# Greater Golden Horseshoe Commercial Q1 2018 Statistics

Data as of March 31, 2018

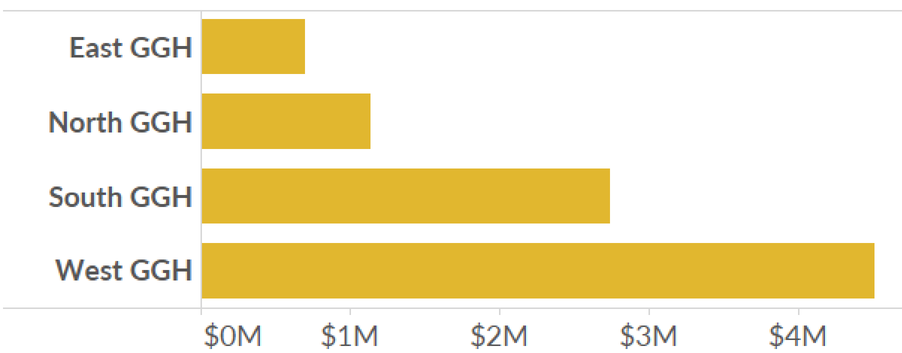
Altus Group

# Office Transactions - $500K to $1M

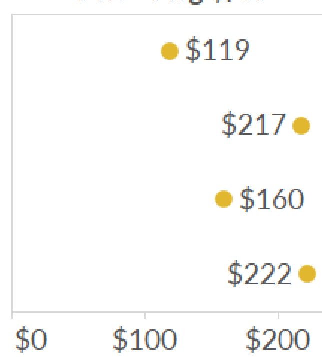
Q1 2018 saw 14 office transactions worth $9M in the $500K to $1M category.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $0.70M | 1 | $2.20M | 3 | -68.1% |
| North GGH | $1.14M | 2 | $3.83M | 5 | -70.3% |
| South GGH | $2.74M | 4 | $4.14M | 6 | -33.8% |
| West GGH | $4.51M | 7 | $2.10M | 3 | 115.5% |
| Grand Total | $9.09M | 14 | $12.27M | 17 | -25.9% |

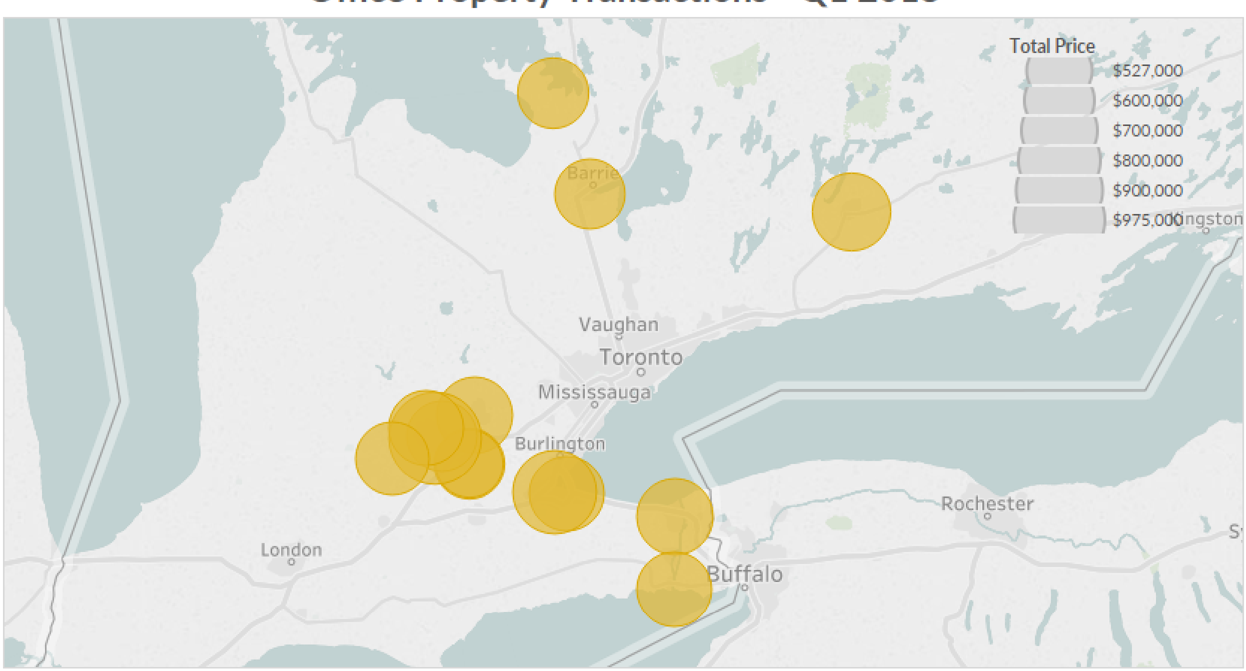
YTD - Office Total $ Volume




YTD - Avg $/SF




## Office Property Transactions - Q1 2018

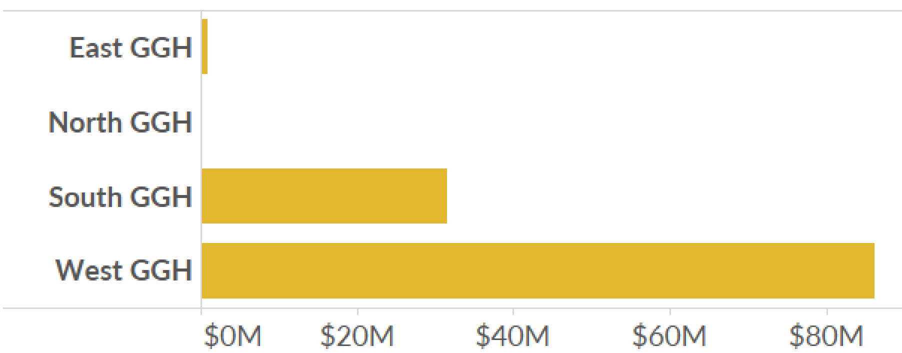


# Office Transactions - $1M+

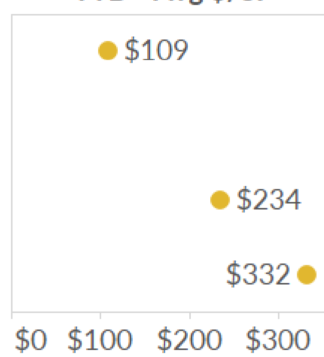
Q1 2018 saw 17 office transactions worth $119M in the $1M+ category.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $1.00M | 1 | $2.10M | 1 | -52.4% |
| North GGH | | | | | |
| South GGH | $31.51M | 9 | $15.09M | 8 | 108.7% |
| West GGH | $86.28M | 7 | $24.90M | 8 | 246.5% |
| Grand Total | $118.78M | 17 | $42.09M | 17 | 182.2% |

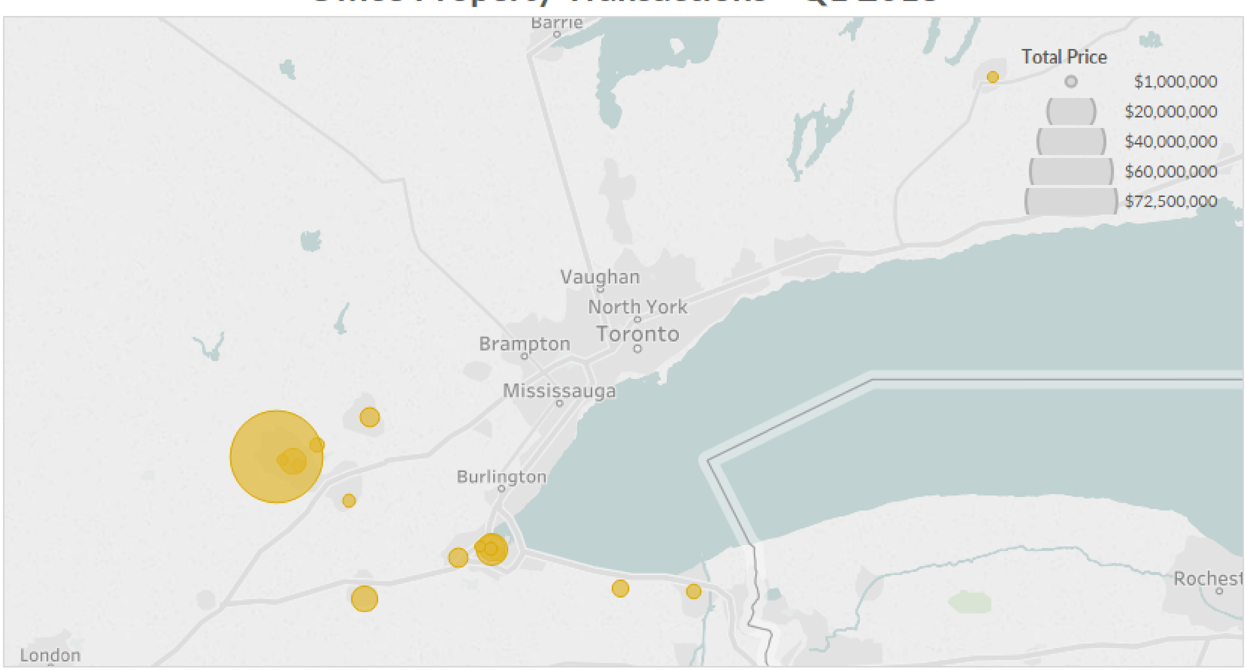
YTD - Office Total $ Volume




YTD - Avg $/SF




## Office Property Transactions - Q1 2018

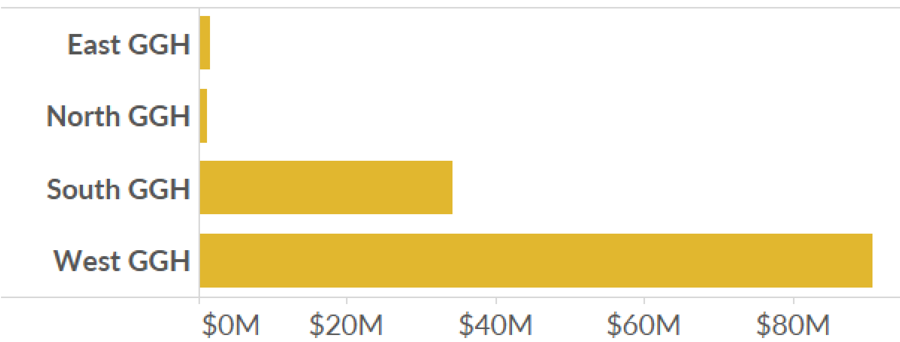


# Office Transactions – All Sales

Q1 2018 saw 31 office transactions worth $128M in all price thresholds.

