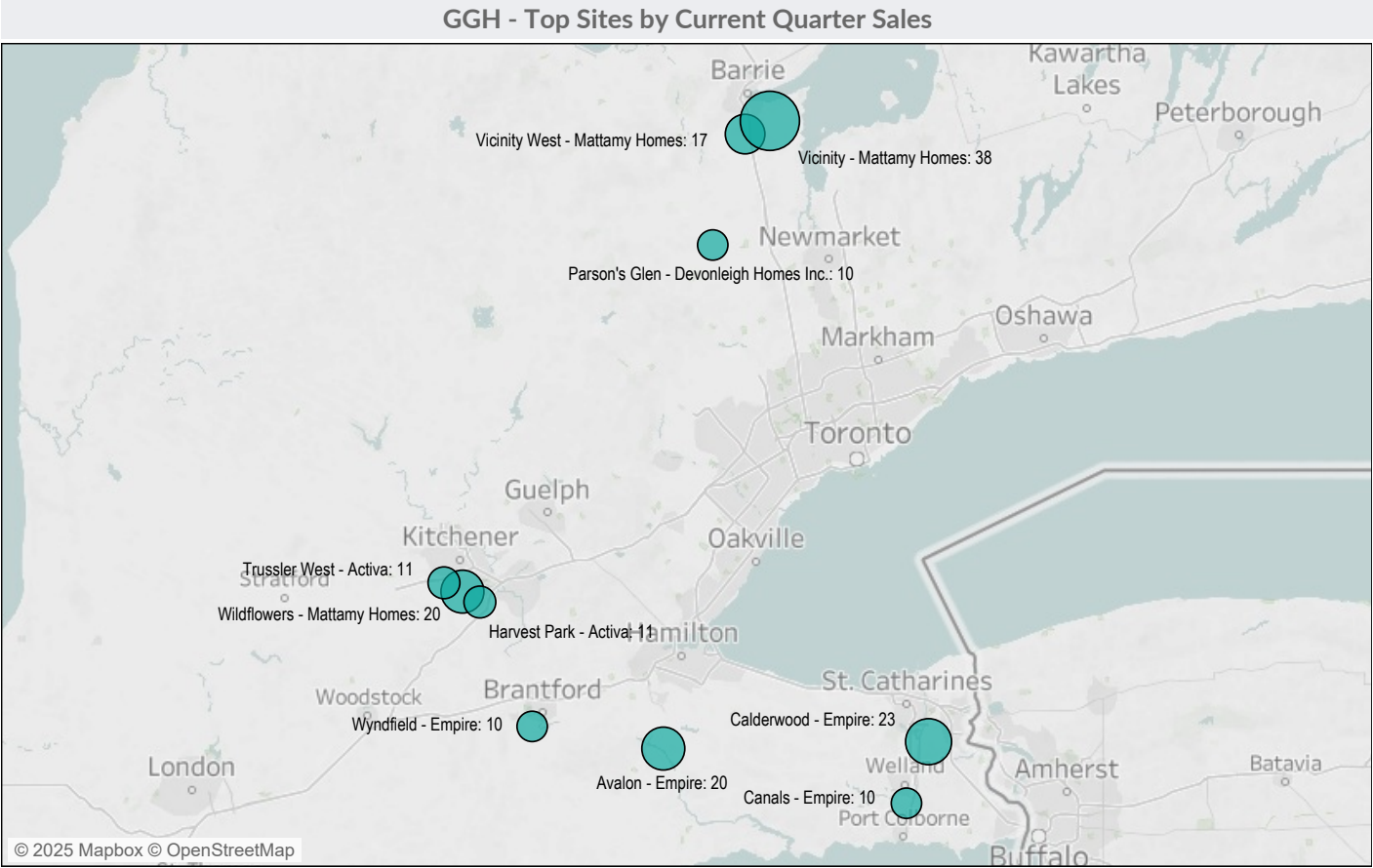
