



Altus Group



Greater Golden Horseshoe Major Markets Low Rise Projects

New Homes Market Report
Q2 2025

GGH Overview



Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q2 2025		Q2 2024		Change
Condominium Apartment	110		309		-64.4%
Single Family	395		1,059		-62.7%
Total	505		1,368		-63.1%
Year to Date Sales	Jan.-Jun. 2025		Jan.-Jun. 2024		Y/Y Change
Condominium Apartment	237		699		-66.1%
Single Family	796		1,837		-56.7%
Total	1,033		2,536		-59.3%
Year to Date Supply	Jan.-Jun. 2025		Jan.-Jun. 2024		Y/Y Change
Condominium Apartment	543		698		-22.2%
Single Family	881		3,113		-71.7%
Total	1,424		3,811		-62.6%
Year to Date Completions	Jan.-Jun. 2025		Jan.-Jun. 2024		Y/Y Change
Condominium Apartment	1,107		2,515		-56.0%
Remaining Inventory	Jun-25	Mar-25	Jun-24	M/M Change	Y/Y Change
Condominium Apartment	3,247	3,159	2,494	2.8%	30.2%
Single Family	4,107	3,921	4,239	4.7%	-3.1%
Total	7,354	7,080	6,733	3.9%	9.2%
Average Asking Price	Jun-25	Mar-25	Jun-24	M/M Change	Y/Y Change
Condominium Apartment	\$725,395	\$735,073	\$696,292	-1.3%	4.2%
Single Family	\$1,016,045	\$1,029,324	\$1,044,191	-1.3%	-2.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
Condominium Apartment Projects	2	89	161	132	
Condominium Apartment Units	69	11,421	7,258	6,307	
% Sold*	4%	72%	78%	47%	
Single Family Projects	9	200			
Single Family Units	274	21,632			
% Sold*	5%	81%			

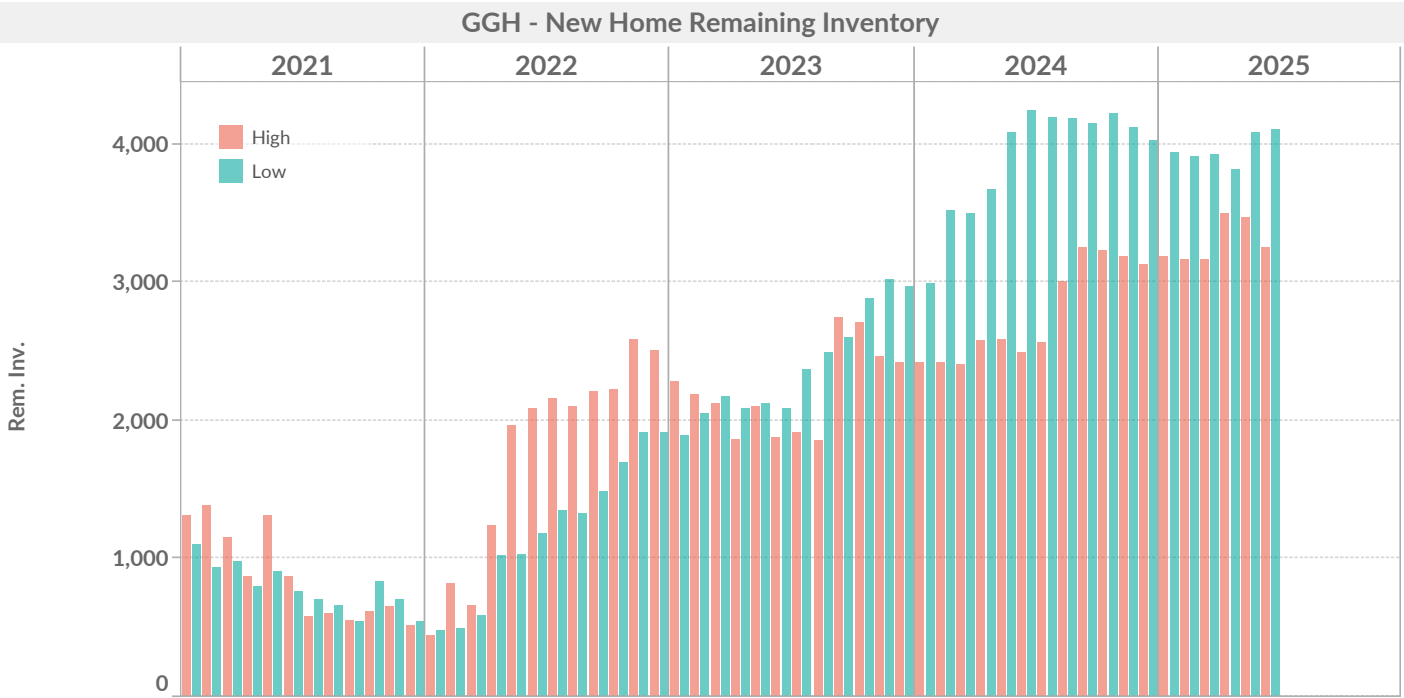
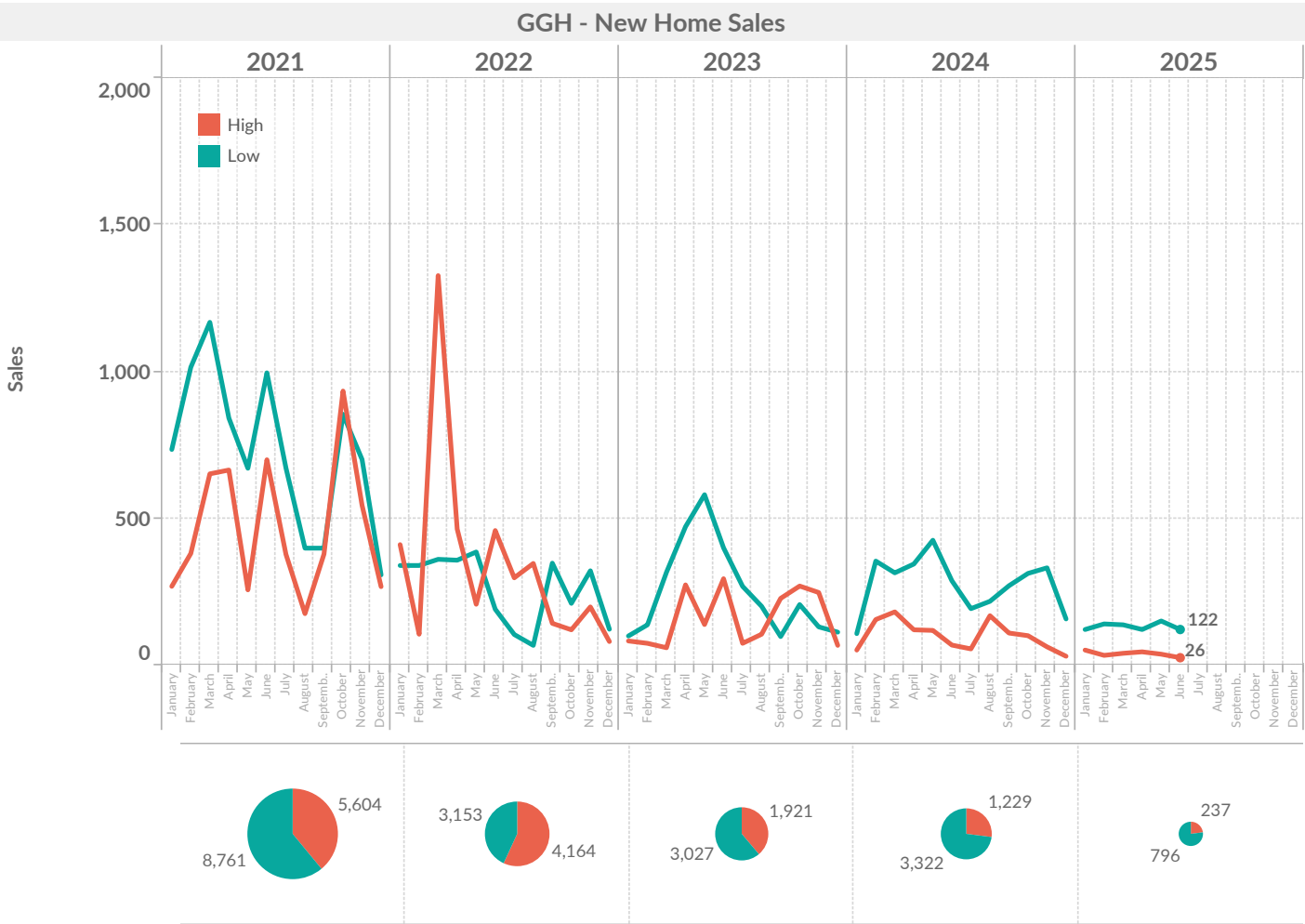
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