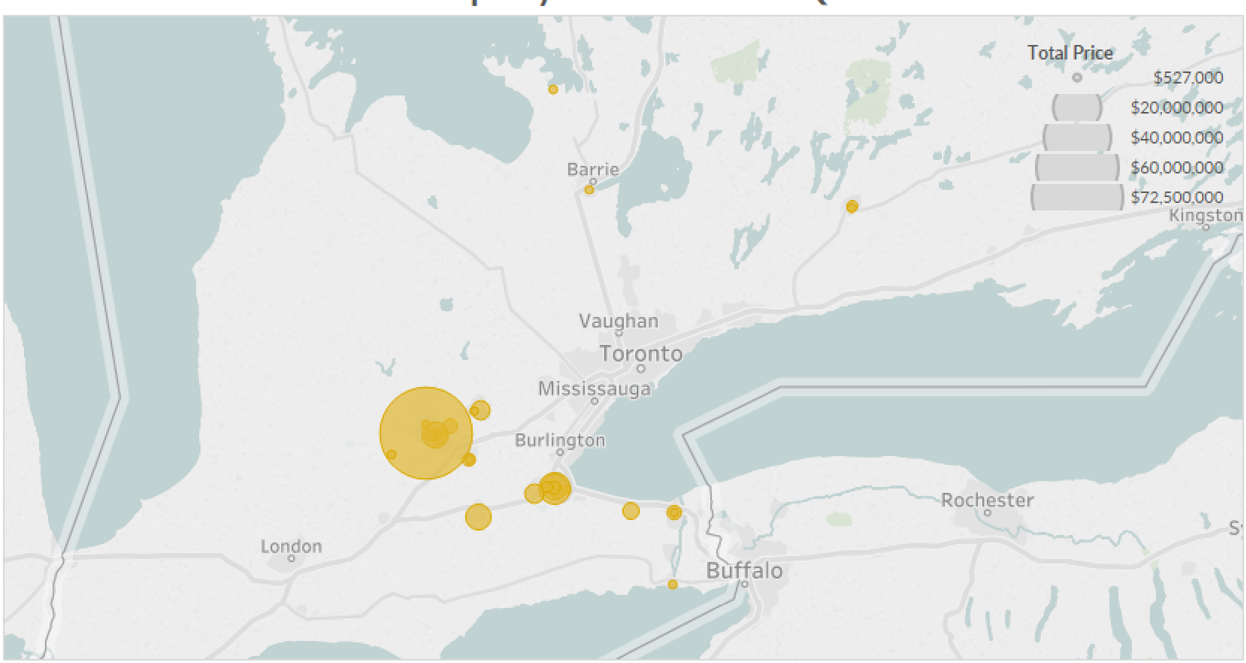
| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $1.70M | 2 | $4.30M | 4 | -60.4% |
| North GGH | $1.14M | 2 | $3.83M | 5 | -70.3% |
| South GGH | $34.25M | 13 | $19.23M | 14 | 78.0% |
| West GGH | $90.79M | 14 | $27.00M | 11 | 236.3% |
| Grand Total | $127.88M | 31 | $54.36M | 34 | 135.2% |

YTD - Office Total $ Volume




YTD - Avg $/SF


## Office Property Transactions - Q1 2018



# Retail Transactions - $500K to $1M

Q1 2018 saw 42 retail transactions worth $28M in the $500K to $1M category.

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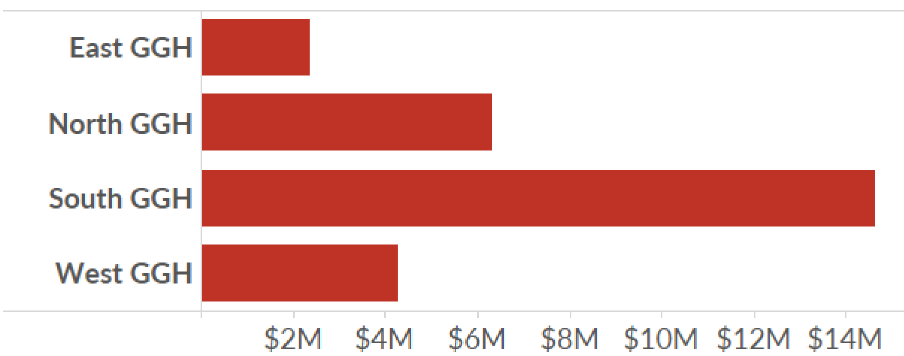
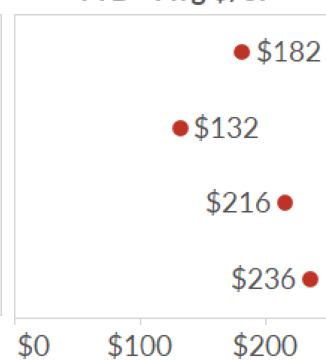
| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $2.36M | 4 | $3.73M | 6 | -36.51% |
| North GGH | $6.33M | 10 | $10.55M | 14 | -40.07% |
| South GGH | $14.65M | 22 | $22.44M | 33 | -34.73% |
| West GGH | $4.28M | 6 | $8.88M | 12 | -51.88% |
| Grand Total | $27.61M | 42 | $45.61M | 65 | -39.45% |

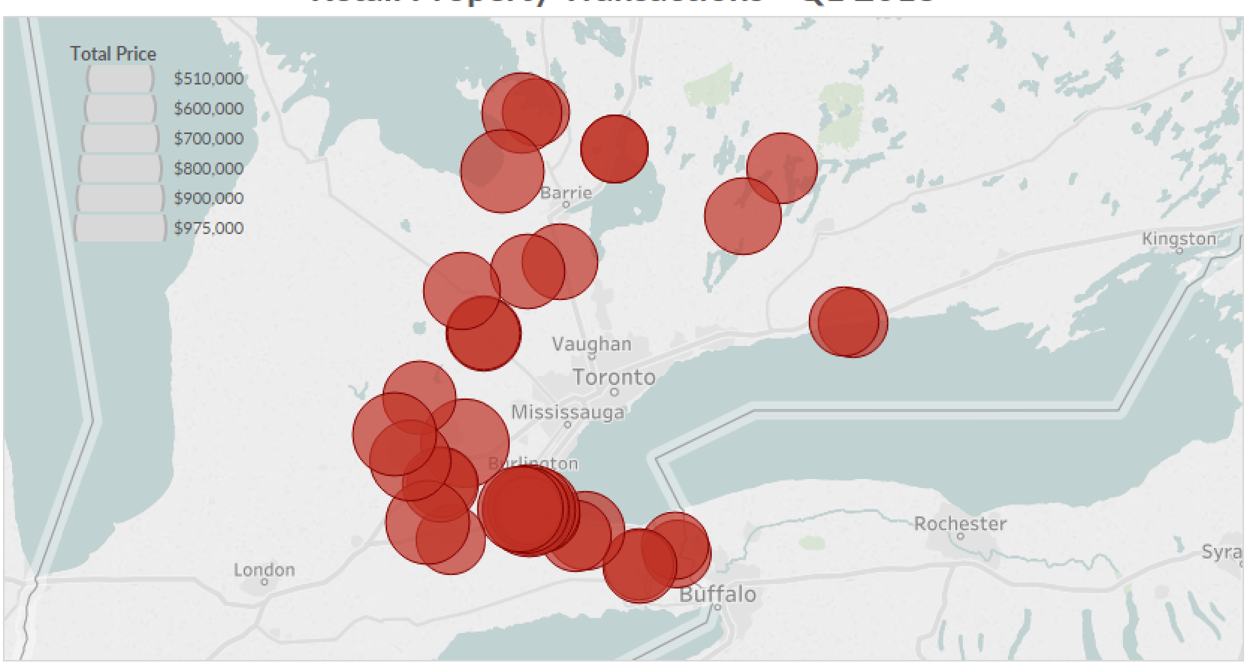
YTD - Retail Total $ Volume




YTD - Avg $/SF




## Retail Property Transactions - Q1 2018

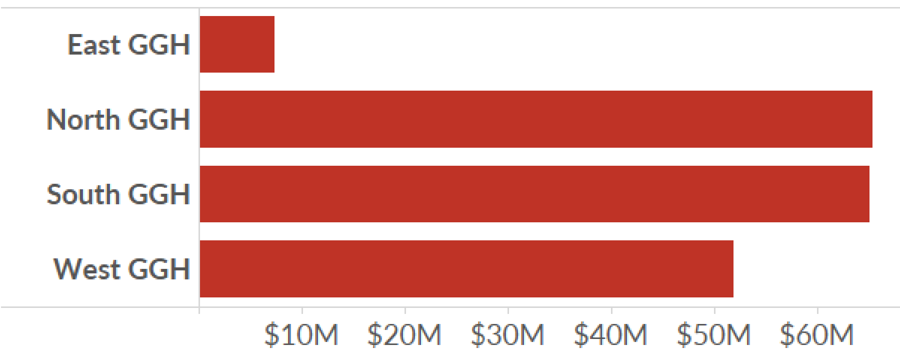


# Retail Transactions - $1M+

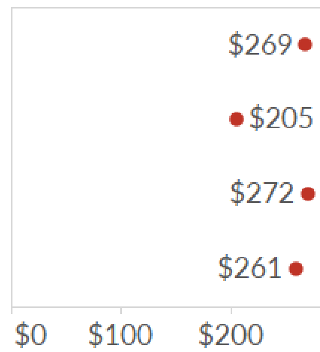
Q1 2018 saw 52 retail transactions worth $190M in the $1M+ category.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $7.41M | 3 | $4.70M | 3 | 57.6% |
| North GGH | $65.48M | 12 | $65.98M | 14 | -0.8% |
| South GGH | $65.09M | 20 | $96.18M | 25 | -32.3% |
| West GGH | $51.90M | 17 | $116.84M | 17 | -55.6% |
| Grand Total | $189.87M | 52 | $283.71M | 59 | -33.1% |