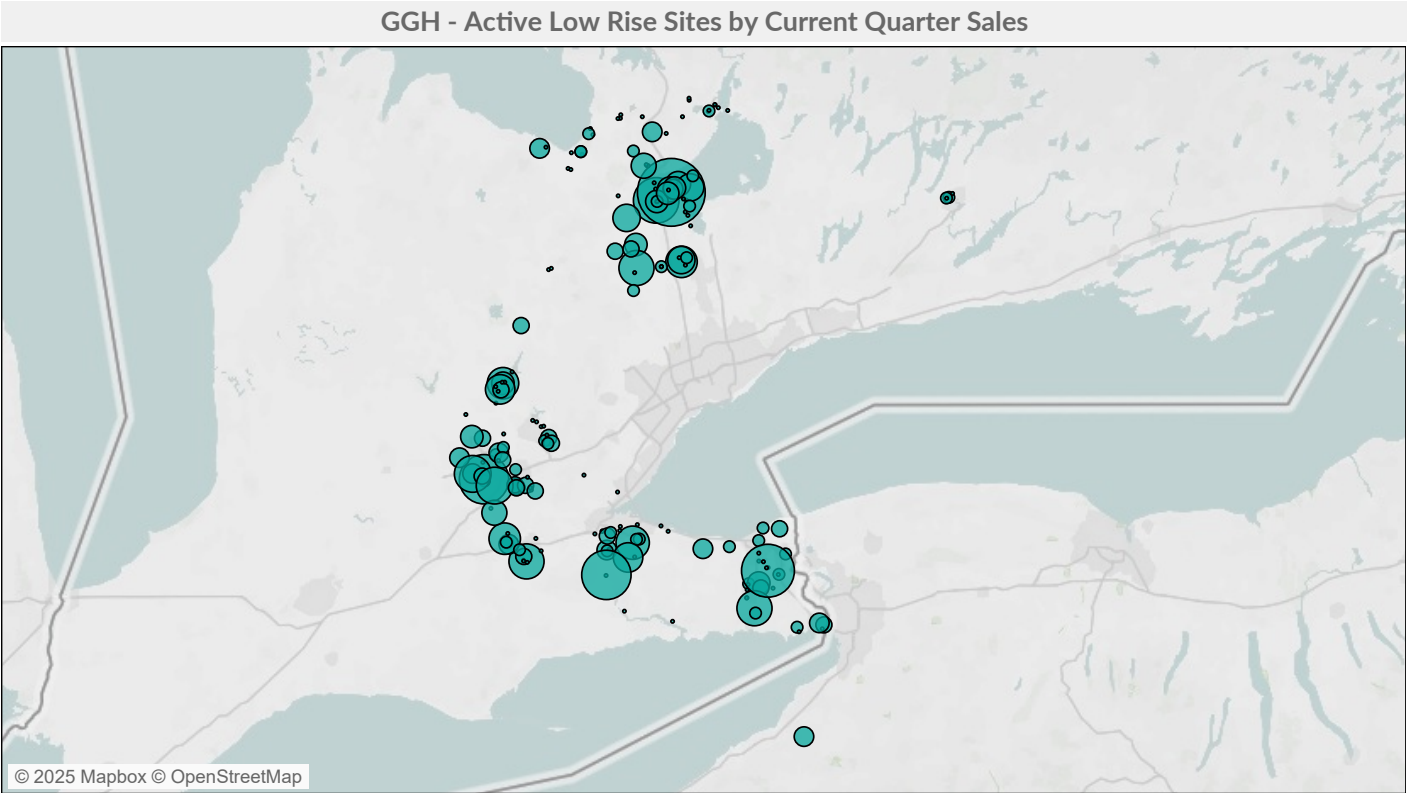
Remaining Inventory