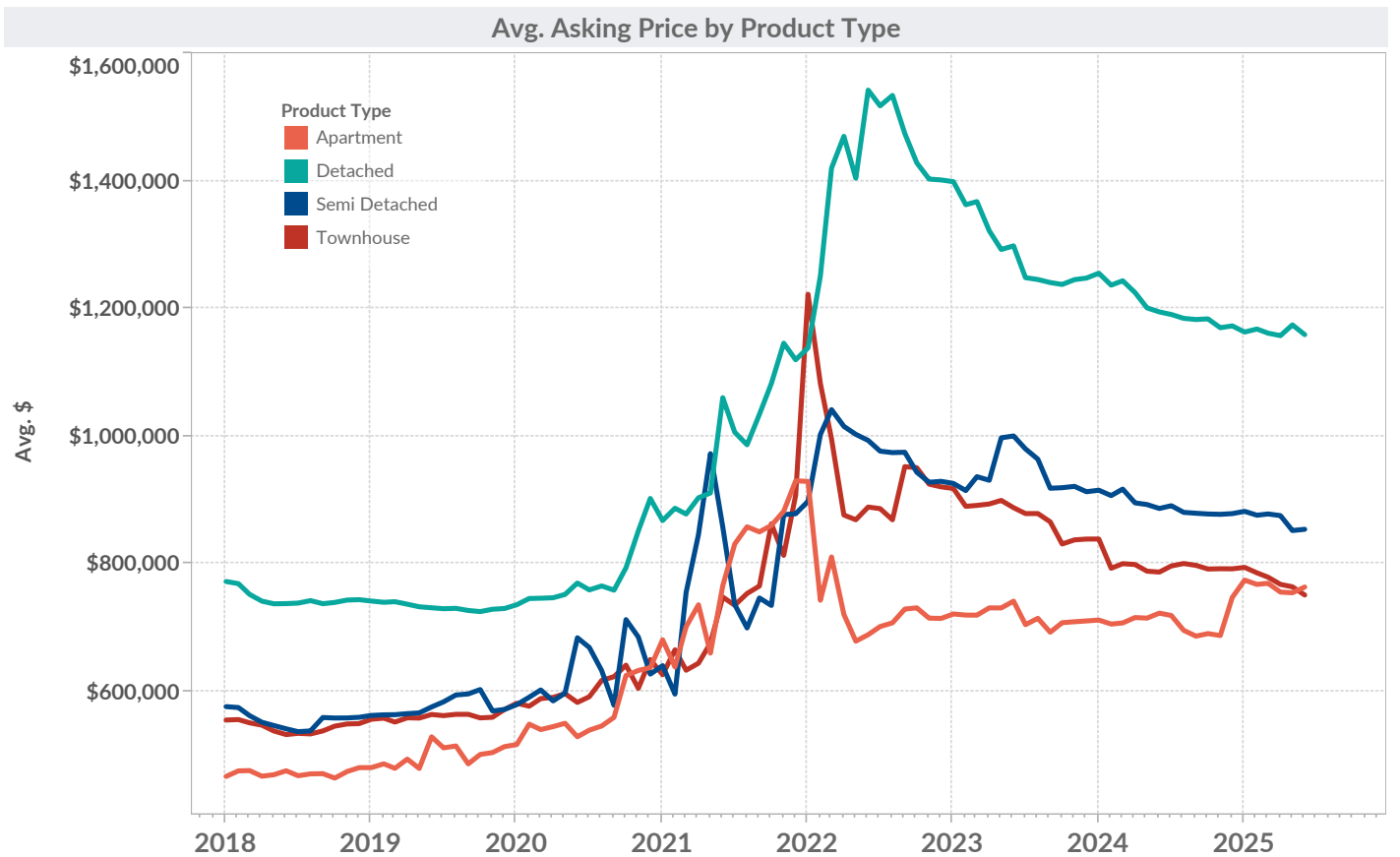
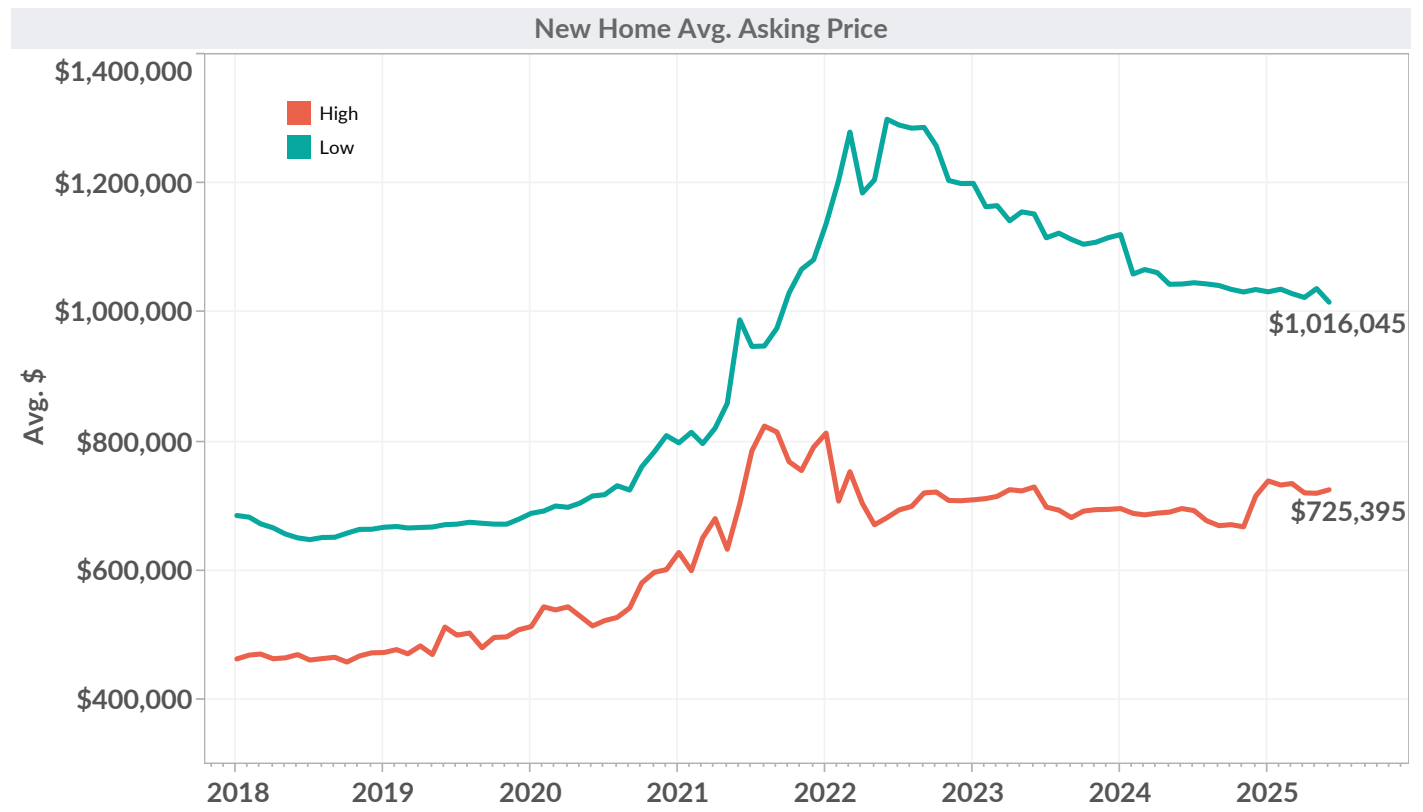
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