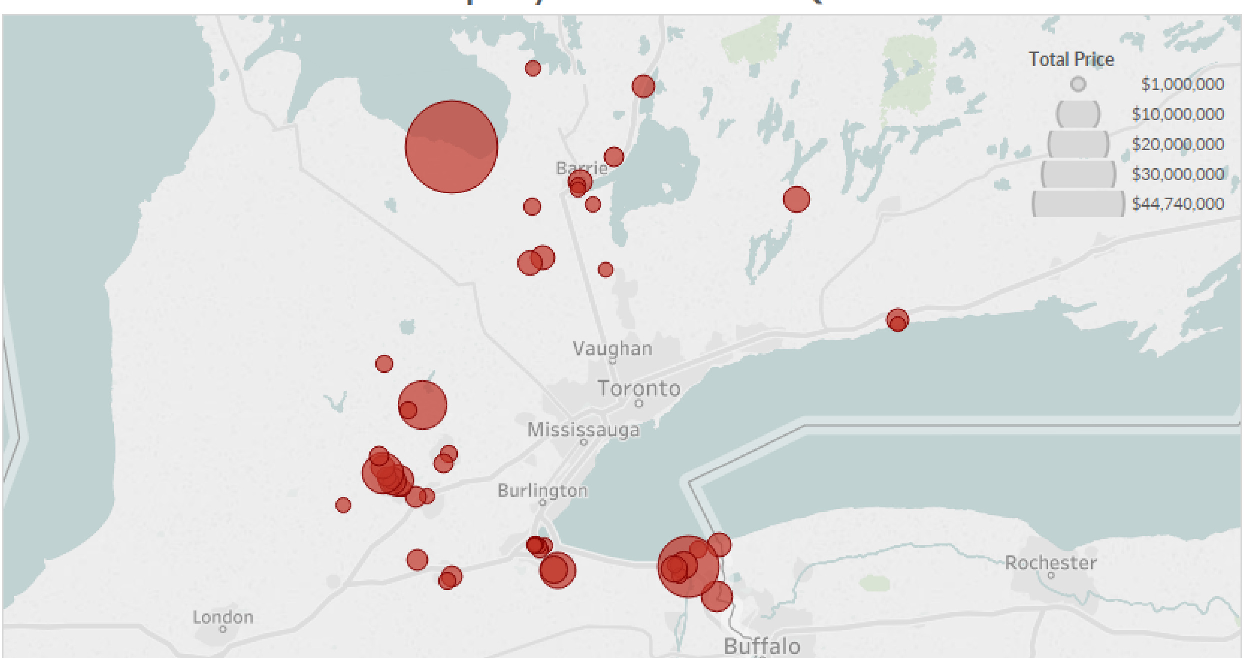
YTD - Retail Total $ Volume




YTD - Avg $/SF



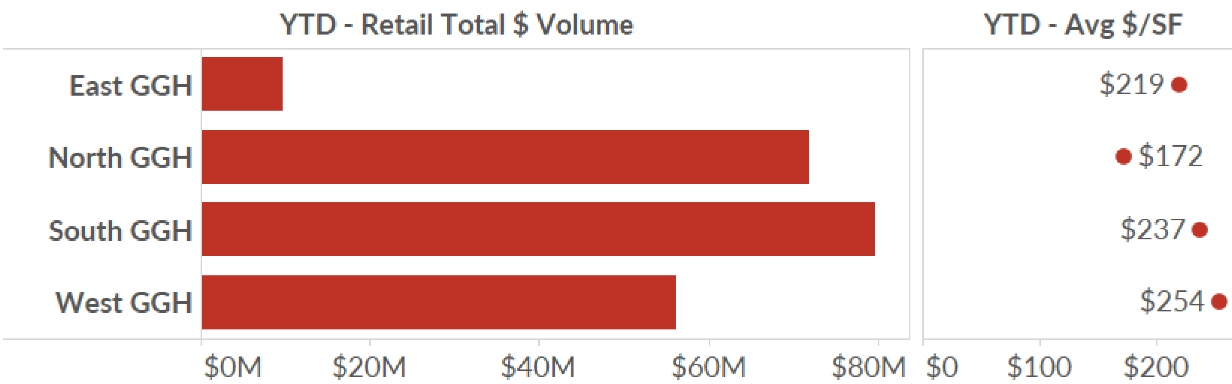

Retail Property Transactions - Q1 2018



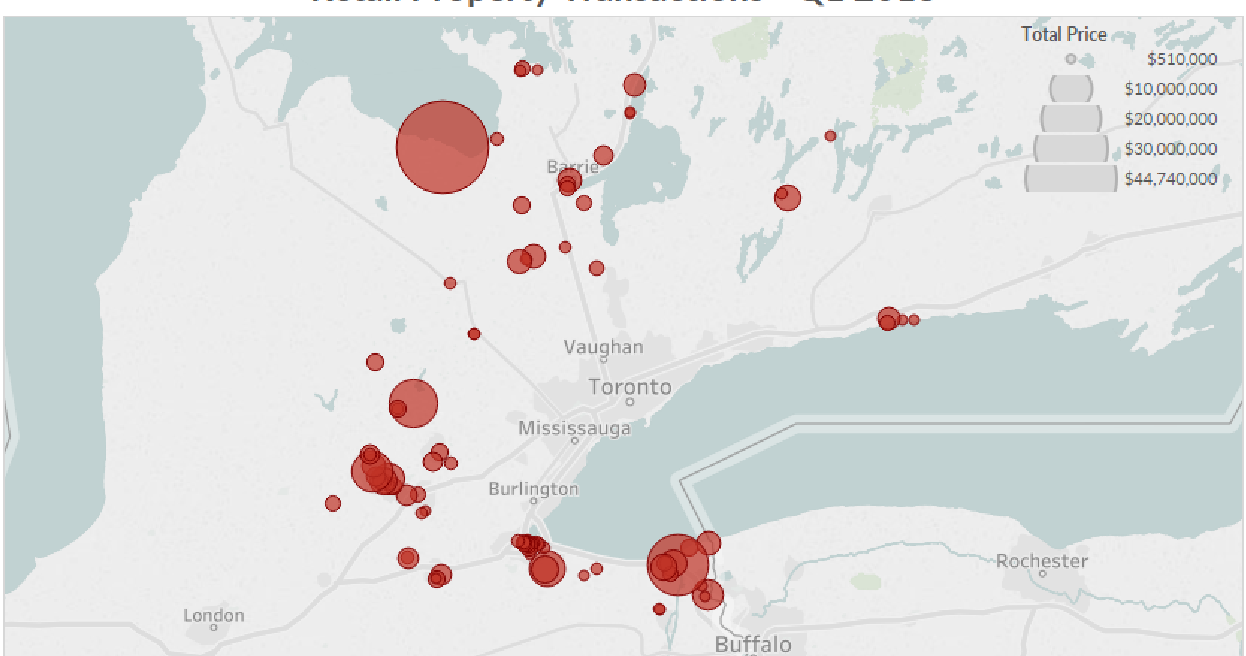
# Retail Transactions – All Sales

Q1 2018 saw 94 retail transactions worth $217M in all price thresholds.

| | Q1 2018 $ Vol | Q1 2018 # | Q1 2017 $ Vol | Q1 2017 # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $9.77M | 7 | $8.43M | 9 | 15.96% |
| North GGH | $71.80M | 22 | $76.54M | 28 | -6.18% |
| South GGH | $79.74M | 42 | $118.63M | 58 | -32.78% |
| West GGH | $56.18M | 23 | $125.73M | 29 | -55.32% |
| Grand Total | $217.49M | 94 | $329.32M | 124 | -33.96% |




## Retail Property Transactions - Q1 2018

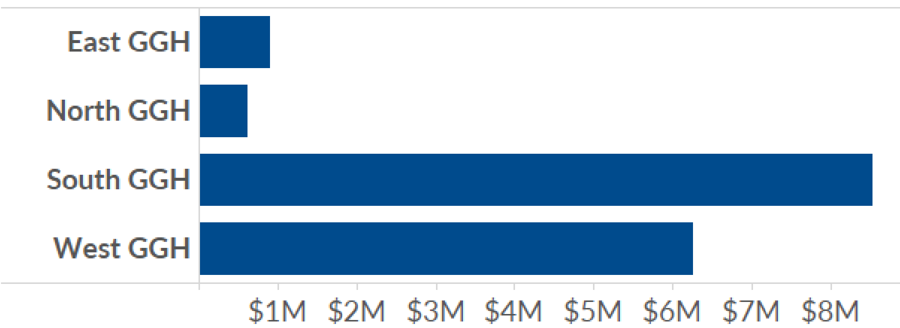


# Industrial Transactions - $500K to $1M

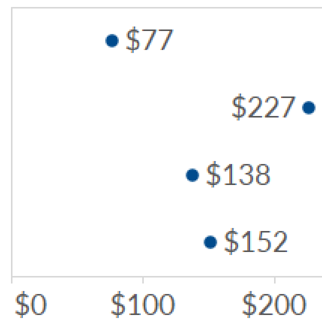
Q1 2018 saw 22 industrial transactions worth $16M in the $500K to $1M category.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $0.90M | 1 | $1.67M | 2 | -45.9% |
| North GGH | $0.63M | 1 | $2.99M | 4 | -79.1% |
| South GGH | $8.54M | 12 | $11.30M | 16 | -24.5% |
| West GGH | $6.26M | 8 | $3.76M | 5 | 66.7% |
| Grand Total | $16.32M | 22 | $19.71M | 27 | -17.2% |

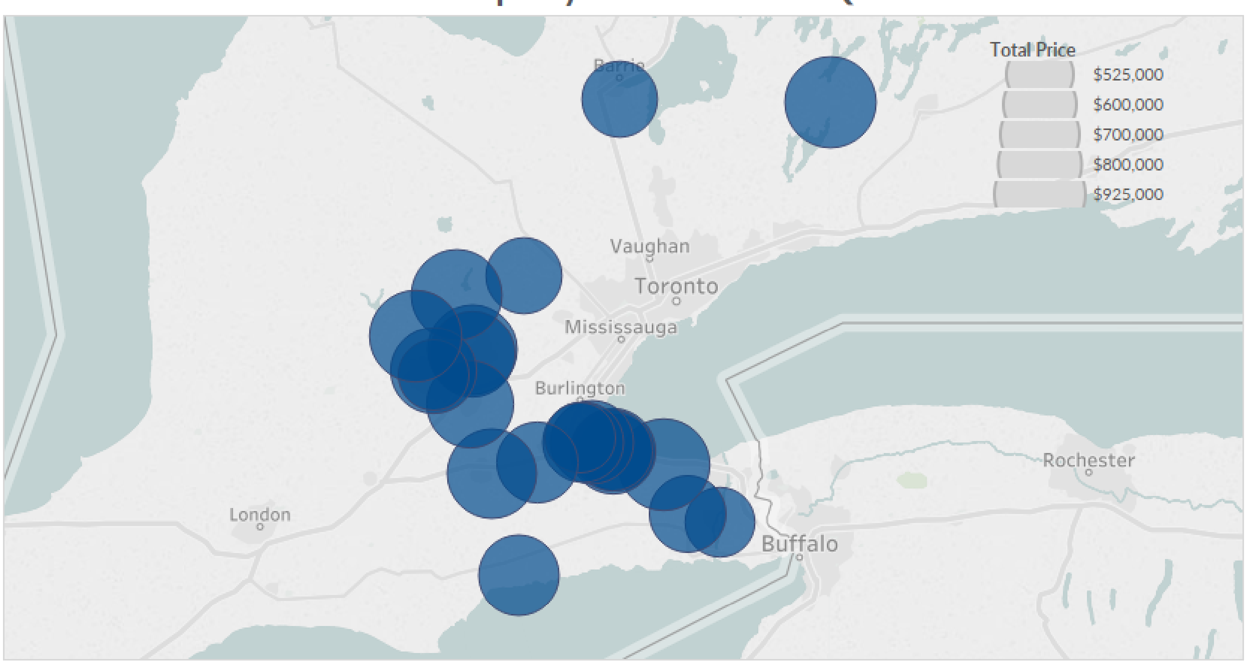
YTD - Industrial Total $ Volume




YTD - Avg $/SF




## Industrial Property Transactions - Q1 2018

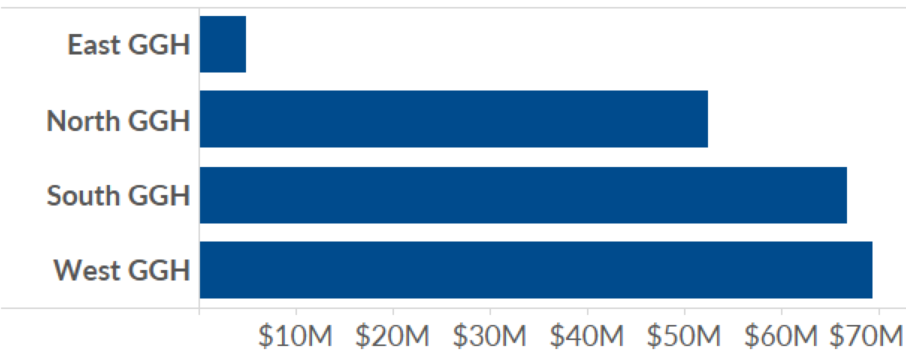


# Industrial Transactions - $1M+

Q1 2018 saw 55 industrial transactions worth $194M in the $1M+ category.