Historical Sales Comparison



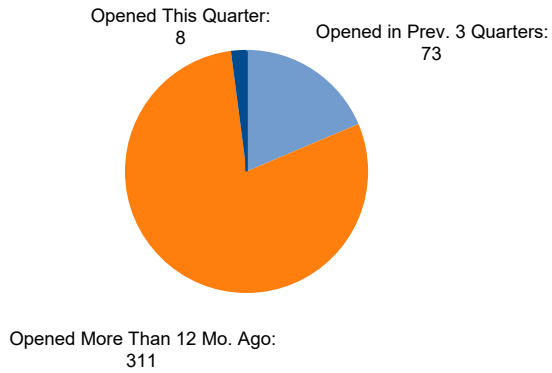
Current Sites



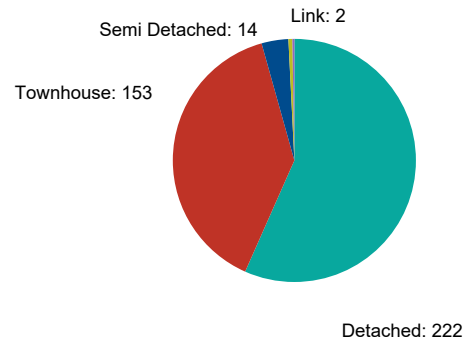
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

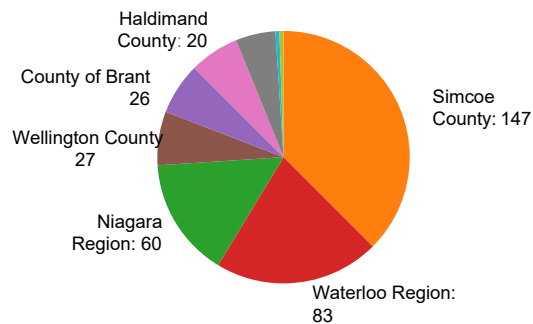
Sales by Opening Date



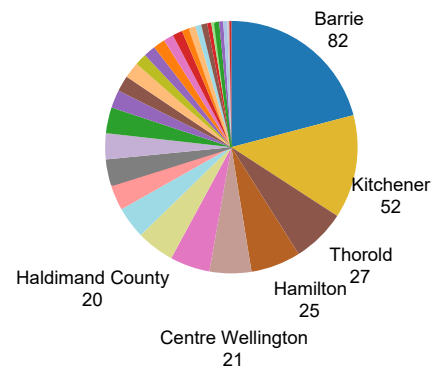
Sales by Product Type



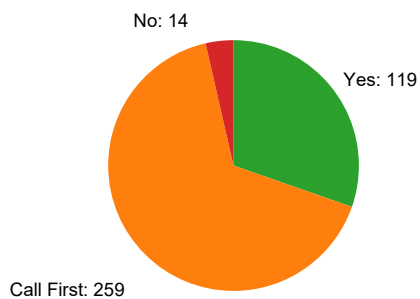
Sales by Region



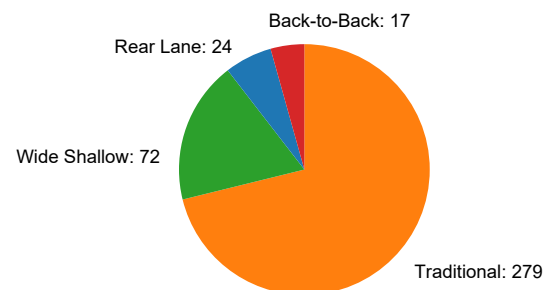
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