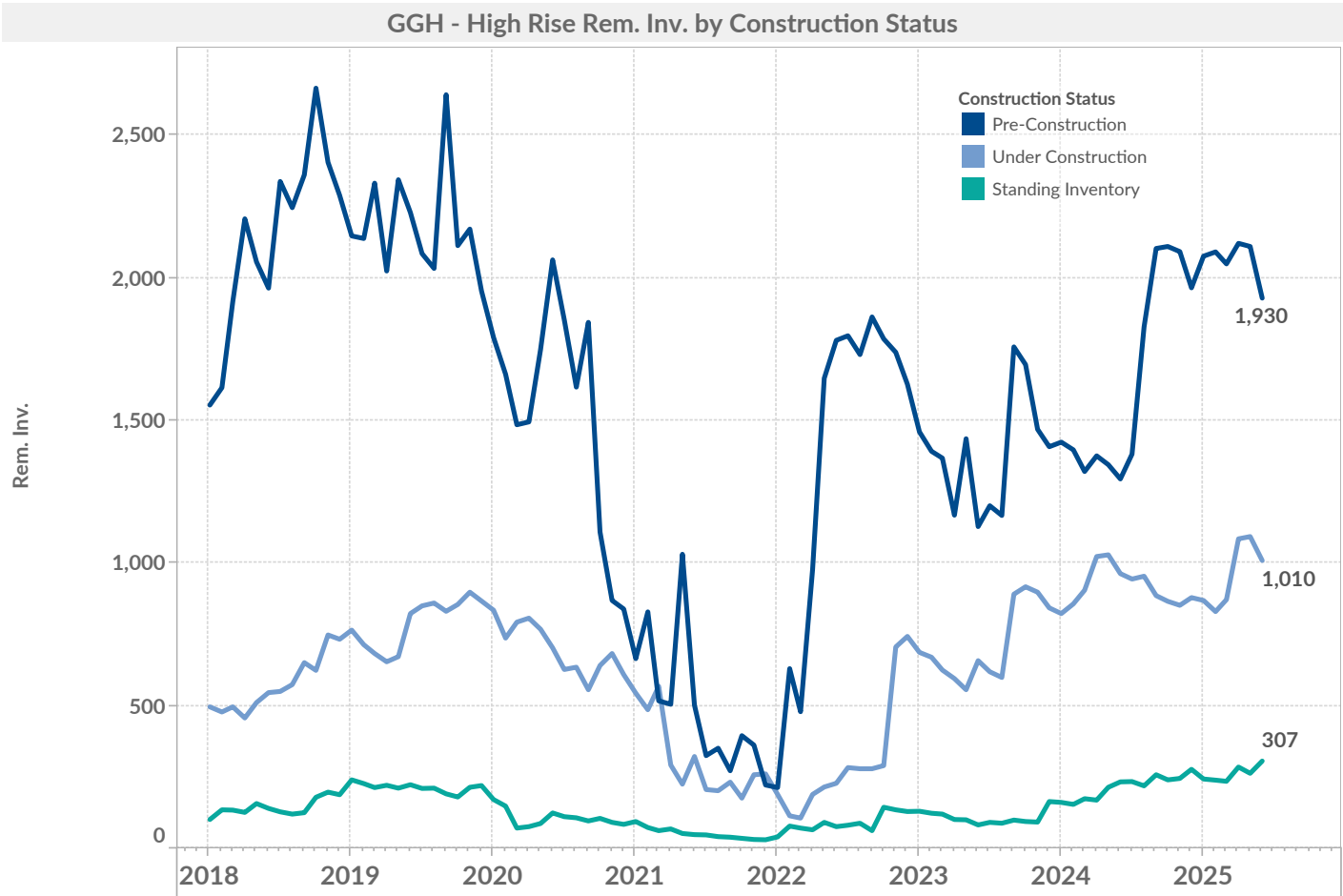
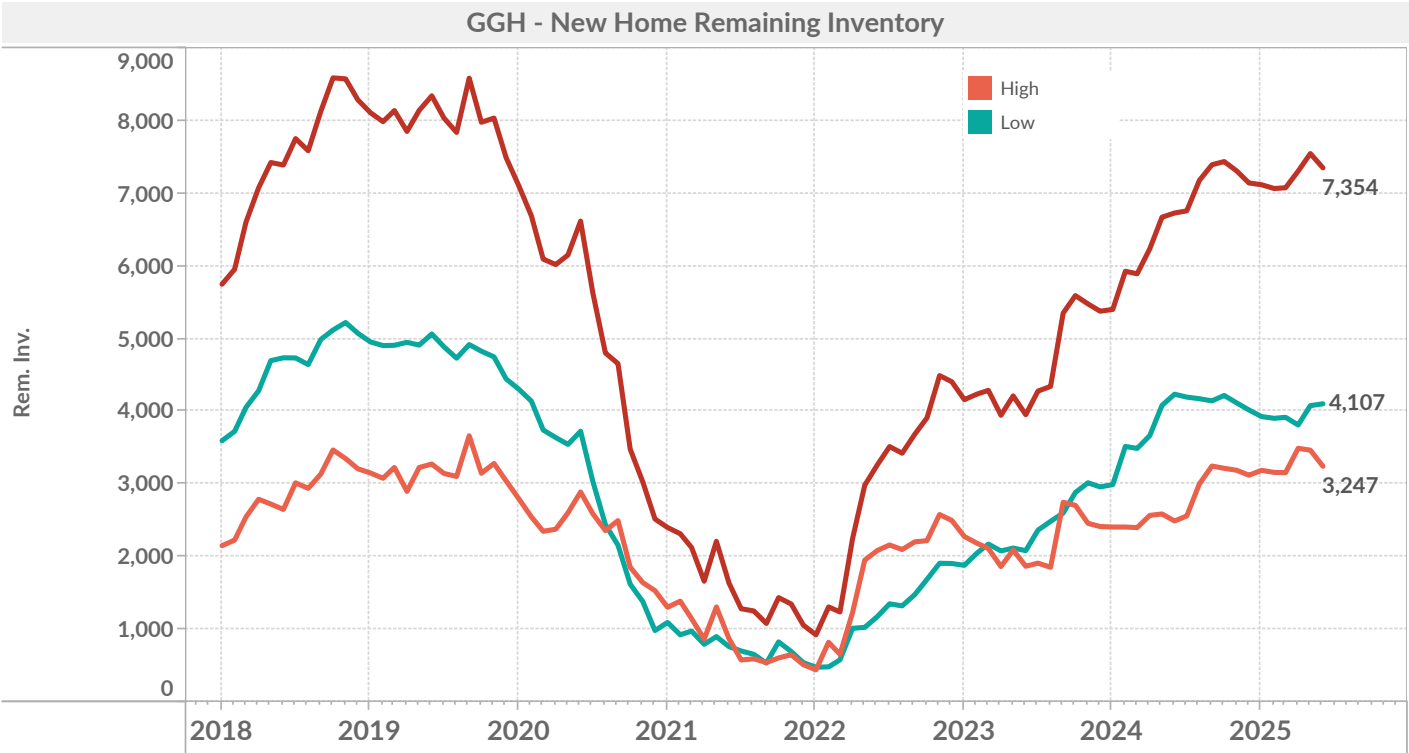
Sales & Remaining Inventory



