Greater Golden Horseshoe Commercial Q3 2018 Statistics

Data as of September 30, 2018

Altus Group

Office Transactions - $500K to $1M

Q3 2018 saw 22 office transactions worth $16M in the $500K to $1M category.

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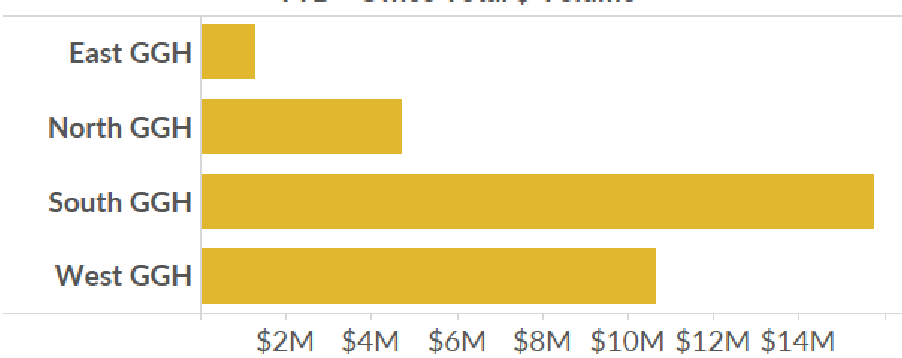
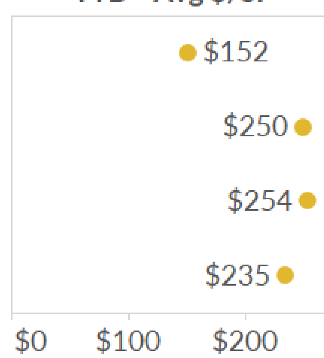
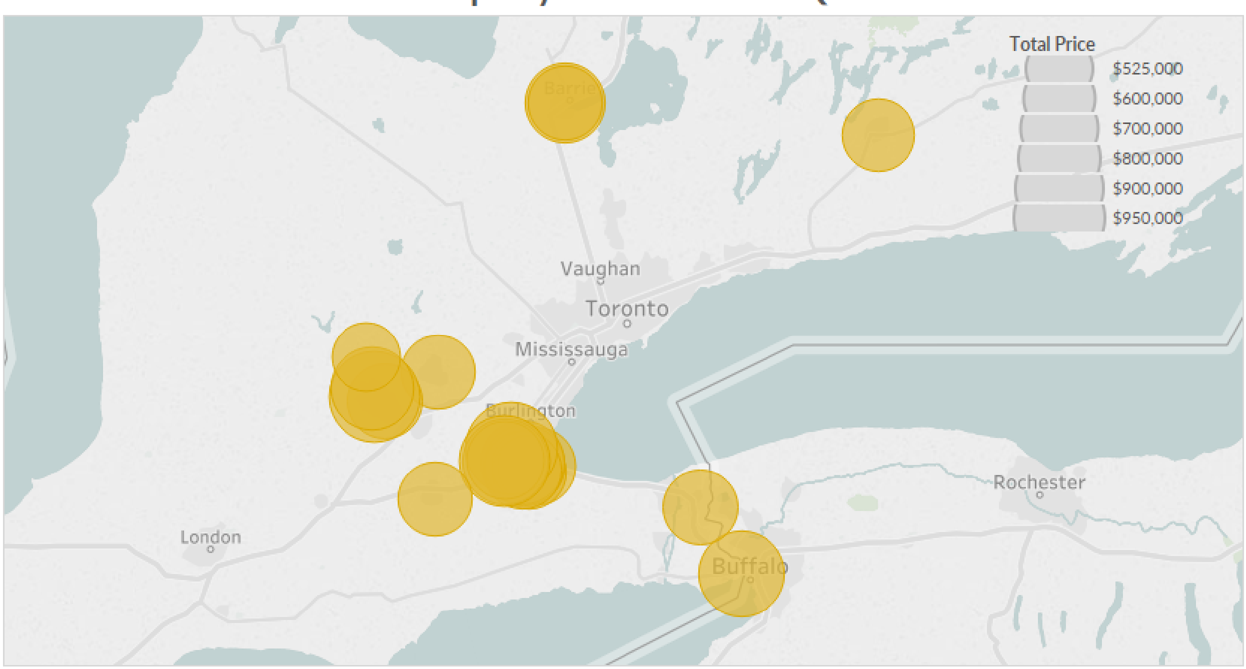
	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$0.59M	1	$0.88M	1	-33.5%
North GGH	$1.32M	2	$5.38M	8	-75.5%
South GGH	$10.16M	14	$4.54M	7	124.1%
West GGH	$3.46M	5	$1.46M	2	137.5%
Grand Total	$15.52M	22	$12.25M	18	26.7%





