Altus Group



Greater Golden Horseshoe Major Markets Low Rise Projects

New Homes Market Report
Q3 2026

GGH Overview

Altus Data Solutions Market Report - GGH New Homes Overview

Quarterly Sales	Q3 2026	Q3 2025	Change
High-rise	109	112	-2.7%
Low-rise	855	391	118.7%
Total	**964**	**503**	91.7%

Year to Date Sales	Jan.-Sep. 2026	Jan.-Sep. 2025	Y/Y Change
High-rise	279	360	-22.5%
Low-rise	2,543	1,198	112.3%
Total	**2,822**	**1,558**	81.1%

Year to Date Supply	Jan.-Sep. 2026	Jan.-Sep. 2025	Y/Y Change
High-rise	109	762	-85.7%
Low-rise	3,038	1,496	103.1%
Total	**3,147**	**2,258**	39.4%

Year to Date Completions	Jan.-Sep. 2026	Jan.-Sep. 2025	Y/Y Change
High-rise	2,996	1,960	52.9%

Remaining Inventory	Sep-26	Jun-26	Sep-25	M/M Change	Y/Y Change
High-rise	3,203	3,270	3,429	-2.0%	-6.6%
Low-rise	4,763	4,682	4,389	1.7%	8.5%
Total	**7,966**	**7,952**	**7,818**	0.2%	1.9%

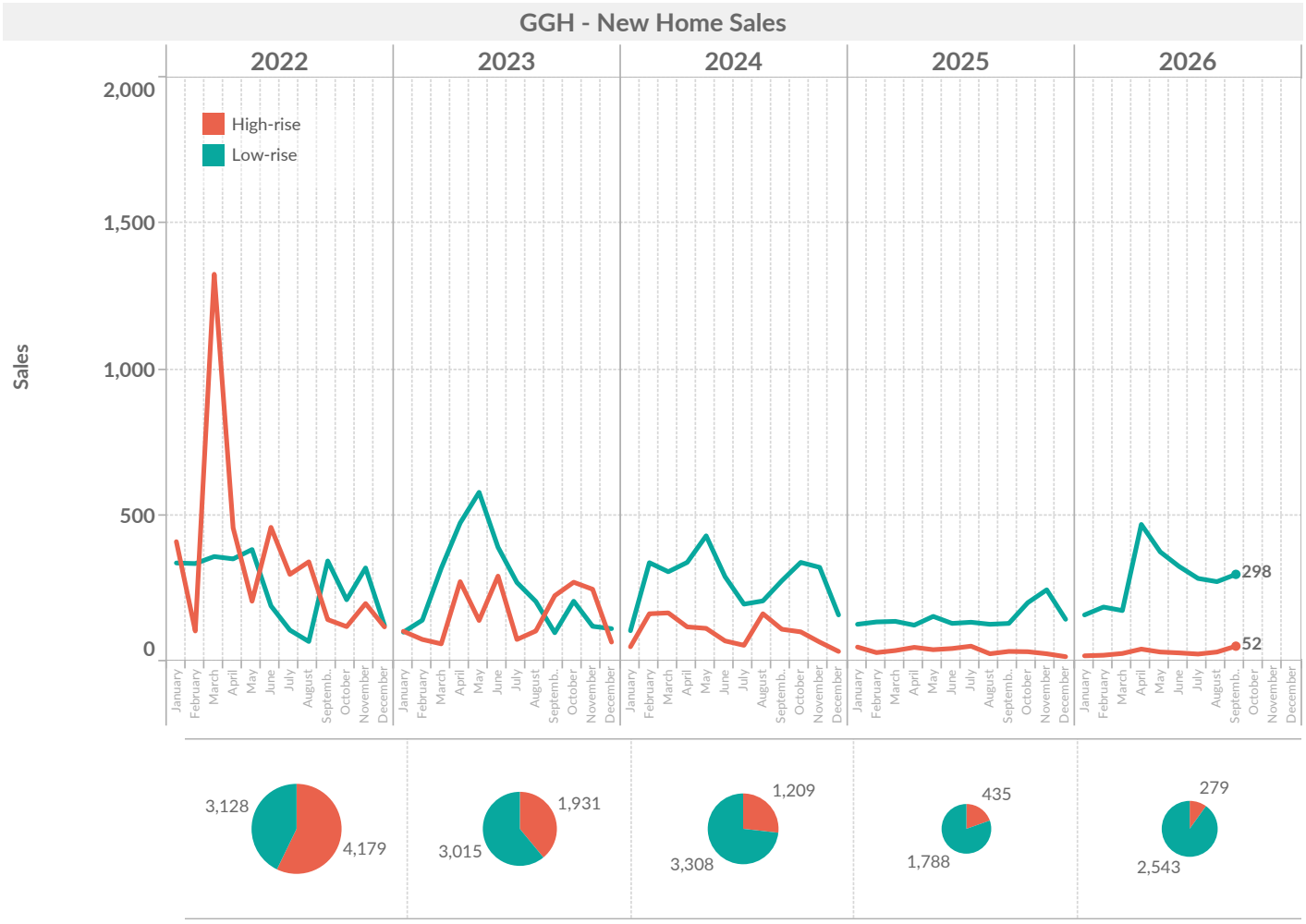
Average Asking Price	Sep-26	Jun-26	Sep-25	M/M Change	Y/Y Change
High-rise	$690,983	$693,679	$714,251	-0.4%	-3.3%
Low-rise	$935,581	$962,978	$1,020,564	-2.8%	-8.3%