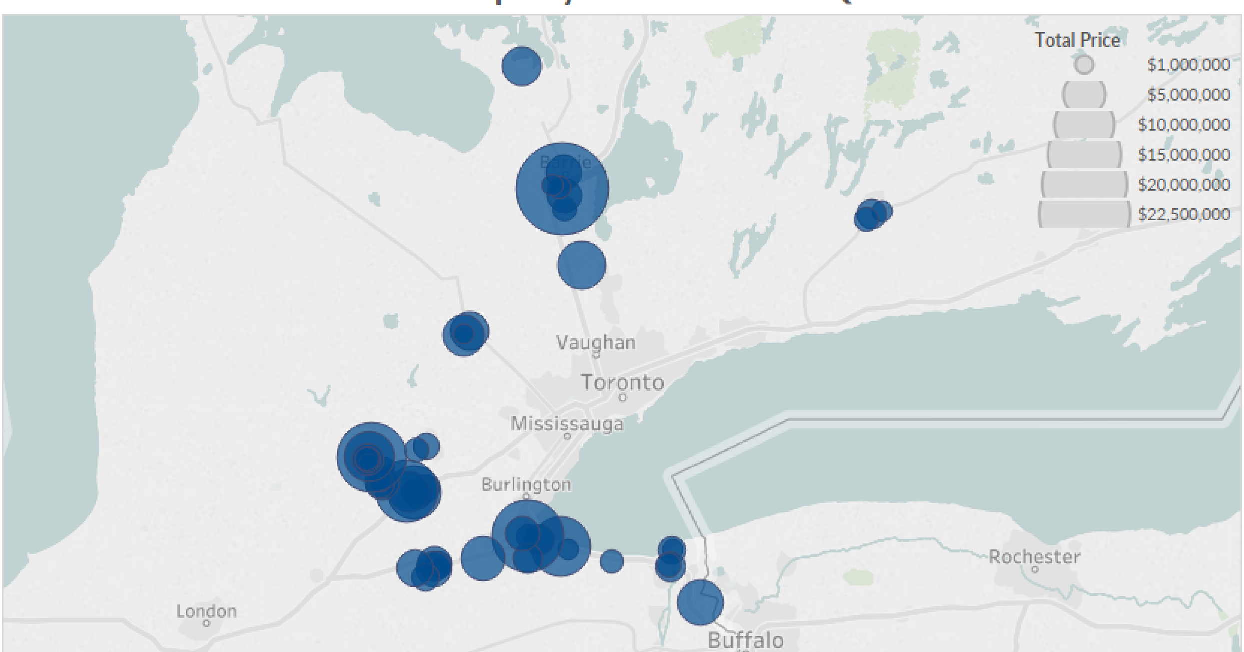
| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $4.93M | 3 | | | |
| North GGH | $52.50M | 11 | $8.67M | 6 | 505.9% |
| South GGH | $66.81M | 20 | $112.28M | 21 | -40.5% |
| West GGH | $69.46M | 21 | $141.82M | 28 | -51.0% |
| Grand Total | $193.70M | 55 | $262.77M | 55 | -26.3% |

YTD - Industrial Total $ Volume




YTD - Avg $/SF


## Industrial Property Transactions - Q1 2018



# Industrial Transactions – All Sales

Q1 2018 saw 77 industrial transactions worth $210M in all price thresholds.

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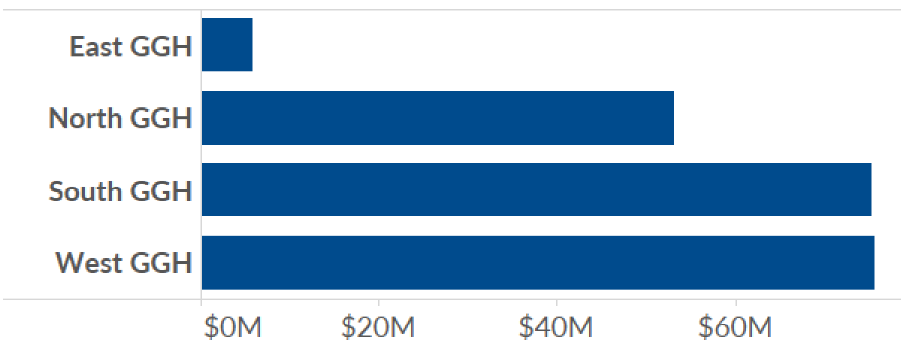
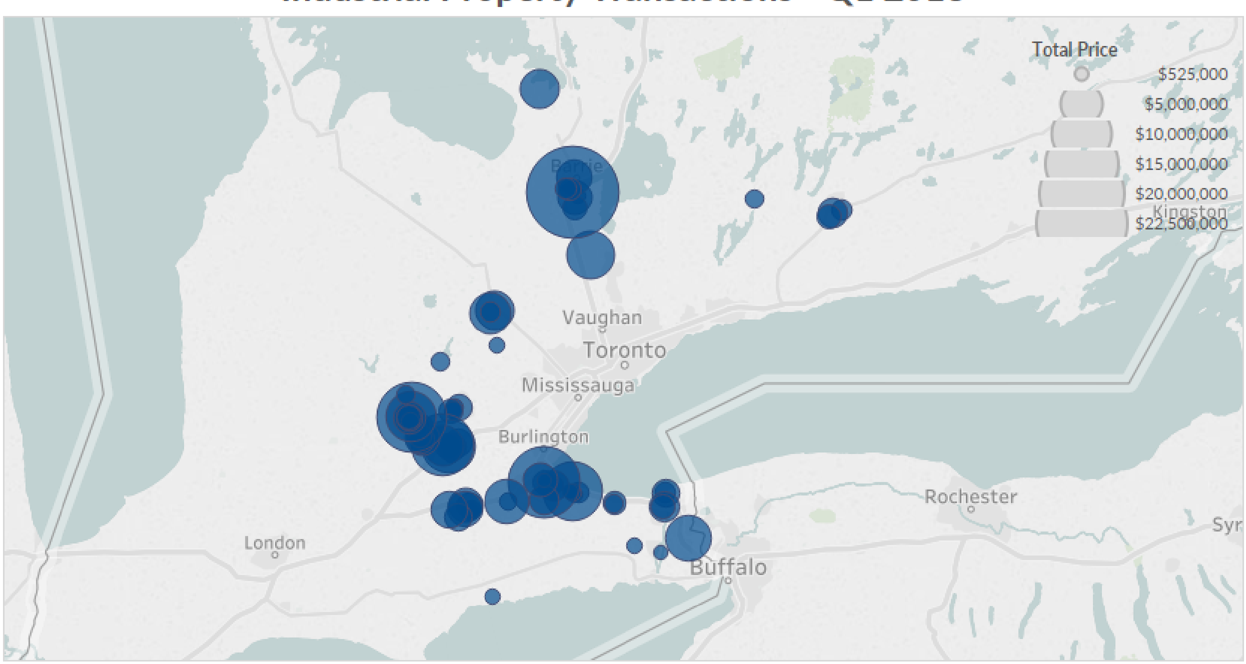
| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $5.83M | 4 | $1.67M | 2 | 249.8% |
| North GGH | $53.13M | 12 | $11.65M | 10 | 356.0% |
| South GGH | $75.35M | 32 | $123.58M | 37 | -39.0% |
| West GGH | $75.72M | 29 | $145.58M | 33 | -48.0% |
| Grand Total | $210.03M | 77 | $282.48M | 82 | -25.6% |

YTD - Industrial Total $ Volume




YTD - Avg $/SF


Industrial Property Transactions - Q1 2018

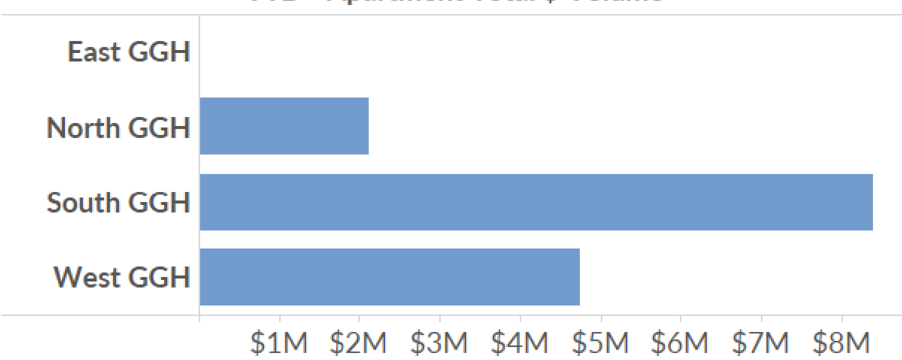


# Apartment Transactions - $500K to $1M

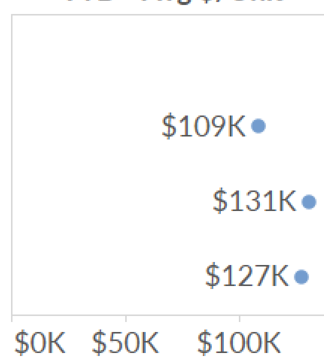
Q1 2018 saw 22 apartment transactions worth $15M in the $500K to $1M category.

| | Q1 2018 $ Vol | Q1 2018 # | Q1 2017 $ Vol | Q1 2017 # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | | | $2.80M | 4 | -100.0% |
| North GGH | $2.12M | 3 | $0.67M | 1 | 215.5% |
| South GGH | $8.40M | 13 | $11.05M | 15 | -23.9% |
| West GGH | $4.75M | 6 | $5.63M | 7 | -15.5% |
| Grand Total | $15.28M | 22 | $20.15M | 27 | -24.2% |