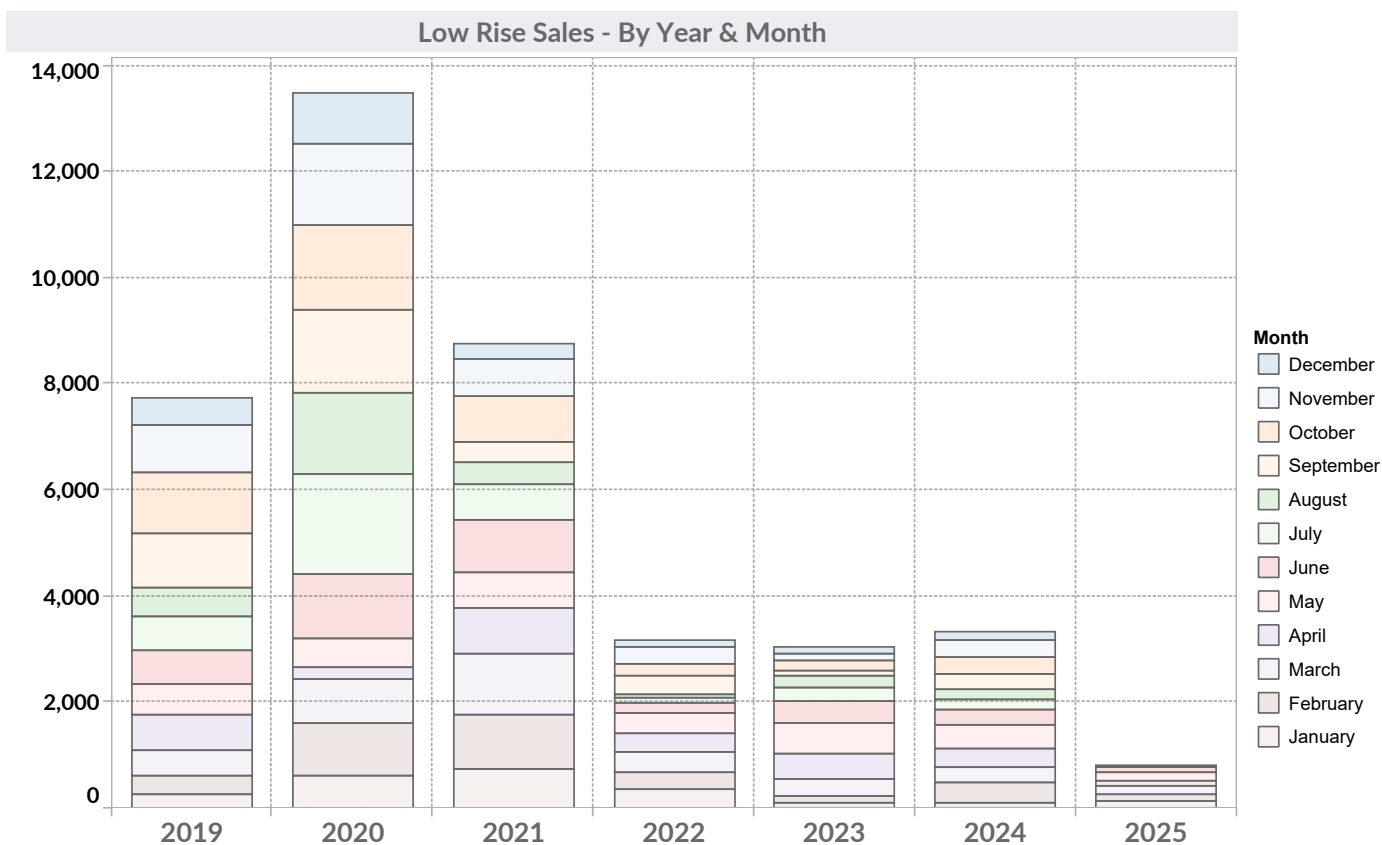
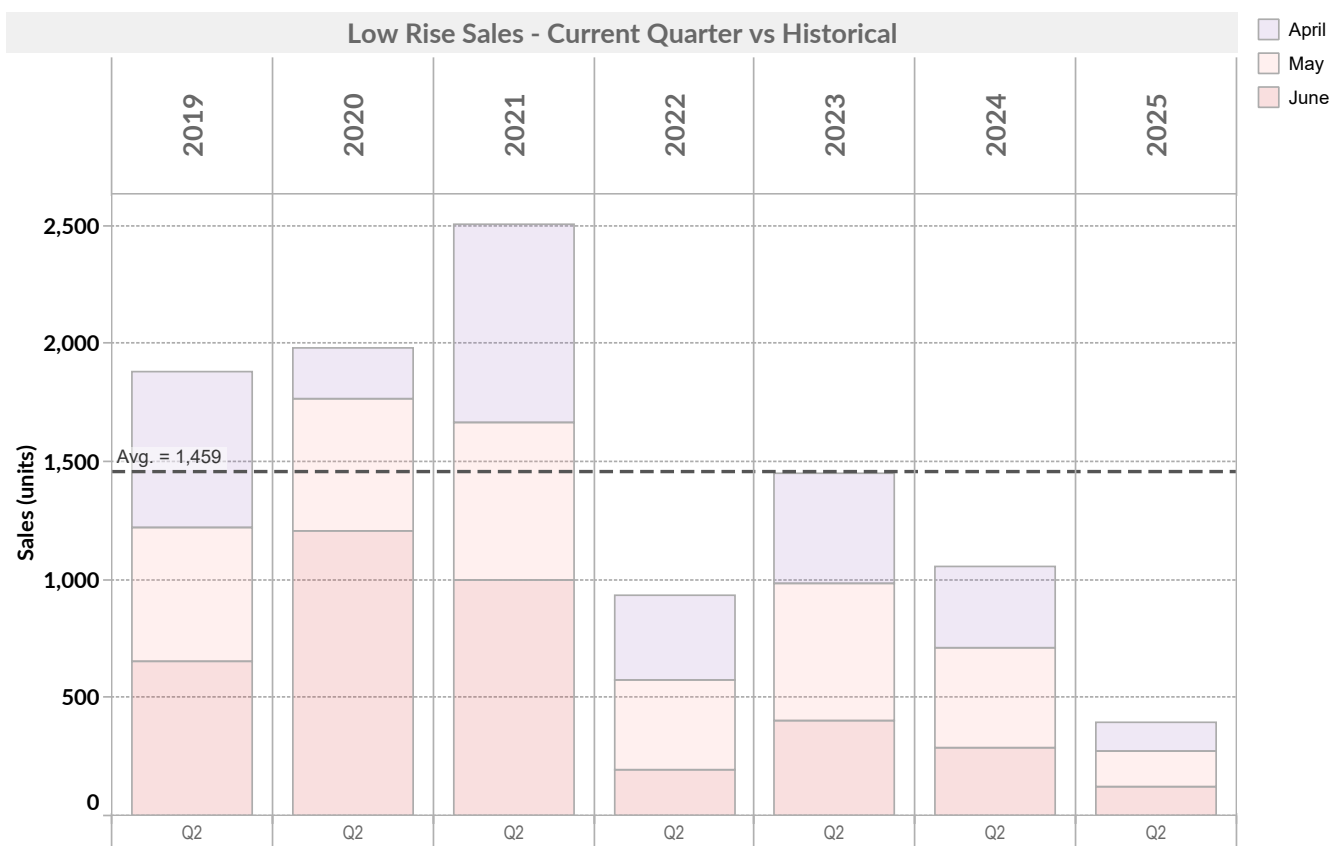
Pricing