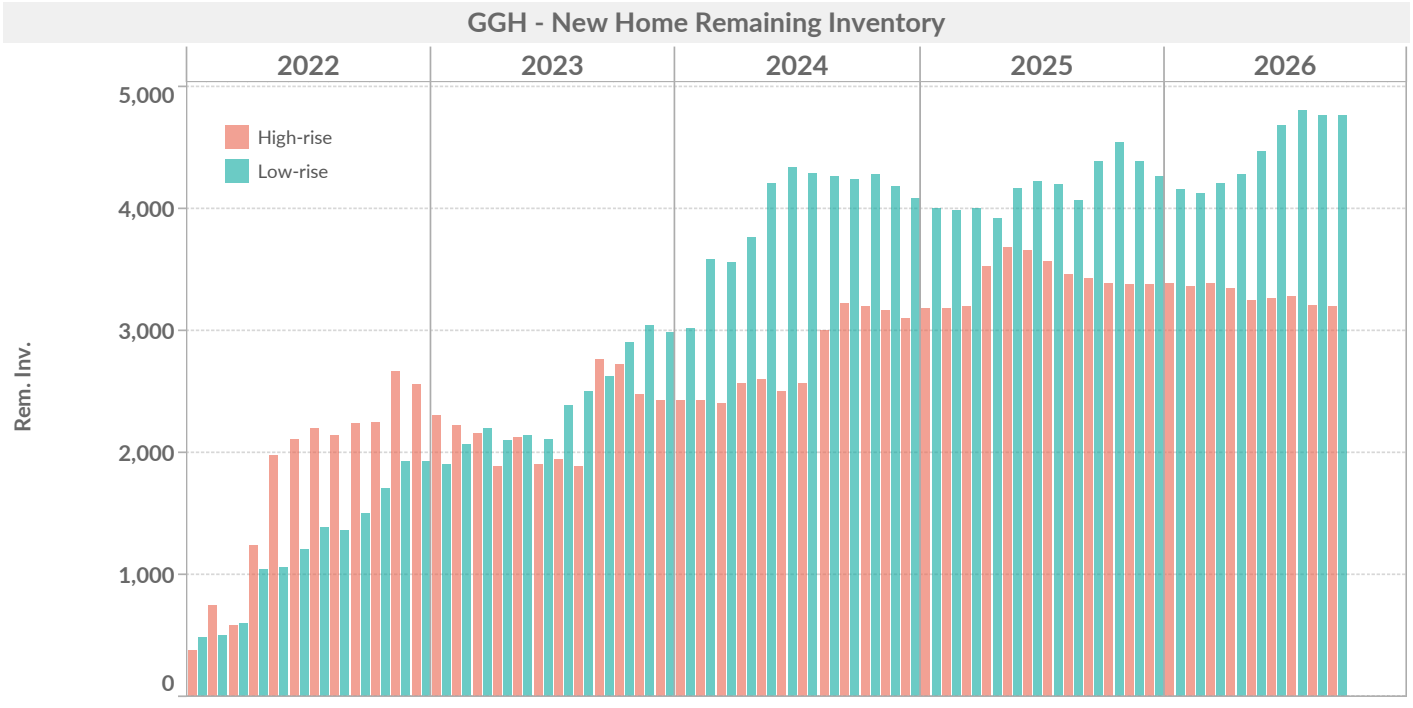
Projects	New Openings	All Active	Under Const.	Pre-Const.
High-rise Projects	1	81	77	110
High-rise Units	44	11,134	3,359	6,039
% Sold*	11%	71%	72%	42%
Low-rise Projects	13	212		
Low-rise Units	408	24,928		
% Sold*	12%	81%		

*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.