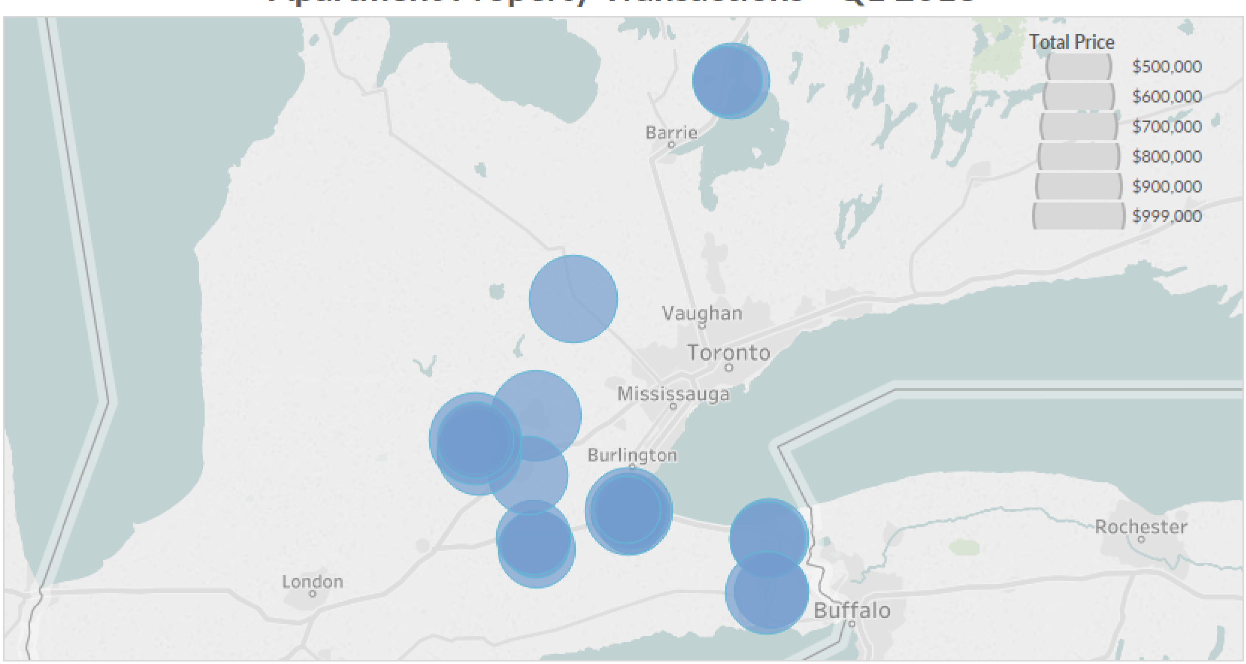
YTD - Apartment Total $ Volume




YTD - Avg $/Unit




Apartment Property Transactions - Q1 2018

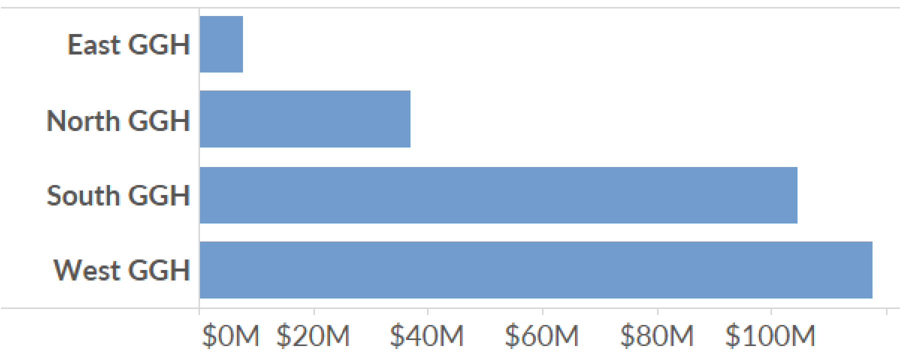


# Apartment Transactions - $1M+

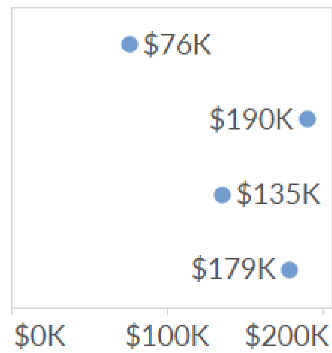
Q1 2018 saw 36 apartment transactions worth $267M in the $1M+ category.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $7.72M | 3 | $8.40M | 4 | -8.0% |
| North GGH | $36.97M | 4 | $4.50M | 2 | 721.5% |
| South GGH | $104.57M | 16 | $105.74M | 28 | -1.1% |
| West GGH | $117.82M | 13 | $41.40M | 11 | 184.6% |
| Grand Total | $267.08M | 36 | $160.04M | 45 | 66.9% |

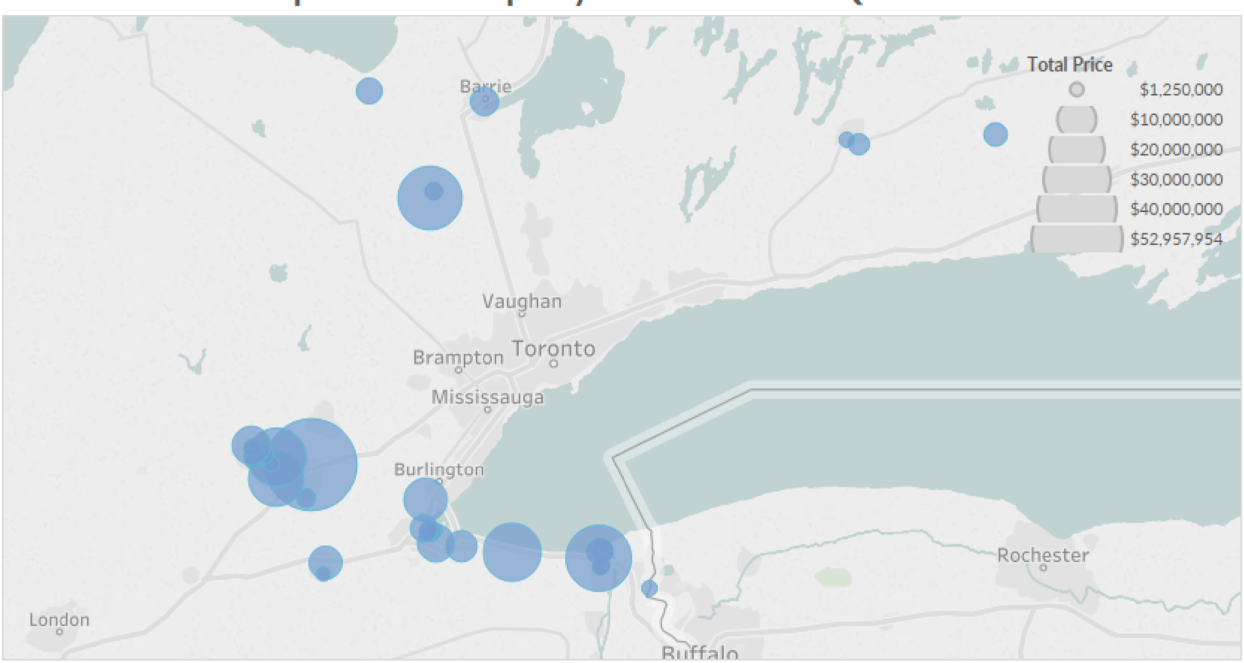
YTD - Apartment Total $ Volume




YTD - Avg $/Unit




Apartment Property Transactions - Q1 2018

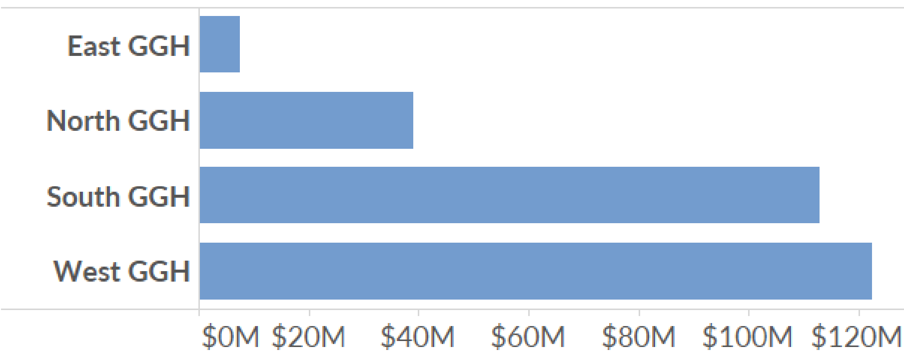


# Apartment Transactions – All Sales

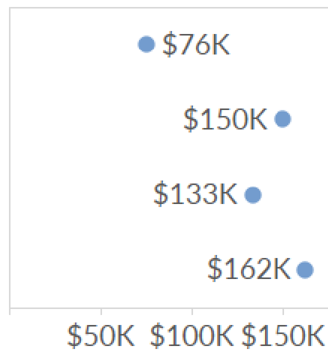
Q1 2018 saw 58 apartment transactions worth $282M in all price thresholds.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $7.72M | 3 | $11.20M | 8 | -31.0% |
| North GGH | $39.09M | 7 | $5.17M | 3 | 655.7% |
| South GGH | $112.98M | 29 | $116.79M | 43 | -3.3% |
| West GGH | $122.58M | 19 | $47.03M | 18 | 160.6% |
| Grand Total | $282.36M | 58 | $180.18M | 72 | 56.7% |