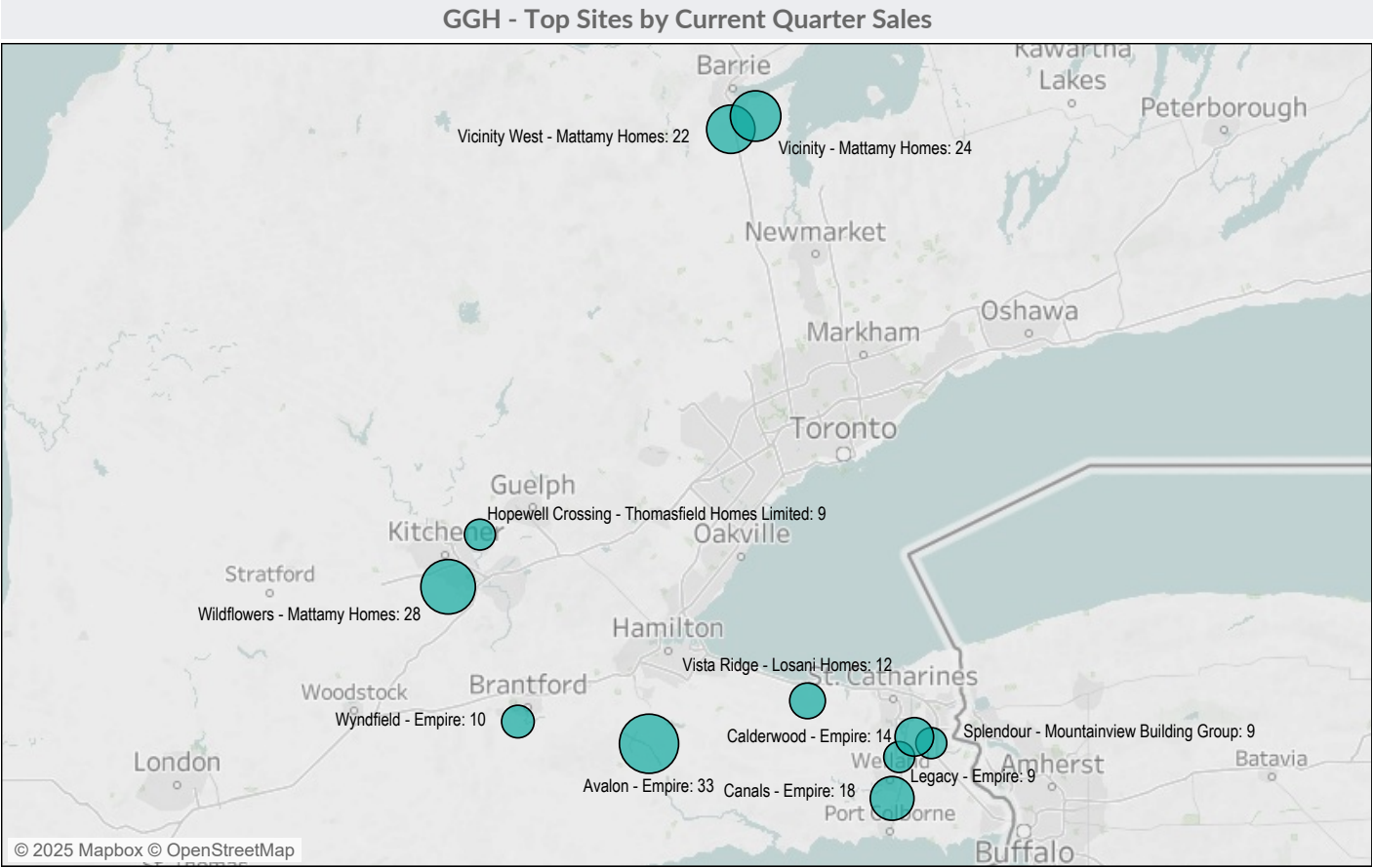
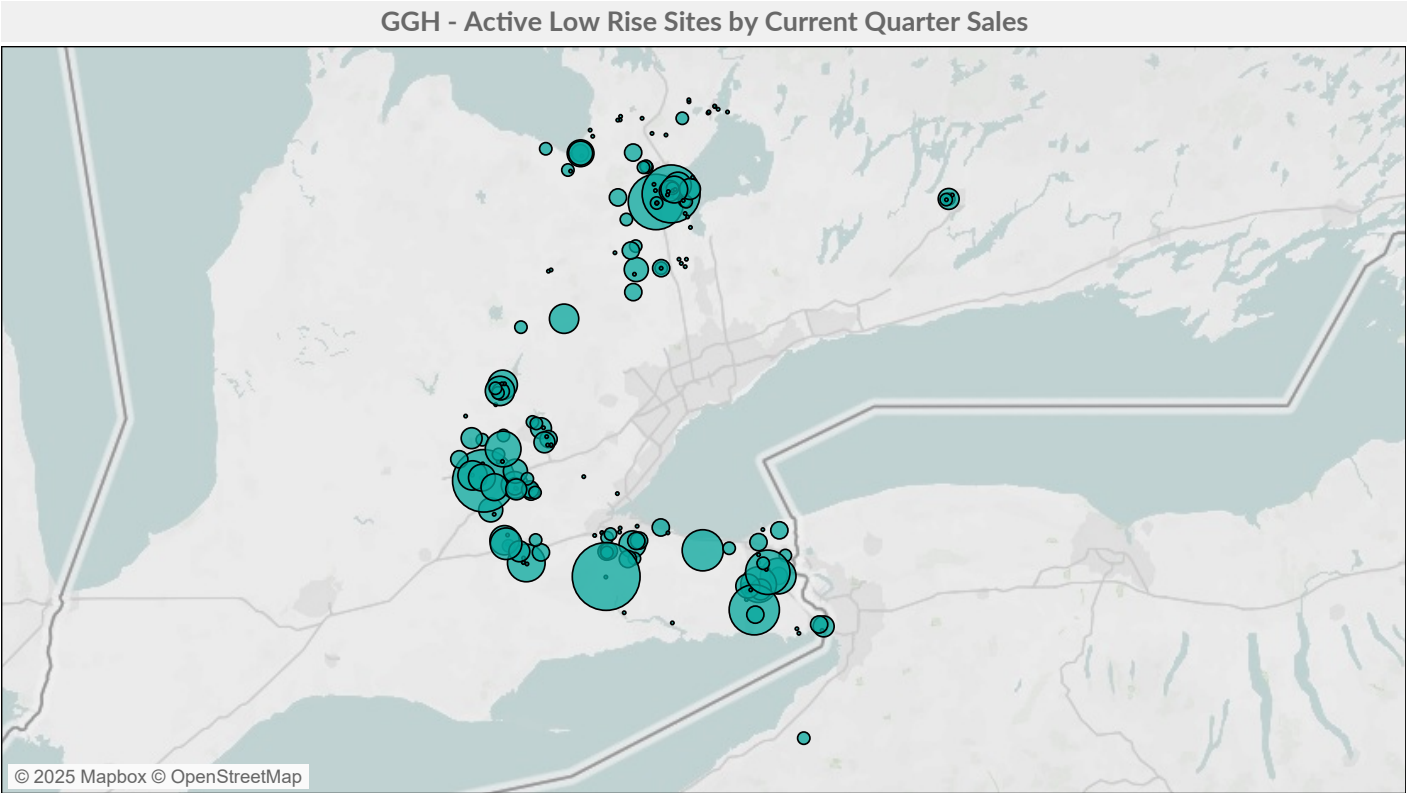
Remaining Inventory