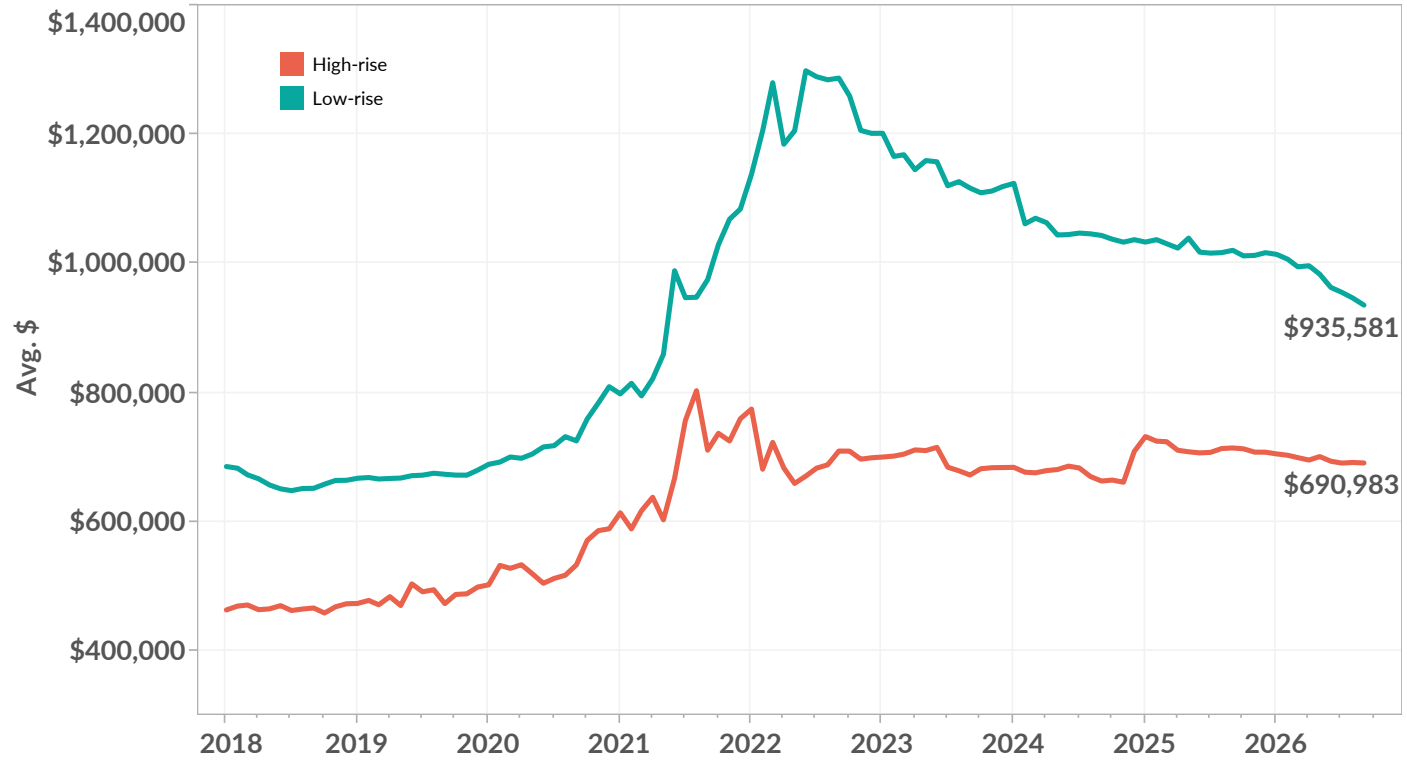
Sales & Remaining Inventory



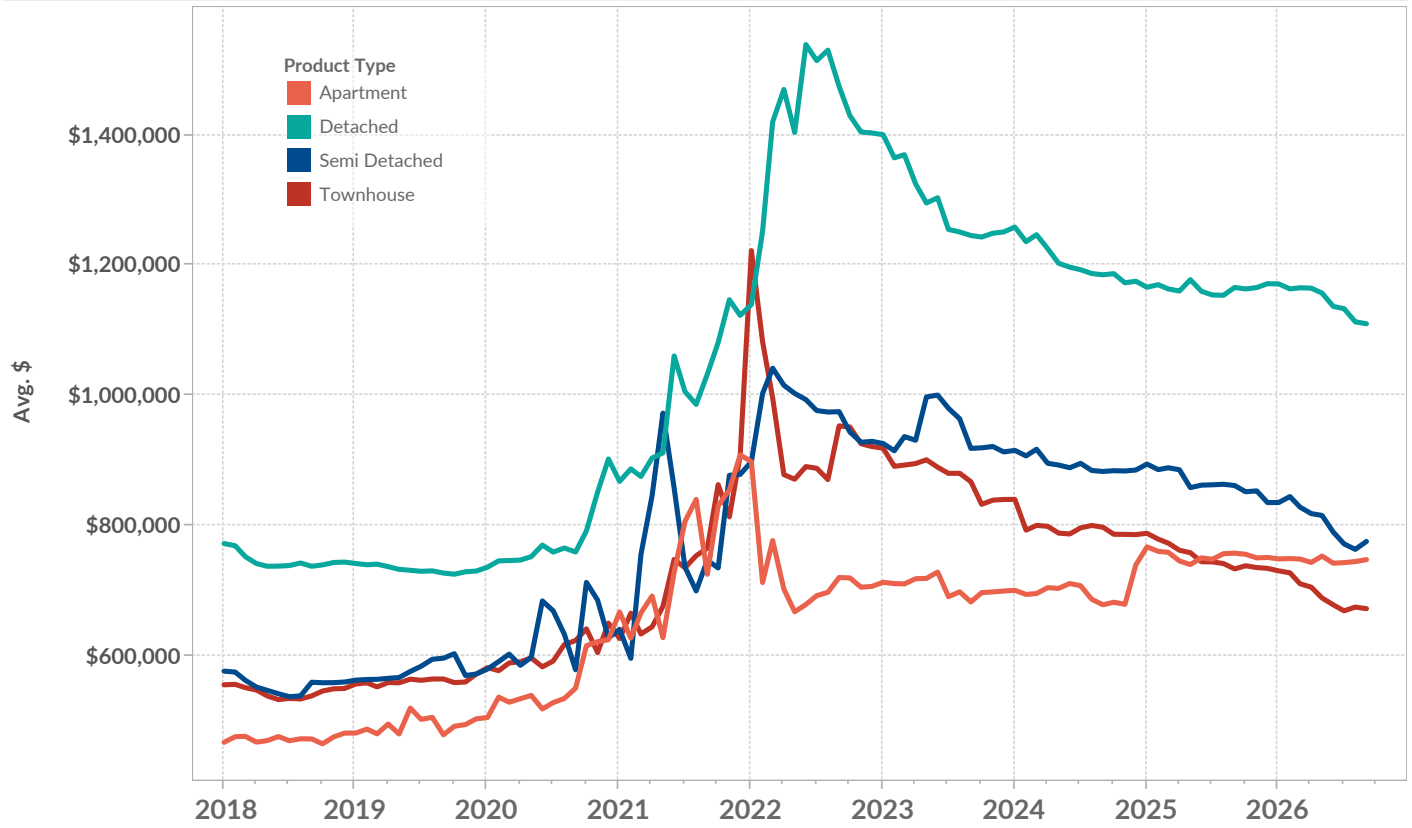


Pricing

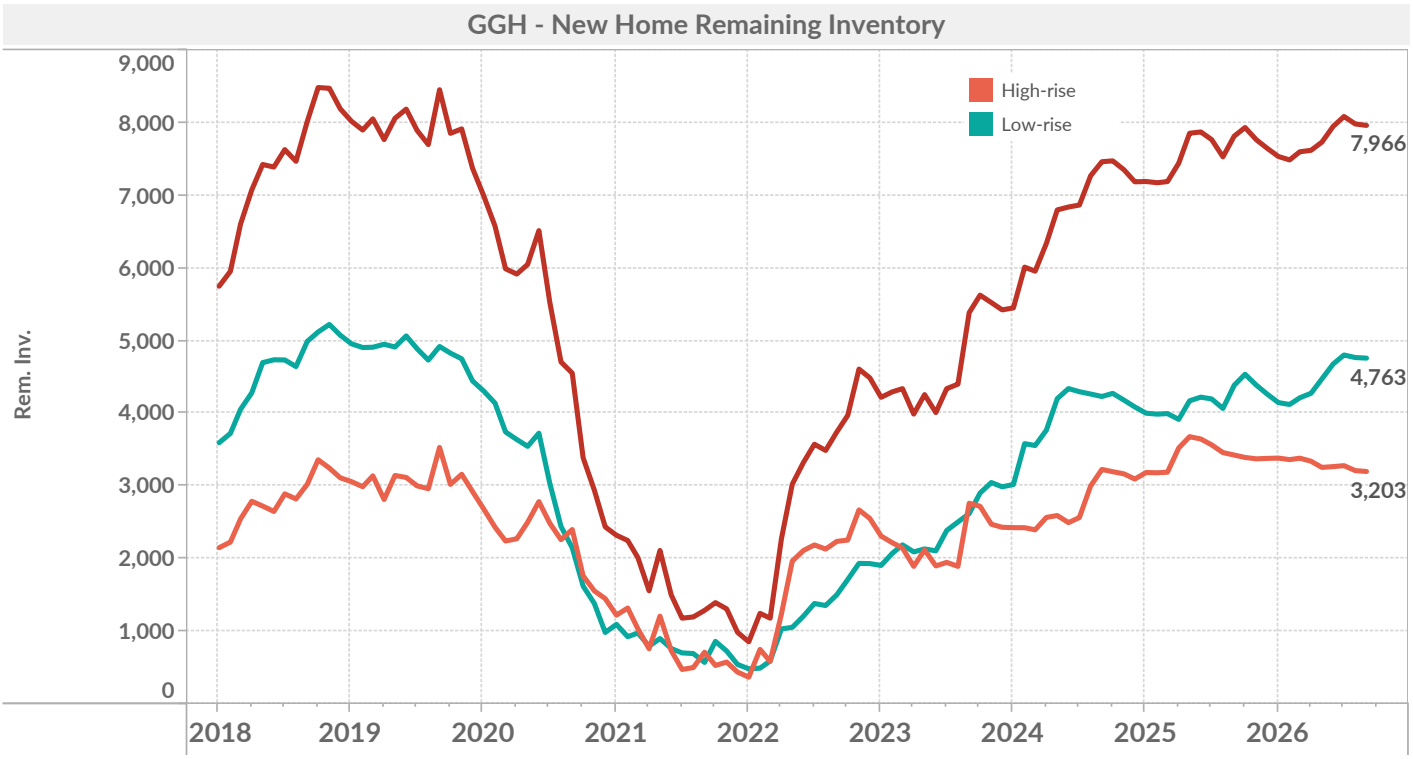