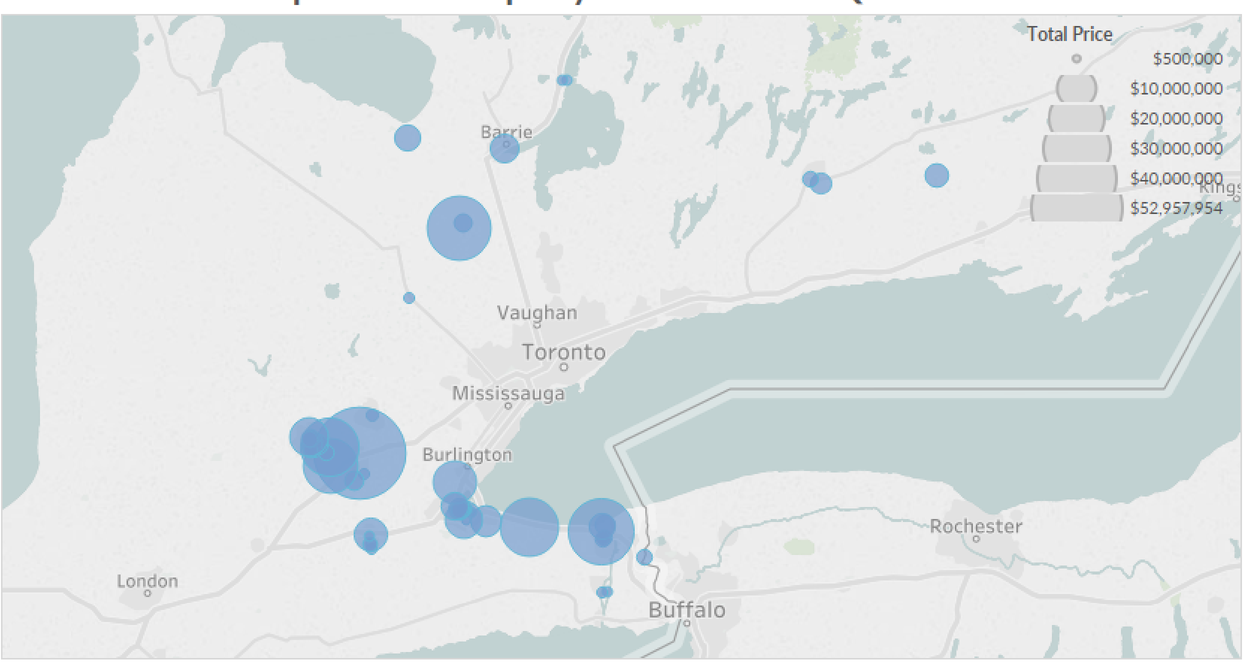
YTD - Apartment Total $ Volume




YTD - Avg $/Unit



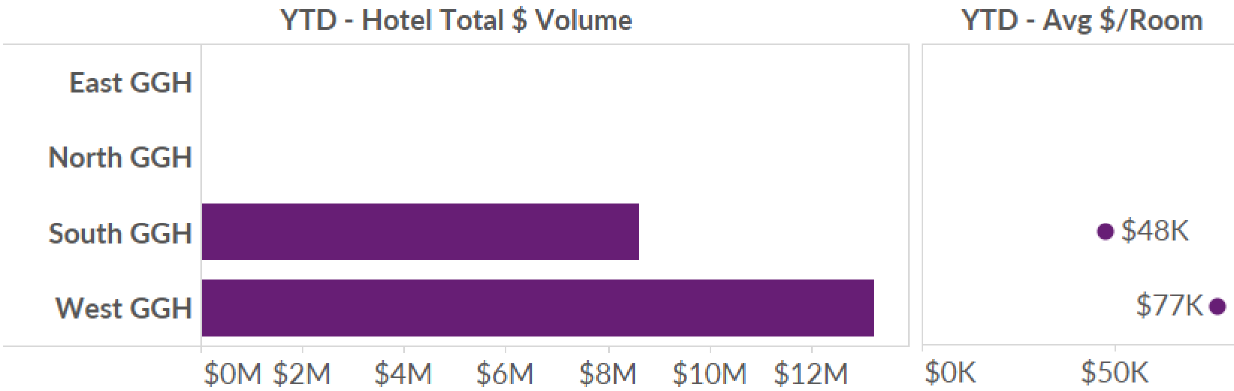

## Apartment Property Transactions - Q1 2018



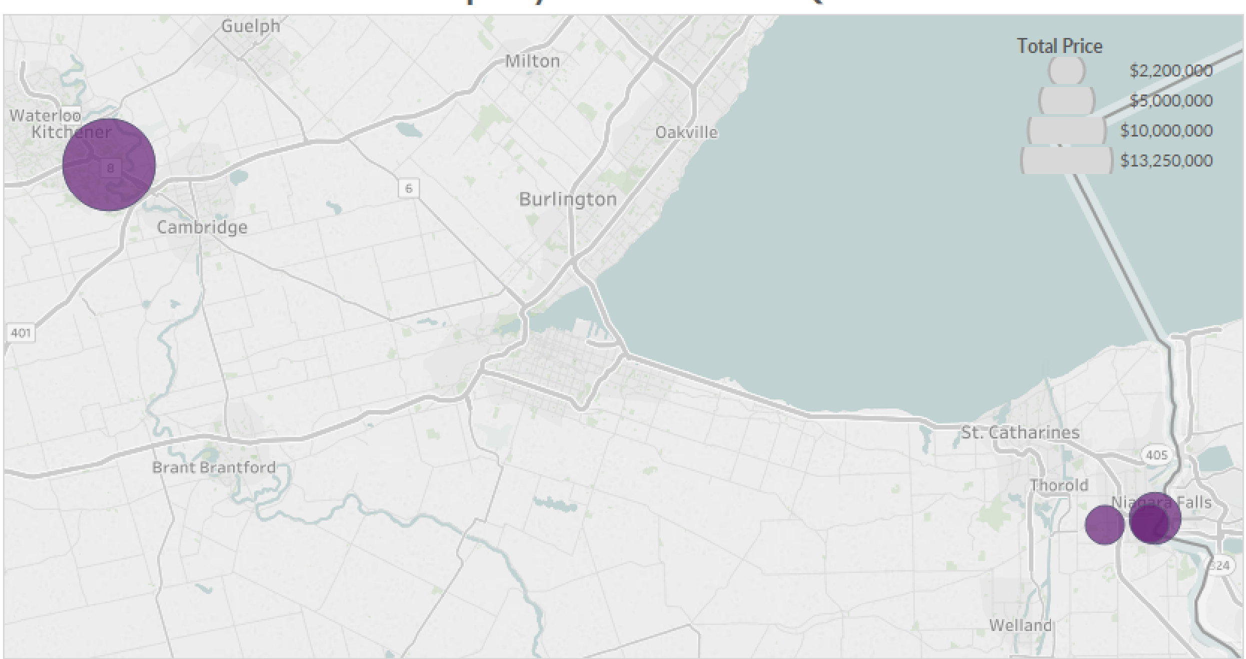
# Hotel Transactions – All Sales

Q1 2018 saw 4 hotel transactions worth $22M in all price thresholds.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | | | $4.09M | 4 | -100.0% |
| North GGH | | | $1.91M | 3 | -100.0% |
| South GGH | $8.64M | 3 | $4.02M | 2 | 114.9% |
| West GGH | $13.25M | 1 | $4.87M | 1 | 172.1% |
| Grand Total | $21.89M | 4 | $14.89M | 10 | 47.1% |




## Hotel Property Transactions - Q1 2018

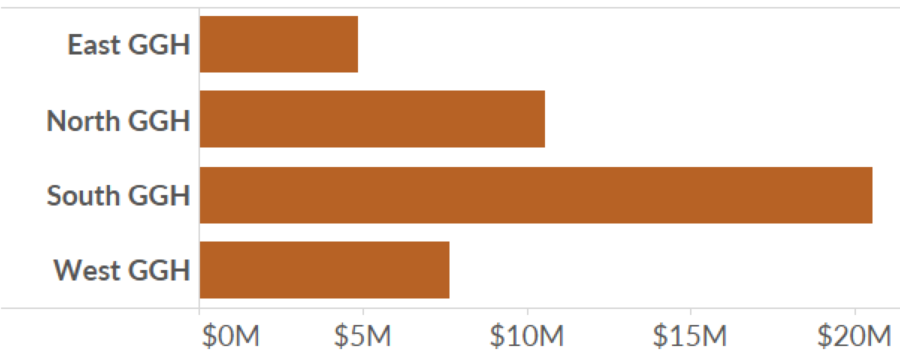


# ICI Land Transactions - $500K to $1M

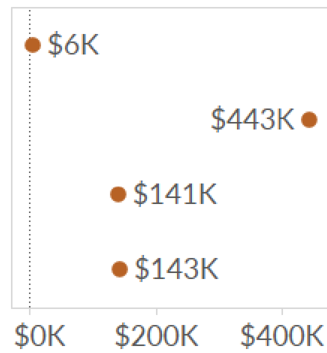
Q1 2018 saw 62 ICI land transactions worth $44M in the $500K to $1M category.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $4.85M | 7 | $3.65M | 5 | 33.14% |
| North GGH | $10.55M | 15 | $16.48M | 22 | -36.01% |
| South GGH | $20.56M | 29 | $13.93M | 20 | 47.57% |
| West GGH | $7.65M | 11 | $7.19M | 10 | 6.42% |
| Grand Total | $43.61M | 62 | $41.25M | 57 | 5.73% |

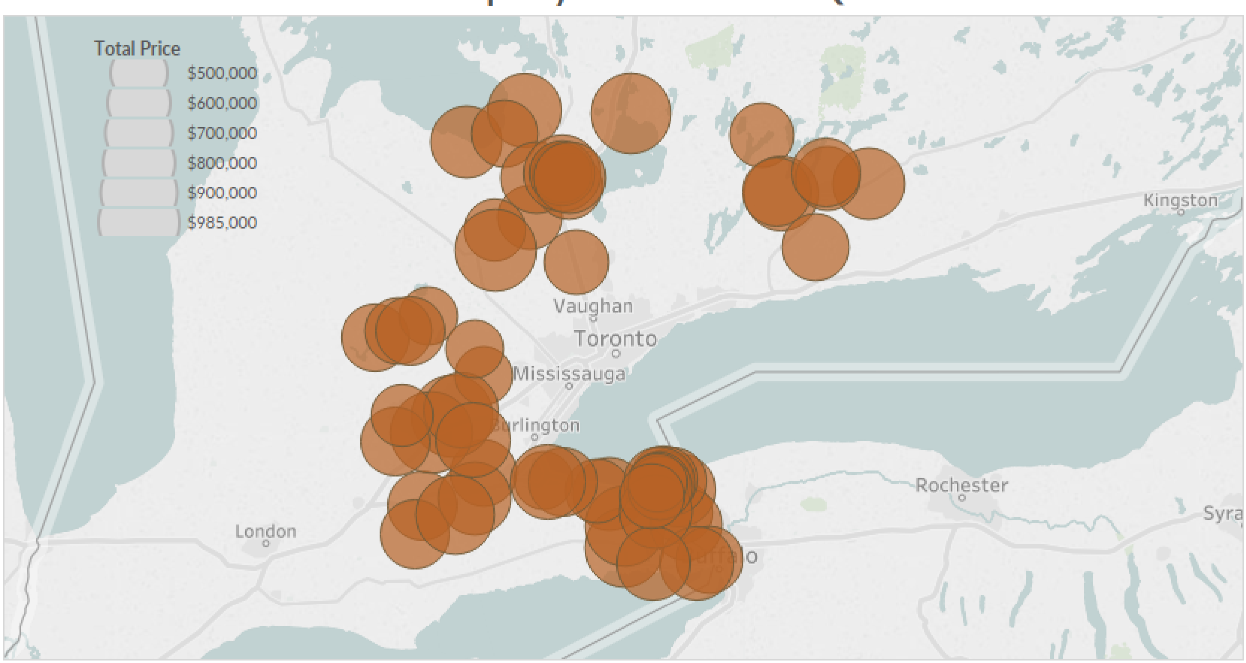
YTD - ICI Land Total $ Volume




YTD - Avg $/Acre




ICI Land Property Transactions - Q1 2018

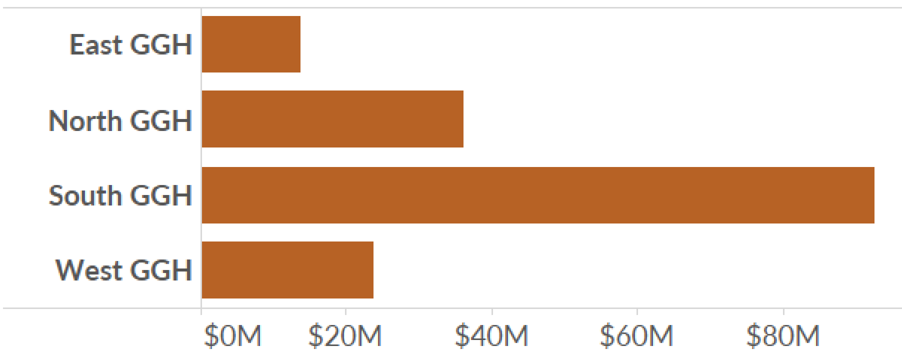


# ICI Land Transactions - $1M+

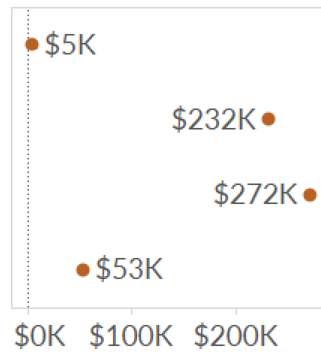
Q1 2018 saw 80 ICI land transactions worth $166M in the $1M+ category.