New Openings

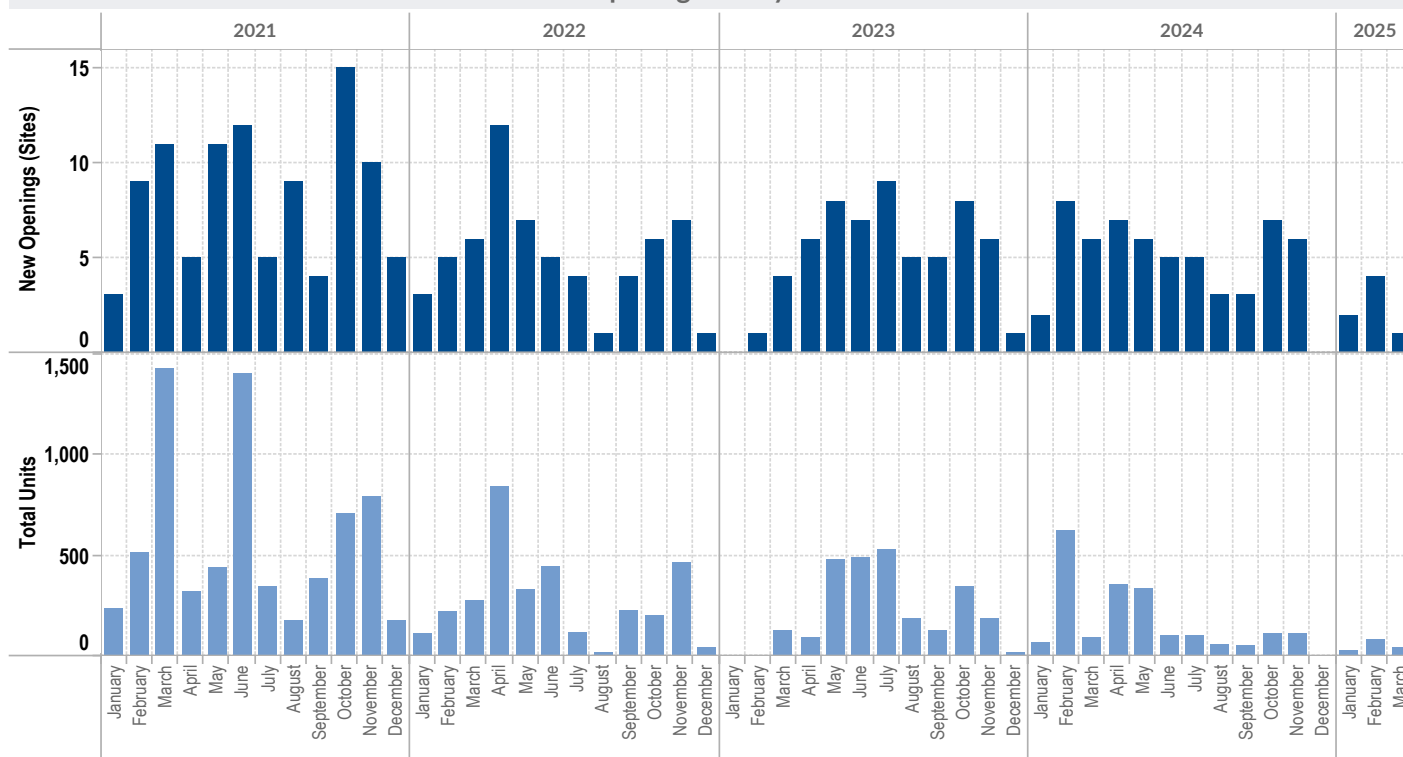


Q1 2025 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv	Avg. \$/SF	No. of Units
Mari at Williamsburg - Fusion Homes	Freehold	Kitchener	1/1/2025	0	5	\$509	5
Parson's Glen - Devonleigh Homes Inc.	Freehold	New Tecumseth	1/25/2025	2	16	\$508	20
South River - Gemini Homes	Freehold	Centre Wellington	2/10/2025	0	10	\$564	11
Meritage Landing - Mountainview Building Group	Freehold	Haldimand County	2/22/2025	0	19	\$539	19
Summersides Village - Mountainview Building Group	Freehold	Pelham	2/22/2025	0	51	\$530	51
Trussler West - Fusion Homes	Freehold	Kitchener	2/22/2025	0	2	\$320	2
Westwind Shores - Mountainview Building Group	Freehold	Fort Erie	3/1/2025	3	38	\$456	41
Grand Total				5	141	\$501	149