New Home Avg. Asking Price

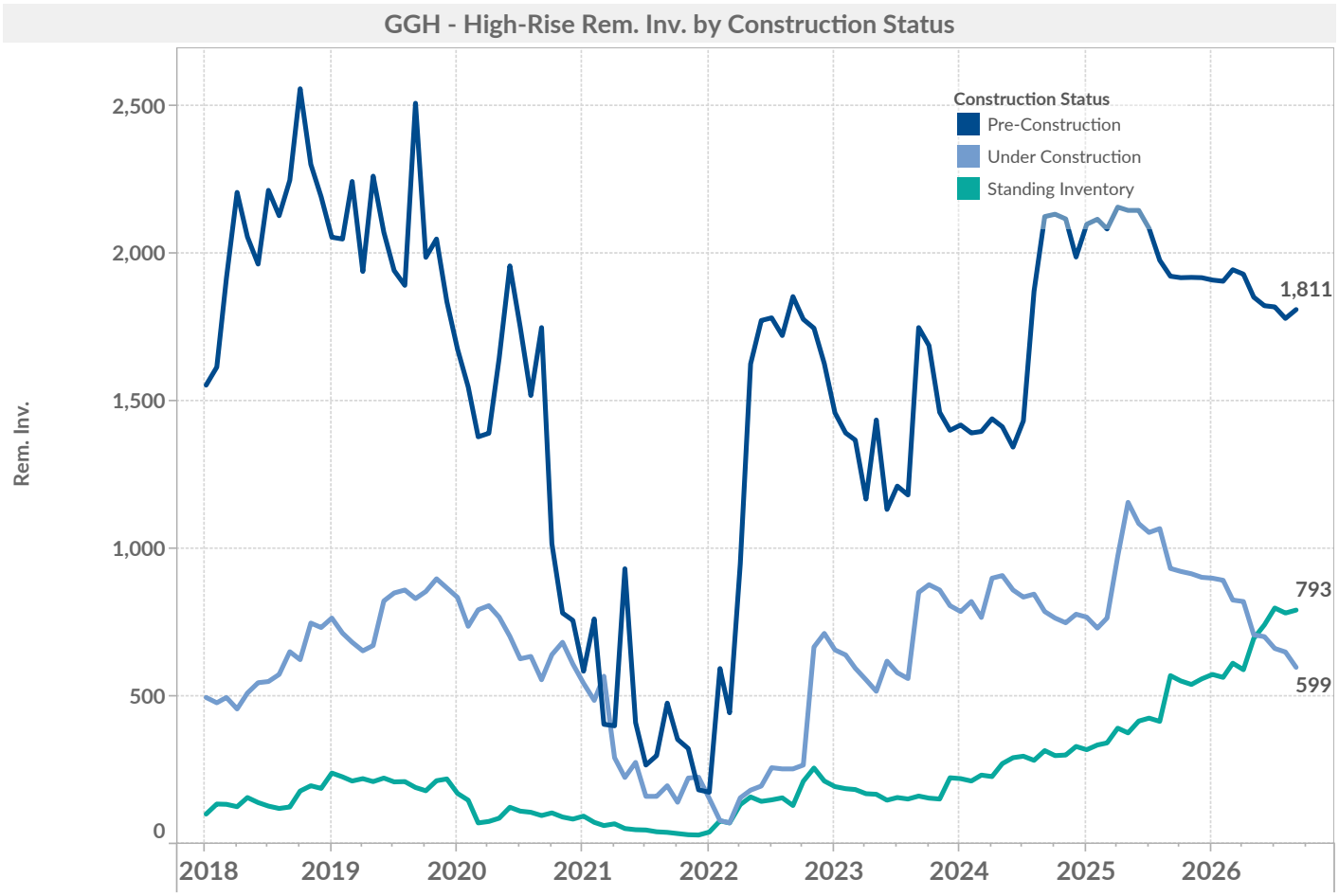


Avg. Asking Price by Product Type

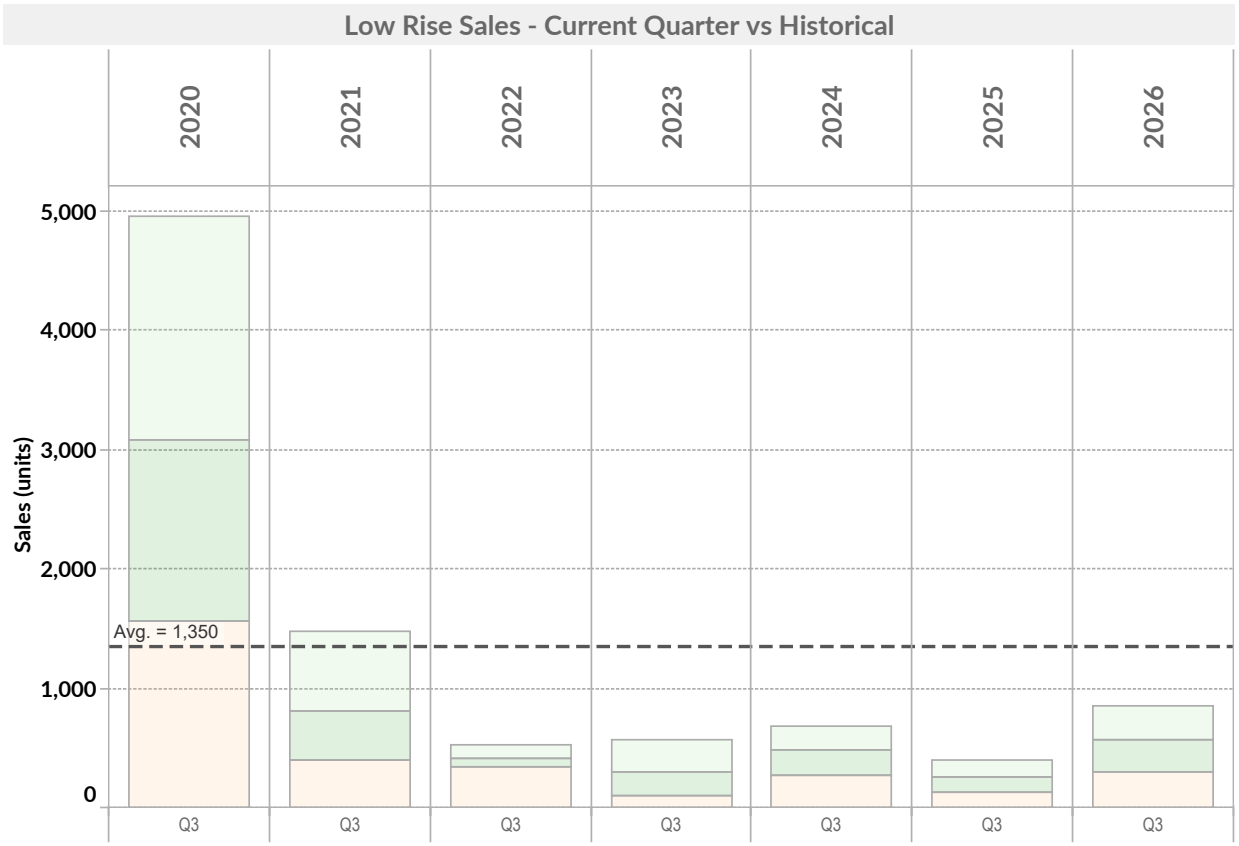