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Current Sites

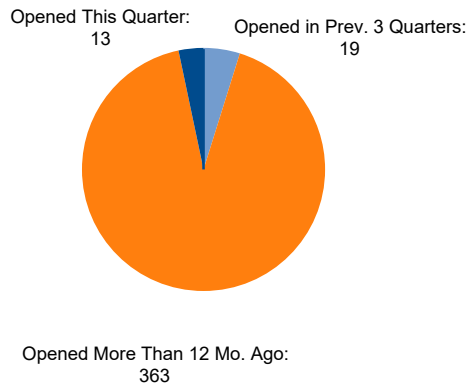


Sales Breakdown

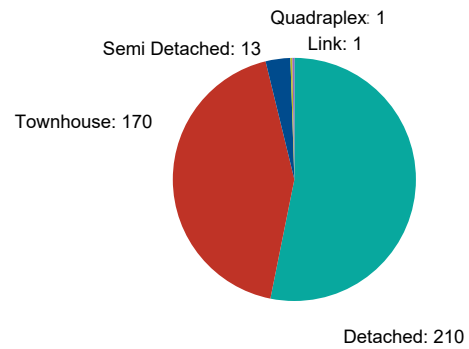


Current Quarter Low Rise Sales Breakdown

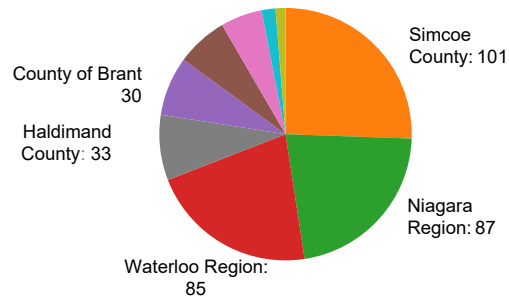
Sales by Opening Date



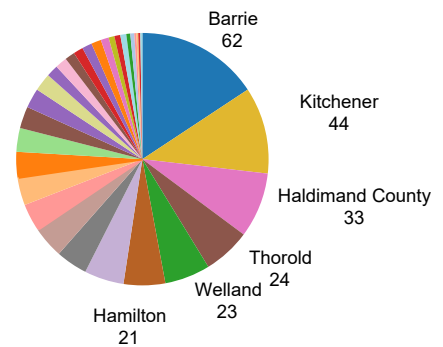
Sales by Product Type



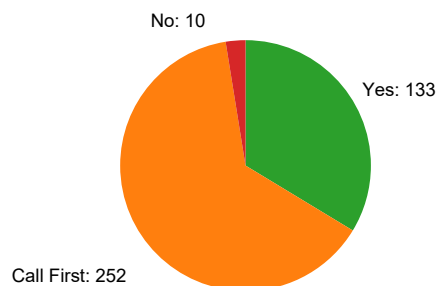
Sales by Region



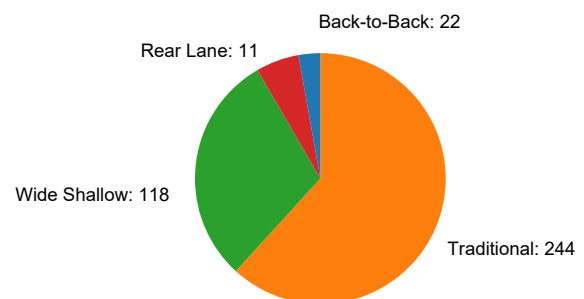
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