| | Q1 2018 $ Vol | Q1 2018 # | Q1 2017 $ Vol | Q1 2017 # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $13.82M | 7 | $10.44M | 7 | 32.3% |
| North GGH | $36.14M | 19 | $37.14M | 18 | -2.7% |
| South GGH | $92.68M | 40 | $44.42M | 22 | 108.6% |
| West GGH | $23.81M | 14 | $44.72M | 23 | -46.7% |
| Grand Total | $166.45M | 80 | $136.71M | 70 | 21.8% |

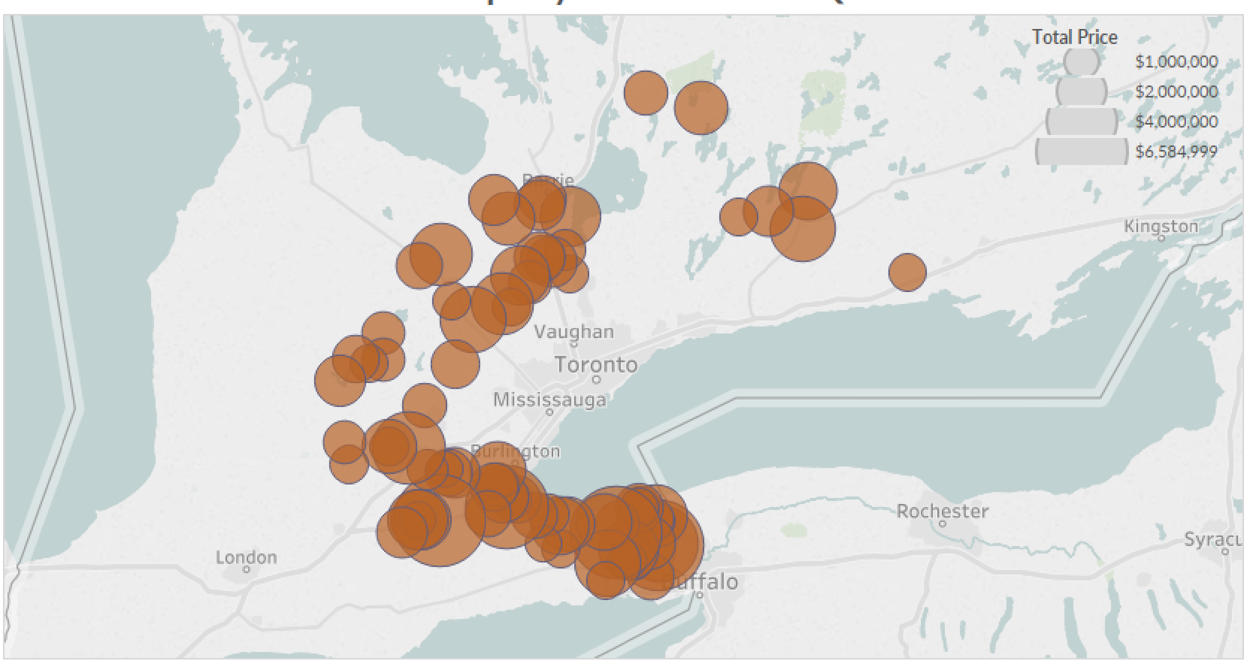
YTD - ICI Land Total $ Volume




YTD - Avg $/Acre




## ICI Land Property Transactions - Q1 2018

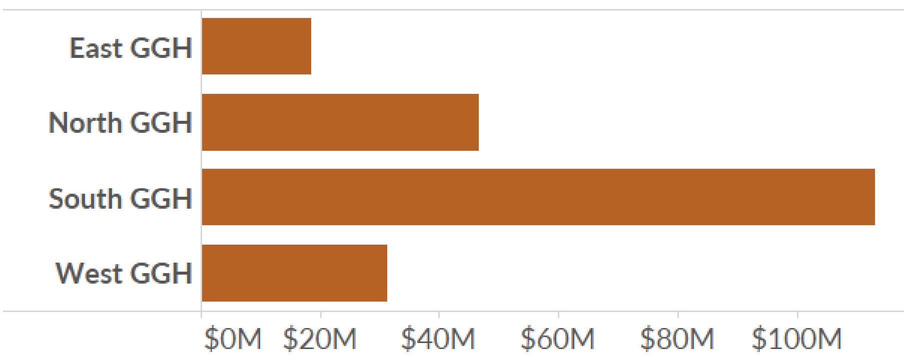


# ICI Land Transactions – All Sales

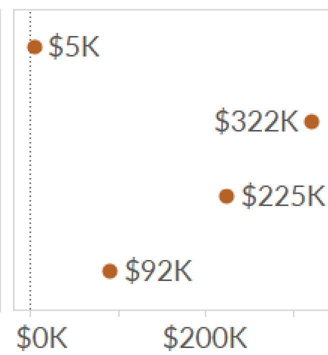
Q1 2018 saw 142 ICI land transactions worth $210M in all price thresholds.

|  | Q1 2018 $ Vol | Q1 2018 # | Q1 2017 $ Vol | Q1 2017 # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $18.67M | 14 | $14.09M | 12 | 32.5% |
| North GGH | $46.69M | 34 | $53.62M | 40 | -12.9% |
| South GGH | $113.24M | 69 | $58.35M | 42 | 94.1% |
| West GGH | $31.46M | 25 | $51.90M | 33 | -39.4% |
| Grand Total | $210.06M | 142 | $177.96M | 127 | 18.0% |

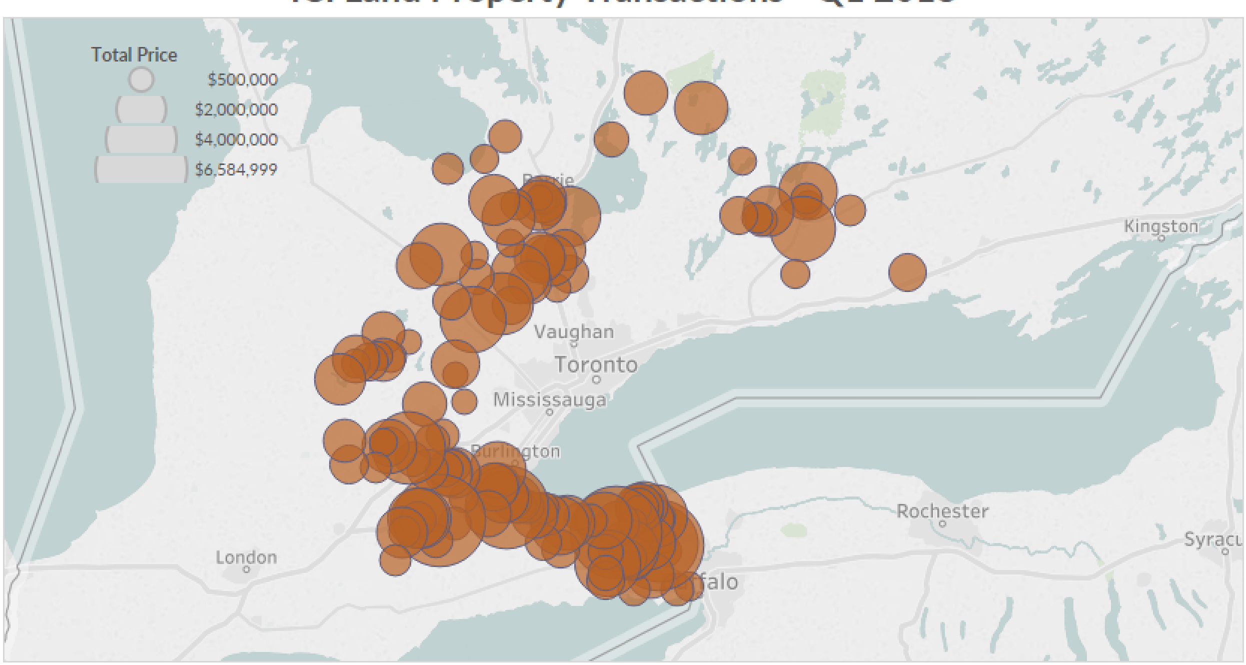
YTD - ICI Land Total $ Volume




YTD - Avg $/Acre




## ICI Land Property Transactions - Q1 2018

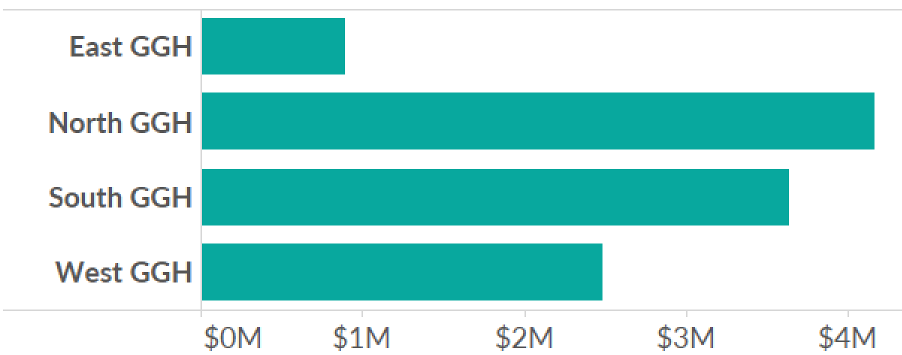


# Residential Land Transactions - $500K to $1M

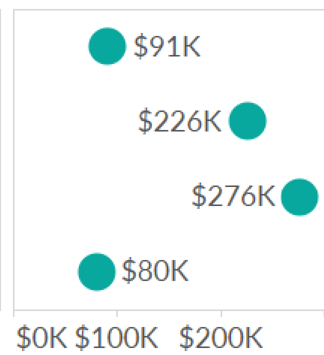
Q1 2018 saw 16 residential land transactions worth $11M in the $500K to $1M category.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $0.90M | 1 | $1.92M | 3 | -53.00% |
| North GGH | $4.17M | 6 | $4.31M | 6 | -3.31% |
| South GGH | $3.64M | 5 | $5.98M | 9 | -39.14% |
| West GGH | $2.49M | 4 | $3.78M | 5 | -34.21% |
| Grand Total | $11.19M | 16 | $15.98M | 23 | -29.97% |