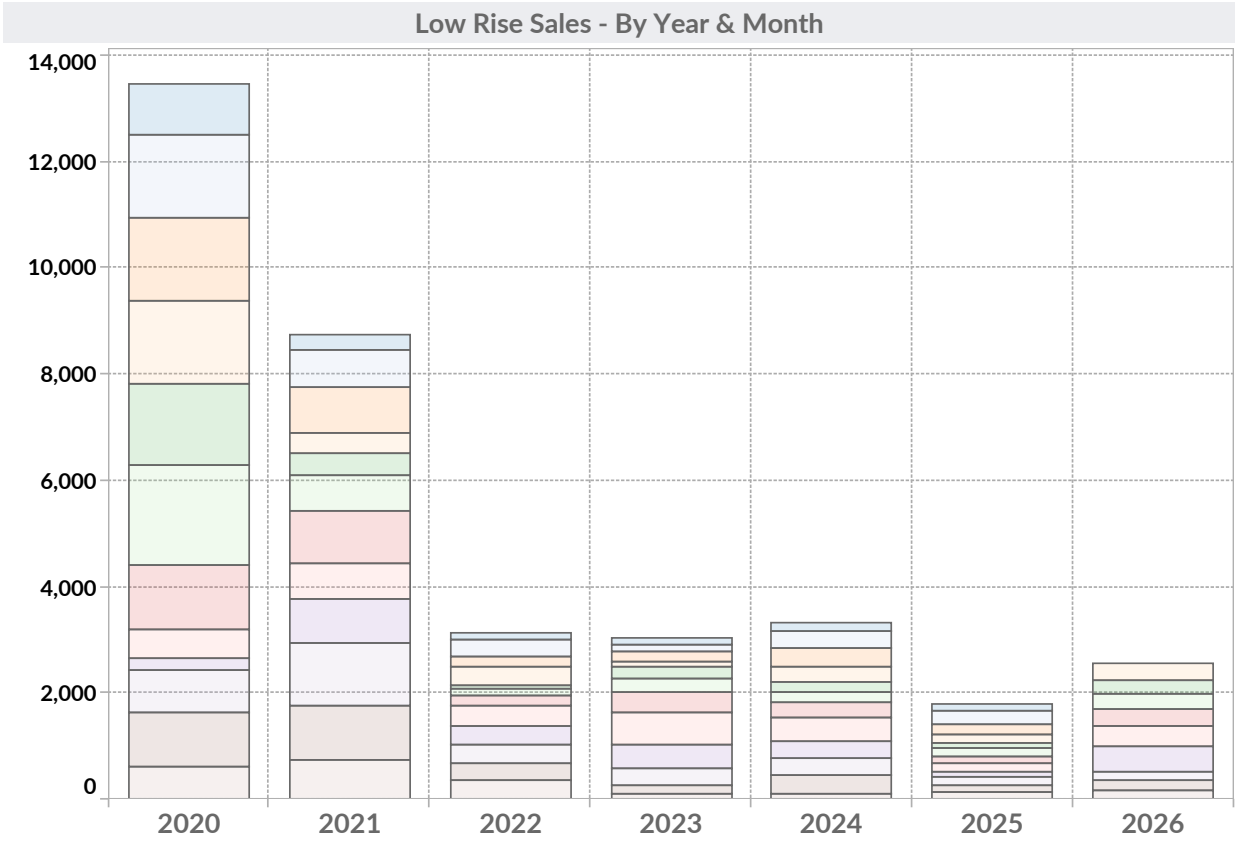
Remaining Inventory





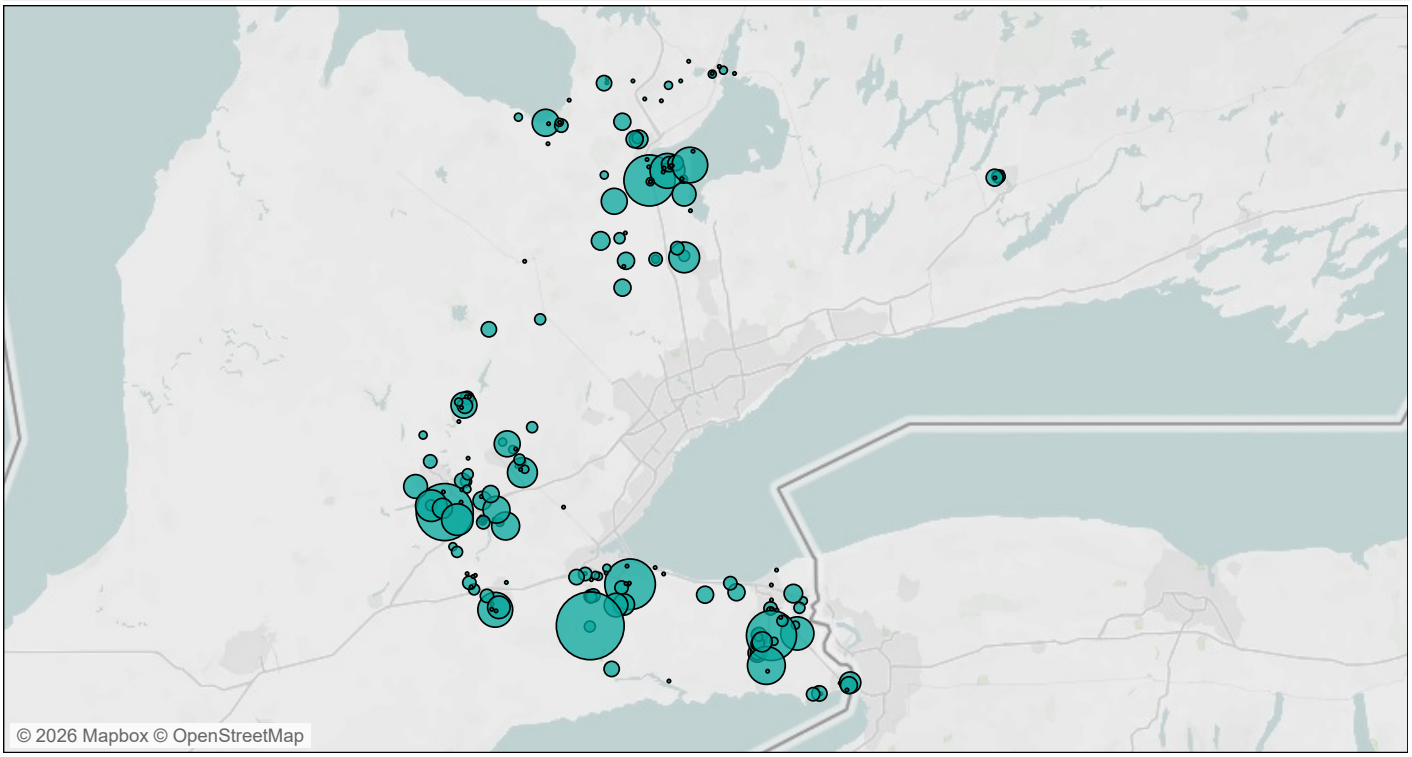
Historical Sales Comparison



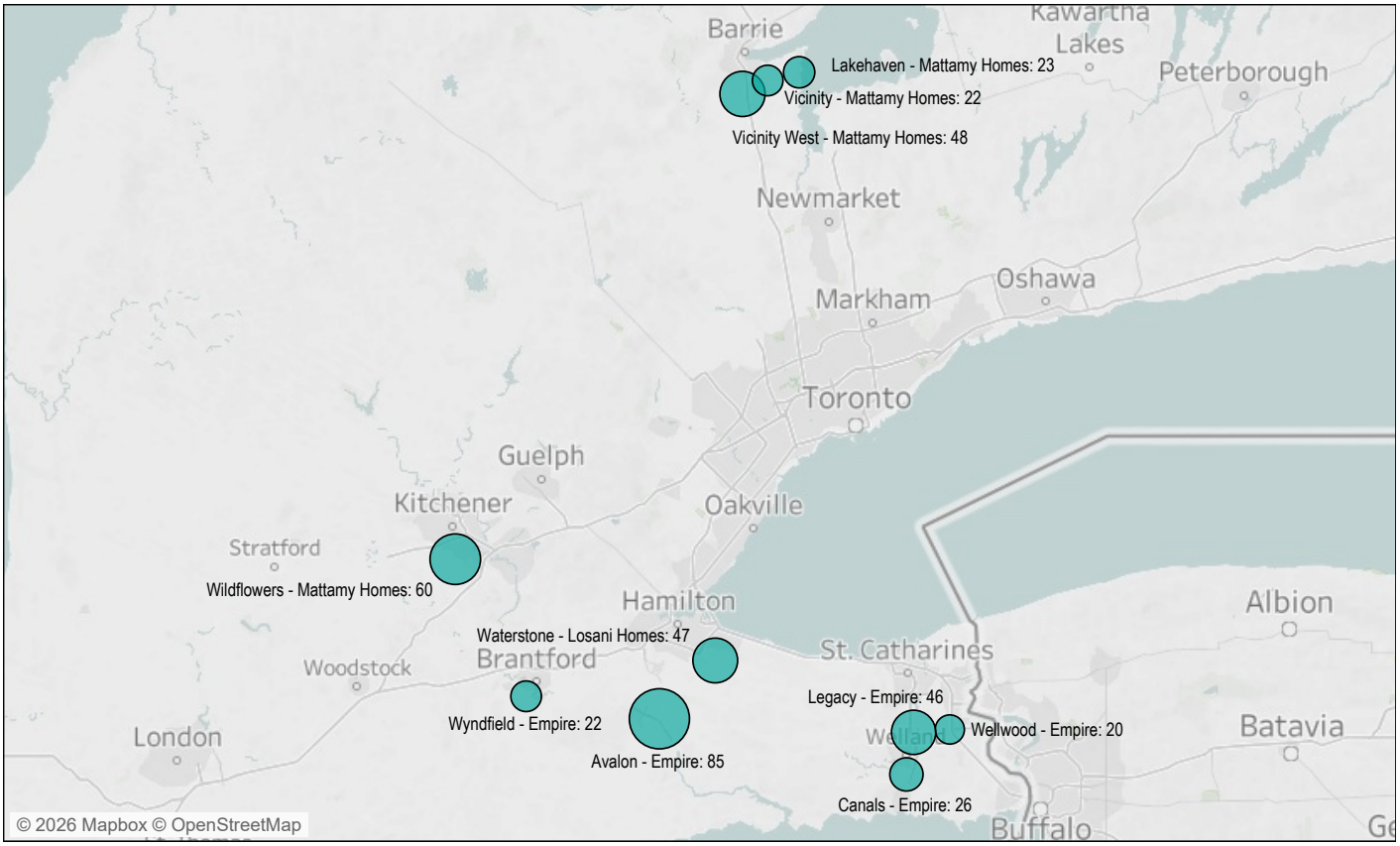


Current Sites

GGH - Active Low Rise Sites by Current Quarter Sales



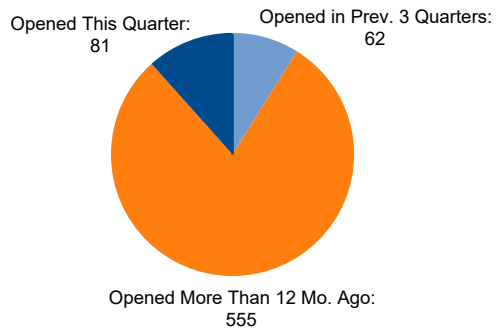
GGH - Top Sites by Current Quarter Sales