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	2025												Total	Market Share		Cum. Mkt. Share	
	January	February	March	April	May	June	July	August	September	October	November	December		%		%	
Mattamy Homes	20	23	38										81	20.9%		20.9%	
Empire	17	26	27										70	18.0%		38.9%	
Activa	10	9	8										27	7.0%		45.9%	
Devonleigh Homes Inc.	3	8	2										13	3.4%		49.2%	
First View Homes	6	5	2										13	3.4%		52.6%	
Losani Homes	8	4	1										13	3.4%		55.9%	
Brookfield Residential	4	4	3										11	2.8%		58.8%	
Cachet Estate Homes	7	1	3										11	2.8%		61.6%	
Great Gulf	5	3	3										11	2.8%		64.4%	
Multi-Area Developments Inc.	4	2	3										9	2.3%		66.8%	
	128	136	128										392				

Top Sites



GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2025 Q1
Vicinity - Mattamy Homes	Barrie	Detached	30	1
			36	5
		Townhouse	20	8
			22	24
		Total		38
Calderwood - Empire	Thorold	Detached	27	2
			34	18
		Townhouse	20	3
		Total		23
Avalon - Empire	Haldimand County	Detached	27	1
			30	0
			33	7
			34	1
			38	3
		Quadrplex	26	1
		Townhouse	20	7
		Total		20
Wildflowers - Mattamy Homes	Kitchener	Detached	30	4
			36	5
		Townhouse	21	11
		Total		20
Vicinity West - Mattamy Homes	Barrie	Detached	30	2
			36	1
		Townhouse	21	14
			23	0
		Total		17

Municipal Comparison



Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2024 Q1					2025 Q1				
		Detached	Link	Quadraplex	Semi Detach..	Townhouse	Detached	Link	Quadraplex	Semi Detach..	Townhouse
County of Brant	Brant	22				10	7				6
	Brantford	24			0	36	5			1	7
	Total	46			0	46	12			1	13
Dufferin County	Grand Valley	4				2	2				0
	Melancthon										
	Orangeville										
	Shelburne	0				0	0				0
	Total	4				2	2				0
Haldimand County	Haldimand County	5		0		2	12		1		7
	Total	5		0		2	12		1		7
Hamilton	Hamilton	21			1	31	16			1	8
	Total	21			1	31	16			1	8
Niagara Region	Fort Erie	5			1	6	6			0	3
	Grimsby					0					
	Lincoln	0				0	0				4
	Niagara Falls	4			0	0	1			0	1
	Niagara-on-the-Lake					3					2
	Pelham	3				4	0				1
	St. Catharines	0				2	1				1
	Thorold	9				20	20				7
	Welland	28				38	10			1	2
	West Lincoln										
	Total	49			1	73	38			1	21
Peterborough County	Peterborough	3				0	1				1
	Total	3				0	1				1
Simcoe County	Barrie	61			7	86	25			8	49
	Clearview	1			0		0				
	Collingwood	4	3		1	1		2		1	0
	Essa	10					6				
	Innisfil	34				3	7				1
	New Tecumseth	1				30	15				4
	Orillia	2				4	1				0
	Oro-Medonte	9					3				
	Springwater	4			0	0	6			0	0
	Wasaga Beach	0			0	0	0			0	3
	West Gwillimbury	34			0	4	7			0	9
	Total	160	3		8	128	70	2		9	66
Waterloo Region	Cambridge	9				95	2				11
	Kitchener	22				2	39				13
	North Dumfries					0					5
	Waterloo	10				3	3				2
	Woolwich	3			0	1	5			1	2
	Total	44			0	101	49			1	33
Wellington County	Centre Wellington	7			0	6	20			0	1
	Guelph	10			1	25	2			1	3
	Guelph/Eramosa										
	Puslinch										
	Total	17			1	31	22			1	4
Grand Total		349	3	0	11	414	222	2	1	14	153



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