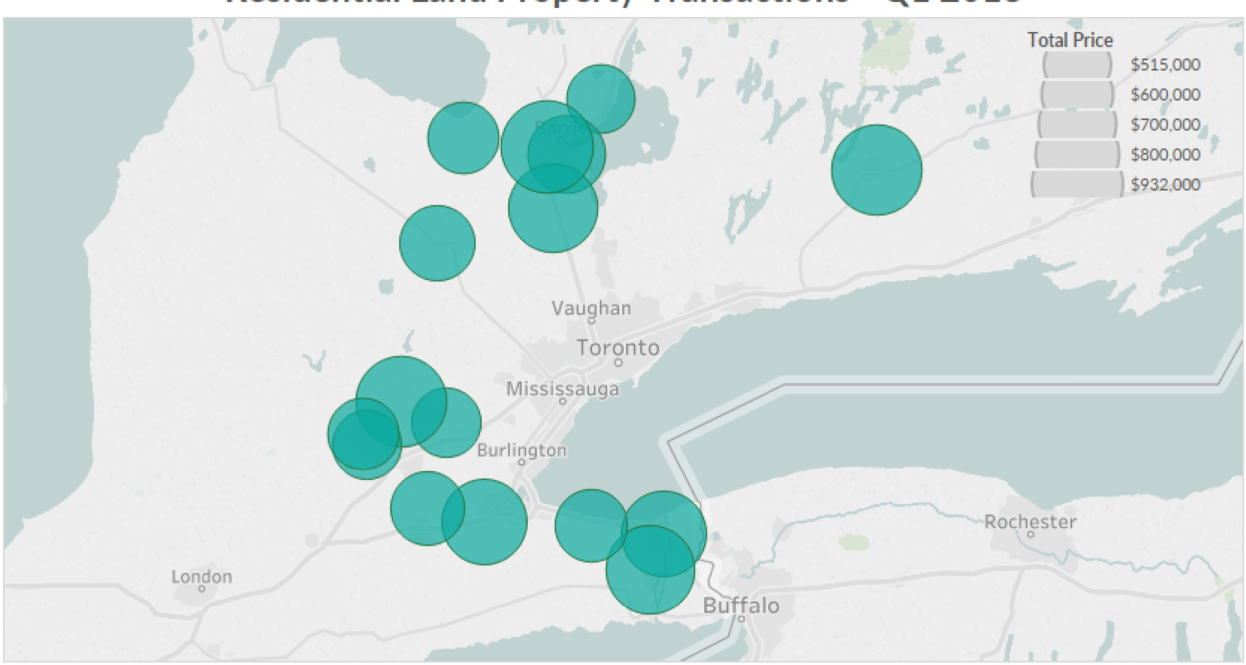
YTD - Residential Land Total $ Volume




YTD - Avg $/Acre



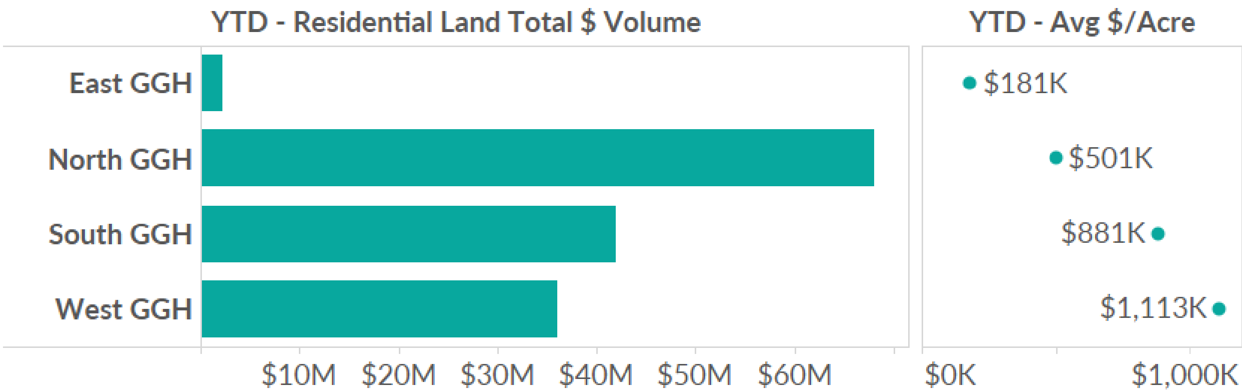

Residential Land Property Transactions - Q1 2018

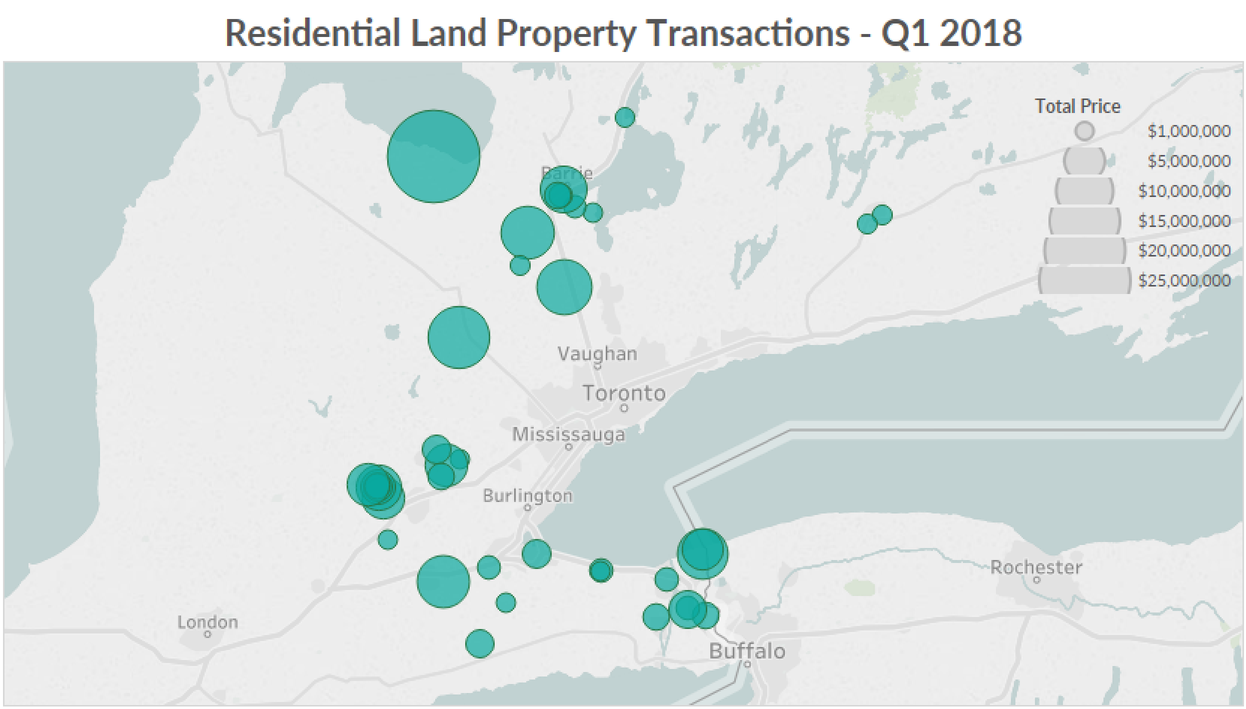


# Residential Land Transactions - $1M+

Q1 2018 saw 38 residential land transactions worth $148M in the $1M+ category.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $2.30M | 2 | $10.75M | 4 | -78.60% |
| North GGH | $68.11M | 11 | $89.79M | 18 | -24.14% |
| South GGH | $41.93M | 14 | $131.83M | 41 | -68.20% |
| West GGH | $36.04M | 11 | $73.10M | 14 | -50.70% |
| Grand Total | $148.37M | 38 | $305.47M | 77 | -51.43% |



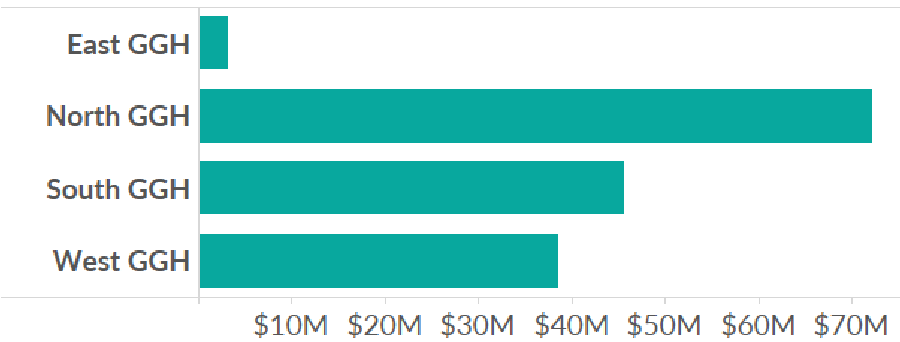



# Residential Land Transactions – All Sales

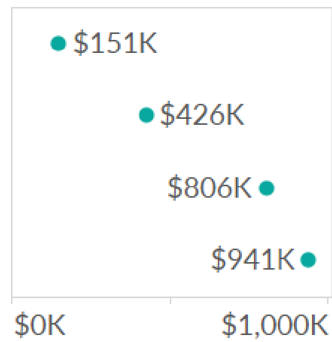
Q1 2018 saw 54 residential land transactions worth $160M in all price thresholds.

| | Q1 2018 $ Vol | # | Q1 2017 $ Vol | # | % Change $ Vol Q1 '18 vs Q1 '17 |
|---|---|---|---|---|---|
| East GGH | $3.20M | 3 | $12.66M | 7 | -74.73% |
| North GGH | $72.28M | 17 | $94.10M | 24 | -23.19% |
| South GGH | $45.56M | 19 | $137.81M | 50 | -66.94% |
| West GGH | $38.52M | 15 | $76.88M | 19 | -49.89% |
| Grand Total | $159.57M | 54 | $321.45M | 100 | -50.36% |

YTD - Residential Land Total $ Volume




Avg $/Acre




## Residential Land Property Transactions - Q1 2018