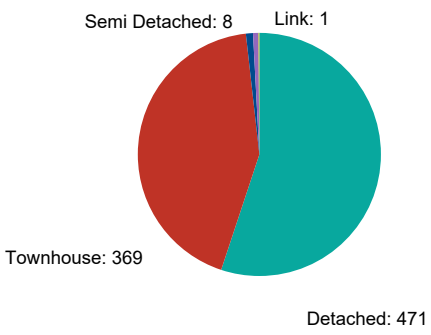
Sales Breakdown

Current Quarter Low Rise Sales Breakdown

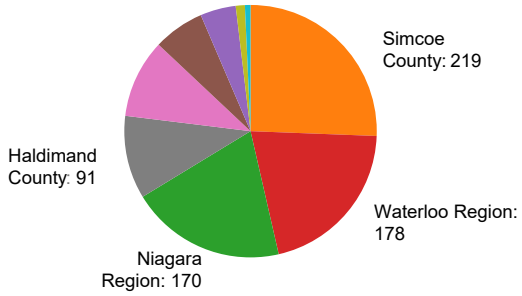
Sales by Opening Date



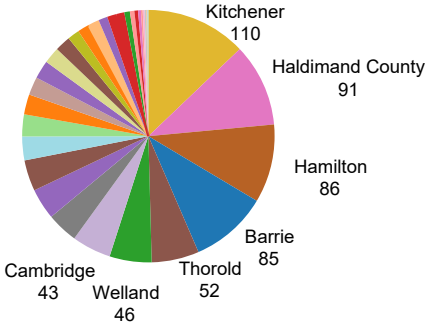
Sales by Product Type



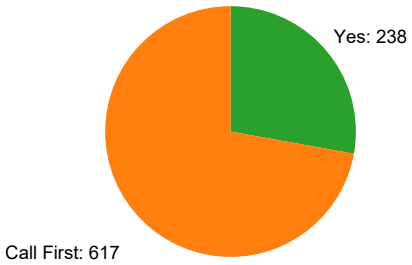
Sales by Region



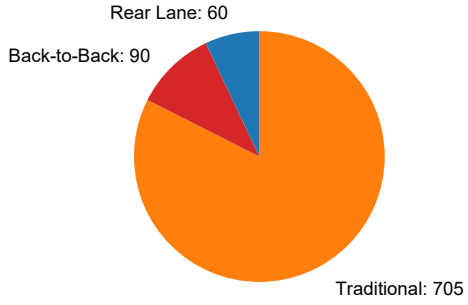
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



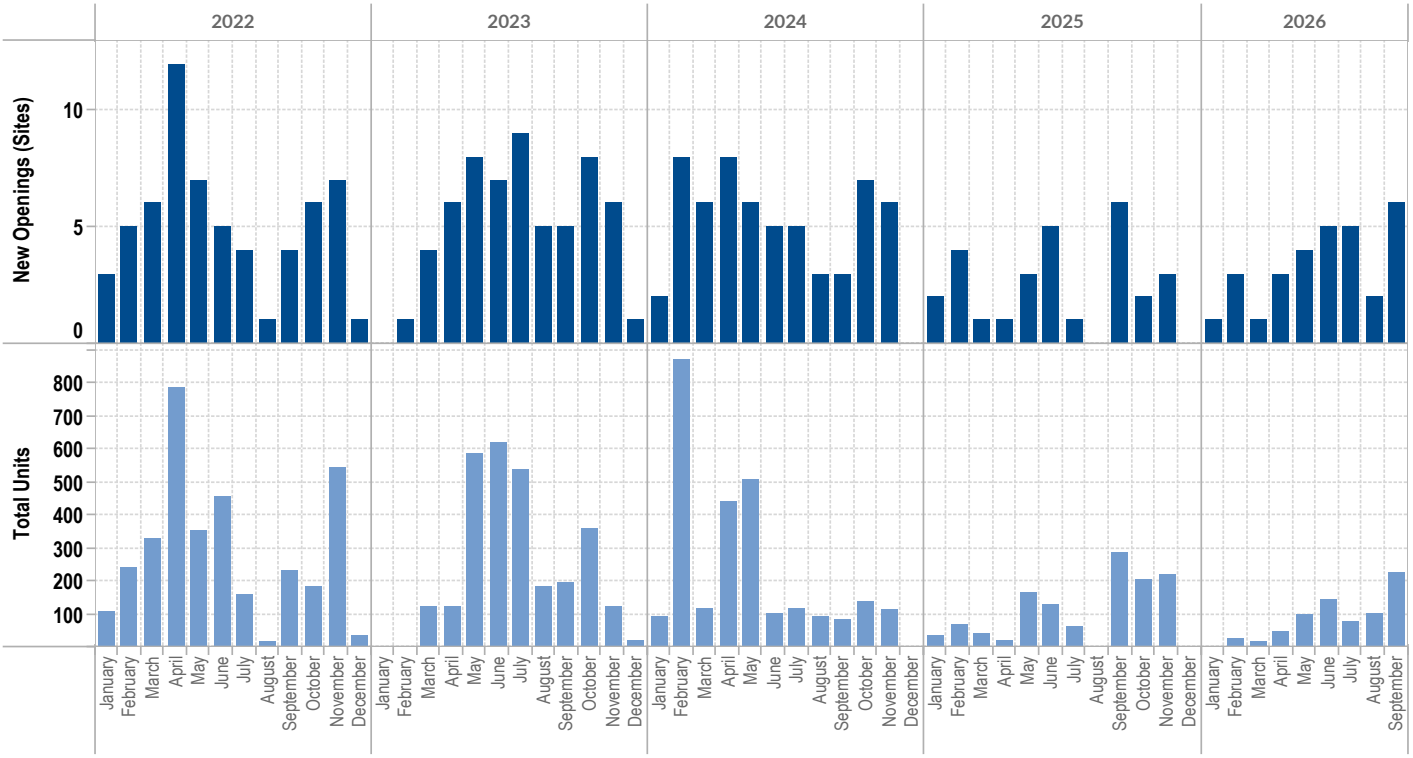
New Openings

Q3 2026 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	Opening Date	Current Month Sales	Rem Inv	Avg. $/SF	No. of Units
Bridlewood Estates - Evanstone Homes	Freehold Common Element	Kitchener	7/1/2026	0	2	$848	2
Peace Towns - Prahant Construction	Freehold	Fort Erie	7/11/2026	1	5	$320	13
Westgate Village Alliston - Previn Court Homes	Freehold	New Tecumseth	7/11/2026	1	27	$448	30
Appellation - Primont Homes	Freehold	Welland	7/25/2026	0	4	$405	4
Forest Park - Rinaldi Homes	Freehold	Pelham	7/27/2026	0	28	$613	28
Riverbend Grove - Ashton Homes	Freehold	Welland	8/12/2026	0	74	$417	74
Spears Gardens - Mountainview Building Group	Freehold	Fort Erie	8/26/2026	0	31	$350	31
Alcona Shores - Bayview Wellington Homes	Freehold Common Element	Innisfil	9/9/2026	0	32	$301	32
Riverwood - Pinevest Homes	Freehold Common Element	Brant	9/12/2026	0	15	$490	15
Waterstone - Losani Homes	Freehold Common Element	Hamilton	9/12/2026	47	0		47
Woodslee Meadows - Pinevest Homes	Freehold Common Element	Brant	9/12/2026	0	38	$375	38
Dreamfields - Rosehaven Homes	Freehold	West Gwillimbury	9/19/2026	3	29	$433	32
Wellwood - Empire	Freehold	Niagara Falls	9/19/2026	20	42	$355	62
Grand Total				**72**	**327**	**$412**	**408**

Condominium project openings within 10 days of month end are not able to record firm sales until the folllowing month due to rescission period.

