

## **Distribution Customer Connections Working Group Participation EB-2025-0204**

To: The Ontario Energy Board (OEB)

From: Shawn Arndt

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Names of the Proposed Working Group Member(s): Andrew Sjogren and Martino Gabra

Mattamy Homes takes pride in discovering and investing in the best people and its opportunities. An opportunity to speak alongside the Ontario Energy Board (OEB) will be our commitment to our values, where being involved in providing solutions for the community is another step forward to becoming more sustainable. We want to keep our processes simple which will allow us to engage with the Ontario Government and their want for affordable, clean, secure and reliable energy. Mattamy Homes wants to be involved in all processes to get a greater understanding of how we can be and do better.

To become better, we need to face our challenge of not knowing the specific changes we need to make. Having a greater understanding will allow us to take the next step forward in building multiple demand scenarios to follow the timelines on the directive for the plan for growth. Mattamy Homes wants to take the initiative by being proactive and that is by gathering different perspectives to learn and captivate the needs of everyone involved.

Being one of the largest builders in North America, we always want to lead by example. We show our commitment by being innovative and through our leading-edge energy reduction strategy which has a focus on demand site management. This is exemplified as we are about to close on our 1000<sup>th</sup> low rise geothermal home in the next calendar year! Our move to being more sustainable, means the inclusion of EV charging conduit on all our homes for easier installation for EV infrastructure. This brings valuable insight for the needs of Ontario home buyers and home builders.

To help decarbonize the homebuilding industry, we need to connect with our peers and share what we know and what we have done.

Mattamy Homes wants to provide solutions by working together and meeting our customers' needs. People rely on us, and we want to remain reliable by stepping up, investing our time and committing to being part of a resilient economy.

## EXECUTIVE SUMMARY

### TOP 20 BUILDERS | YTD SALES



Ranking	Builder	YTD Sales	Previous Rank
1	Mattamy Homes	403	1
2	Treasure Hill Home Corp.	162	2
3	CountryWide Homes	56	5
4	Great Gulf Homes	54	7
5	Zancor Homes	48	19
6	Empire Communities	47	3
7	Ridgeview Homes	45	4
8	Activa Group	44	6
9	Caivan Communities	34	10
10	Linvest	25	8
11	LIV Communities	25	9
12	Minto Homes	22	12
13	Remington Group Homes	22	11
14	Regal Crest Homes	21	NR
15	Greenpark Homes	20	18
16	Carey Homes	19	13
17	National Homes	19	14
18	Cachet Estate Homes	18	15
19	Brookfield Residential	17	20
20	Fusion Homes	17	16
Top 20 Total		1,118	NR=not ranked for the previous month's top 20 Builder
Total Market Area - YTD		1,374	
Market Share		81%	

Please consider us for this great opportunity.

Thank you,

Shawn Arndt  
Vice President, Land Development