New Openings

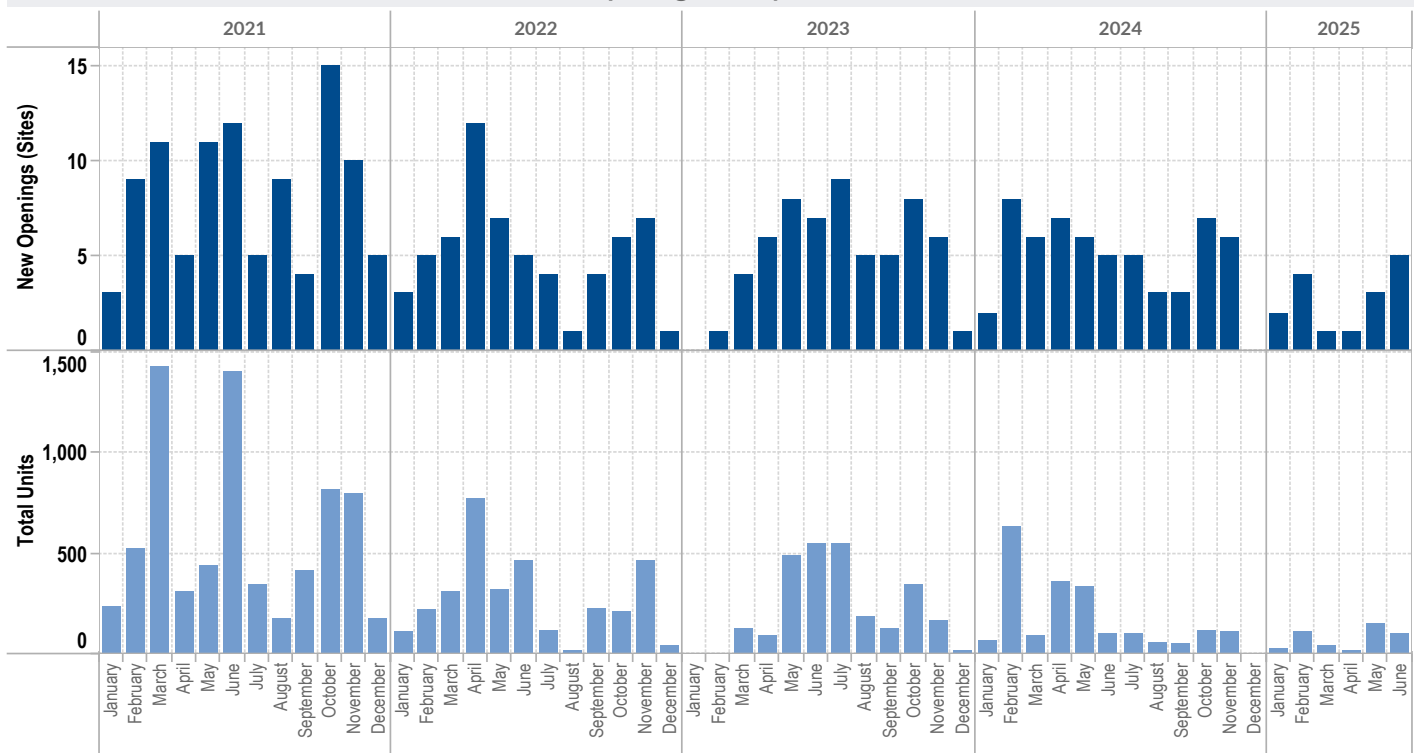


Q2 2025 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv	Avg. \$/SF	No. of Units
Tanner Woods - Blythwood Homes	Freehold	Pelham	4/3/2025	0	18	\$487	19
Five Creeks Estates - Great Gulf	Freehold	Orangeville	5/24/2025	3	64	\$472	70
Mira - Dunsire Developments	Freehold	Barrie	5/24/2025	0	12	\$486	12
	Freehold Common Element	Barrie	5/24/2025	1	31	\$519	32
Simcoe Woods - Rosehaven Homes	Freehold	Innisfil	5/24/2025	1	39	\$470	40
Forest Park - Rinaldi Homes	Freehold	Pelham	6/7/2025	1	4		5
Appellation - Primont Homes	Freehold	Welland	6/14/2025	0	34	\$449	34
Riverscape - Upperview Homes	Freehold Common Element	Wasaga Beach	6/14/2025	2	40	\$454	42
River's Edge - Fernbrook Homes	Freehold	Wasaga Beach	6/30/2025	1	9	\$373	10
River's Edge - Zancor Homes	Freehold	Wasaga Beach	6/30/2025	0	10	\$373	10
Grand Total				9	261	\$465	274

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		%		%	
Empire	16	26	27	25	36	24	154	19.5%		19.5%	
Mattamy Homes	16	23	38	20	23	34	154	19.5%		39.0%	
Activa	10	9	8	3	6	5	41	5.2%		44.2%	
Losani Homes	7	3	1	5	13	2	31	3.9%		48.2%	
Great Gulf	5	3	3	2	3	4	20	2.5%		50.7%	
Mountainview Building Group	2	1	3	2	7	3	18	2.3%		53.0%	
Cachet Estate Homes	7	2	4	2	1	1	17	2.2%		55.1%	
Devonleigh Homes Inc.	3	8	2	1	1	2	17	2.2%		57.3%	
Honeyfield Communities	2	1	4	2	2	4	15	1.9%		59.2%	
First View Homes	6	4	1	0	3	0	14	1.8%		61.0%	
	122	141	138	122	151	122	796				

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

Builder	2024						2025						Total	Market Share		Cum. Mkt. Share	
	July	August	September	October	November	December	January	February	March	April	May	June		%		%	
Empire	45	86	72	81	92	48	16	26	27	25	36	24	578	25.8%		25.8%	
Mattamy Homes	34	21	21	70	59	31	16	23	38	20	23	34	390	17.4%		43.2%	
Activa	4	5	24	18	18	11	10	9	8	3	6	5	121	5.4%		48.6%	
Losani Homes	14	2	7	6	16	2	7	3	1	5	13	2	78	3.5%		52.1%	
Cachet Estate Homes	7	7	12	10	7	3	7	2	4	2	1	1	63	2.8%		54.9%	
Mountainview Building Group	4	9	3	6	1	0	2	1	3	2	7	3	41	1.8%		56.7%	
Bradley Homes	8	4	4	7	6	2	0	3	1	2	0	3	40	1.8%		58.5%	
Great Gulf	3	6	1	3	3	2	5	3	3	2	3	4	38	1.7%		60.2%	
Pratt Homes	14	0	11	2	5	0	0	3	0	0	0	0	35	1.6%		61.8%	
Fusion Homes	0	2	2	0	11	2	3	1	2	3	2	3	31	1.4%		63.1%	