Low Rise Opening History - Sites & Lots



Top Builders

GGH - Top Low Rise Builders by YTD Sales

Builder	2026 January	February	March	April	May	June	July	August	September	Total	Market Share %	Cum. Mkt. Share %
Empire	37	36	47	100	80	83	85	59	61	588	23.4%	23.4%
Mattamy Homes	15	26	33	77	51	36	49	75	45	407	16.2%	39.6%
Activa	7	11	11	15	24	29	22	4	20	143	5.7%	45.2%
Treasure Hill	30	19	6	23	25	3	1	1		108	4.3%	49.5%
Cachet Homes	10	9	9	34	7	6	3	15	4	97	3.9%	53.4%
Mountainview Building Group	6	2	6	16	33	5	5	6	8	87	3.5%	56.9%
Losani Homes	1	2	4	8	8	6	3	2	50	84	3.3%	60.2%
Laurelcrest Homes	0	0	0	23	3	5	6	2	5	44	1.7%	61.9%
Fusion Homes	1	1	3	1	12	6	6	8	4	42	1.7%	63.6%
Ridgeview Homes	7	9	9	4	1	8	1	0	0	39	1.6%	65.2%
	159	186	174	469	375	325	284	273	298	2,543		

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

Builder	2025 July	August	September	October	November	December	2026 January	February	March	April	May	June	July	August	September	Total	Market Share %	Cum. Mkt. Share %
Empire	24	28	19	50	58	43	37	36	47	100	80	83	85	59	61	810	23.2%	23.2%
Mattamy Homes	21	22	34	40	22	22	15	26	33	77	51	36	49	75	45	568	16.3%	39.5%
Activa	10	4	7	10	8	8	7	11	11	15	24	29	22	4	20	190	5.4%	44.9%
Treasure Hill					59	15	30	19	6	23	25	3	1	1		182	5.2%	50.1%
Cachet Homes	4	5	4	24	14	14	10	9	9	34	7	6	3	15	4	162	4.6%	54.7%
Losani Homes	6	4	4	1	6	3	1	2	4	8	8	6	3	2	50	108	3.1%	57.8%
Mountainview Building Group	4	6	2	2	6	0	6	2	6	16	33	5	5	6	8	107	3.1%	60.9%
Ridgeview Homes	1	2	0	7	9	4	7	9	9	4	1	8	1	0	0	62	1.8%	62.7%
Laurelcrest Homes	6	2	3	1	1	0	0	0	0	23	3	5	6	2	5	57	1.6%	64.3%
Madison Group			11	10	4	3	0	1	0	17	5	0	2	0	0	53	1.5%	65.8%
	134	127	130	201	245	144	159	186	174	469	375	325	284	273	298	3,524		

Top Sites

GGH - Top Low Rise Sites by Current Quarter Sales

Site Name	Municipality	Product Type	Lot Size	2026 Q3
Avalon - Empire	Haldimand County	Detached	27	8
			30	4
			33	26
			34	11
			38	1
			42	10
		Quadraplex	26	6
		Townhouse	20	19
	Total			**85**
Wildflowers - Mattamy Homes	Kitchener	Detached	30	15
			33	0
			36	5
		Townhouse	18	6
			21	34
	Total			**60**
Vicinity West - Mattamy Homes	Barrie	Detached	30	21
			36	8
		Townhouse	21	13
			23	6
	Total			**48**
Waterstone - Losani Homes	Hamilton	Townhouse	15	33
			21	14
	Total			**47**

Municipal Comparison

Current Quarter Sales & Same Quarter Last Year by Municipality

		2025 Q3					2026 Q3				
Region	Municipality	Detached	Link	Quadraplex	Semi Detach..	Townhouse	Detached	Link	Quadraplex	Semi Detach..	Townhouse
County of Brant	Brant	4				5	5				0
	Brantford	2				0	26	0			8
	Total	6				5	31	0			8
Dufferin County	Grand Valley	0				1	4				
	Melancthon										
	Orangeville	3			1		1			1	0
	Shelburne	0					0				
	Total	3			1	1	5			1	0
Haldimand County	Haldimand County	11		2		8	64		6		21
	Total	11		2		8	64		6		21
Hamilton	Hamilton	10			2	11	15			0	71
	Total	10			2	11	15			0	71
Niagara Region	Fort Erie	2			0	6	6			0	14
	Grimsby										
	Lincoln	5				3	5				8
	Niagara Falls	2			0	3	16			0	8
	Niagara-on-the-Lake					0					6
	Pelham	10				1	5				4
	St. Catharines	0				0	0				0
	Thorold	24				4	37				15
	Welland	17			1	4	24			2	20
	West Lincoln										
	Total	60			1	21	93			2	75
Peterborough County	Peterborough	3				5	8				2
	Total	3				5	8				2
Simcoe County	Barrie	28			5	28	52			0	33
	Clearview						0				
	Collingwood		1			5		0			1
	Essa	2					13				
	Innisfil	0				0	30				4
	New Tecumseth	1				0	13			0	5
	Orillia	1				1	1				1
	Oro-Medonte	6					1				
	Springwater	0			0	0	14			4	4
	Wasaga Beach	2	0		0	16	2	0		0	15
	West Gwillimbury	9			0	0	7	1		0	18
	Total	49	1		5	50	133	1		4	81
Waterloo Region	Cambridge	21				20	18				25
	Kitchener	21				23	59				51
	North Dumfries					1					3
	Waterloo	5				2	10				0
	Woolwich	11			0	12	8			0	4
	Total	58			0	58	95			0	83
Wellington County	Centre Wellington	8			0	2	16			0	4
	Guelph	4			1	5	11			1	22
	Guelph/Eramosa										2
	Puslinch										
	Total	12			1	7	27			1	28
Grand Total		212	1	2	10	166	471	1	6	8	369

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