	193	218	271	313	332	158	122	141	138	122	151	122	2,281				

Top Sites



GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2025 Q2
Avalon - Empire	Haldimand County	Detached	27	2
			30	0
			33	9
			34	1
			38	9
		Quadrplex	26	1
		Townhouse	20	11
		Total		
Wildflowers - Mattamy Homes	Kitchener	Detached	30	7
			36	6
		Townhouse	21	15
		Total		
Vicinity - Mattamy Homes	Barrie	Detached	30	1
			36	11
		Townhouse	20	4
			22	8
		Total		
Vicinity West - Mattamy Homes	Barrie	Detached	30	3
			36	3
		Townhouse	21	8
			23	8
		Total		

Municipal Comparison



Current Quarter Sales & Same Quarter Last Year by Municipality

Region	Municipality	2024 Q2					2025 Q2				
		Detached	Link	Quadraplex	Semi Detach..	Townhouse	Detached	Link	Quadraplex	Semi Detach..	Townhouse
County of Brant	Brant	9				21	7				7
	Brantford	45			0	48	7				9
	Total	54			0	69	14				16
Dufferin County	Grand Valley	11				3	0				1
	Melancthon										
	Orangeville						0			6	
	Shelburne	0				0	0				0
	Total	11				3	0			6	1
Haldimand County	Haldimand County	11		48		1	21		1		11
	Total	11		48		1	21		1		11
Hamilton	Hamilton	60			2	58	8			2	11
	Total	60			2	58	8			2	11
Niagara Region	Fort Erie	11			0	6	2			0	4
	Grimsby					1					
	Lincoln	2				17	2				11
	Niagara Falls	1			0	2	1			0	11
	Niagara-on-the-Lake					9					2
	Pelham	5				0	4				1
	St. Catharines	0				0	0				2
	Thorold	8				18	18				6
	Welland	7			2	1	16			2	5
	West Lincoln										
	Total	34			2	54	43			2	42
Peterborough County	Peterborough	5				0	4				1
	Total	5				0	4				1
Simcoe County	Barrie	62			3	92	29			2	31
	Clearview	1			0		1				
	Collingwood	4	2		1	3		0			1
	Essa	11					3				
	Innisfil	24				0	3				2
	New Tecumseth	3				15	6				3
	Orillia	6				1	0				0
	Oro-Medonte	5					1				
	Springwater	8			2	0	4			1	0
	Wasaga Beach	3			0	0	7	1		0	3
	West Gwillimbury	11			0	1	3			0	0
	Total	138	2		6	112	57	1		3	40
Waterloo Region	Cambridge	26				161	8				12
	Kitchener	55				59	26				18
	North Dumfries					2					4
	Waterloo	2				3	2				1
	Woolwich	35			0	13	10			0	4
	Total	118			0	238	46			0	39
Wellington County	Centre Wellington	11			0	7	11			0	5
	Guelph	13			0	2	6			0	4
	Guelph/Eramosa										
	Puslinch										
	Total	24			0	9	17			0	9
Grand Total		455	2	48	10	544	210	1	1	13	170



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