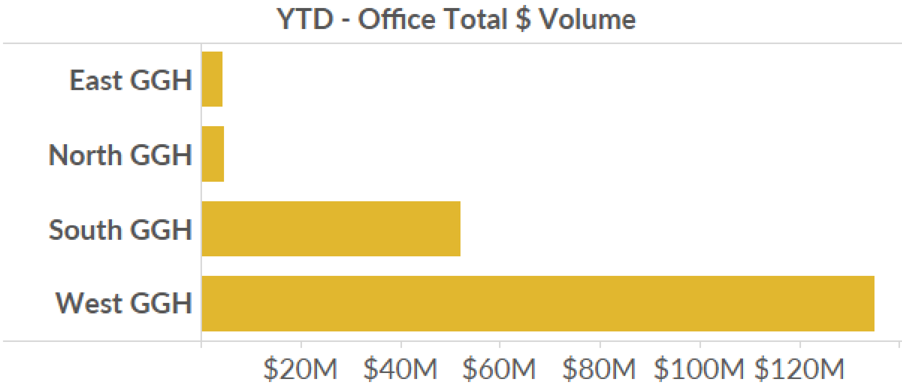
Office Property Transactions - Q3 2018

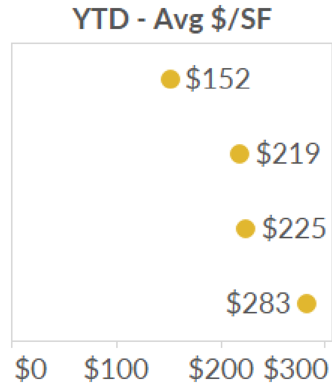


Office Transactions - $1M+

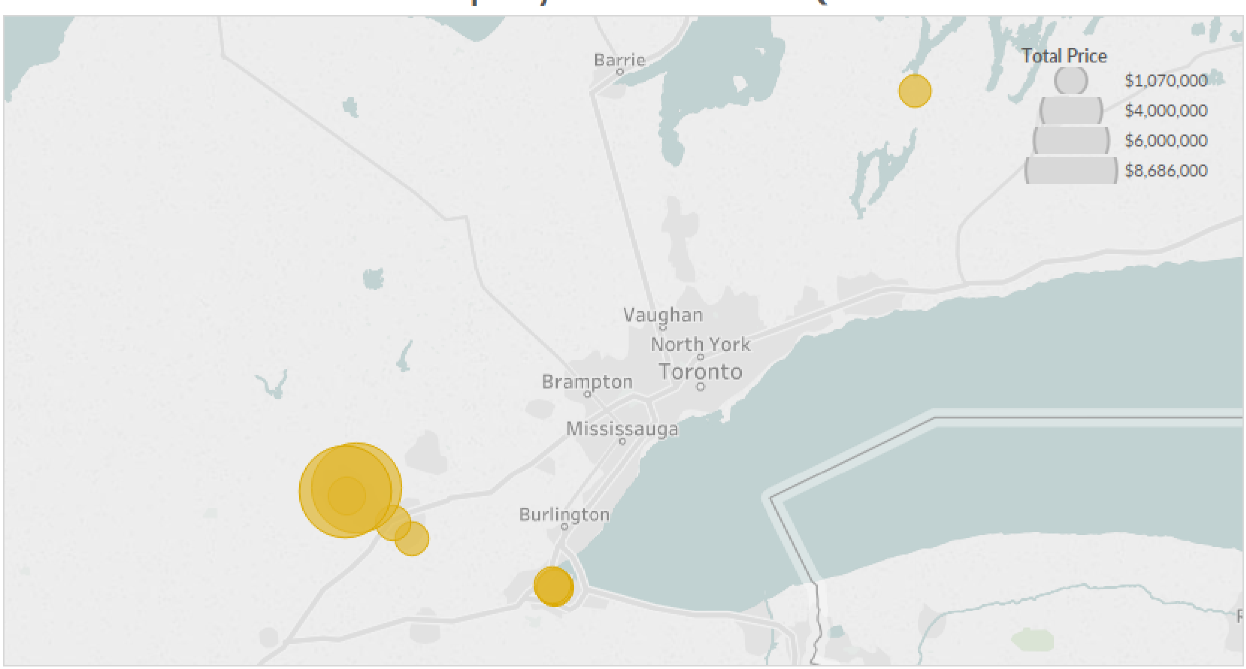
Q3 2018 saw 9 office transactions worth $26M in the $1M+ category.

	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$1.07M	1			
North GGH			$8.74M	4	-100.0%
South GGH	$4.07M	3	$21.13M	7	-80.7%
West GGH	$20.86M	5	$118.50M	9	-82.4%
Grand Total	$26.00M	9	$148.36M	20	-82.5%





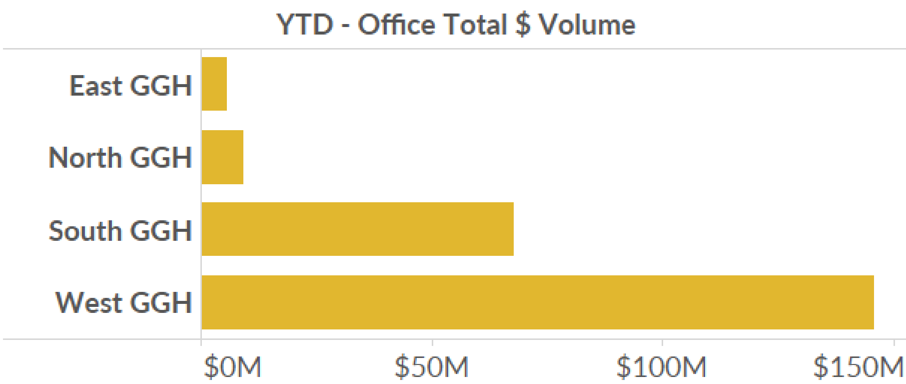
Office Property Transactions - Q3 2018

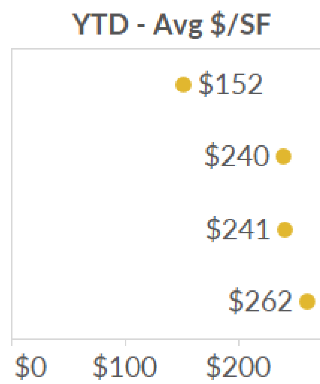


Office Transactions – All Sales

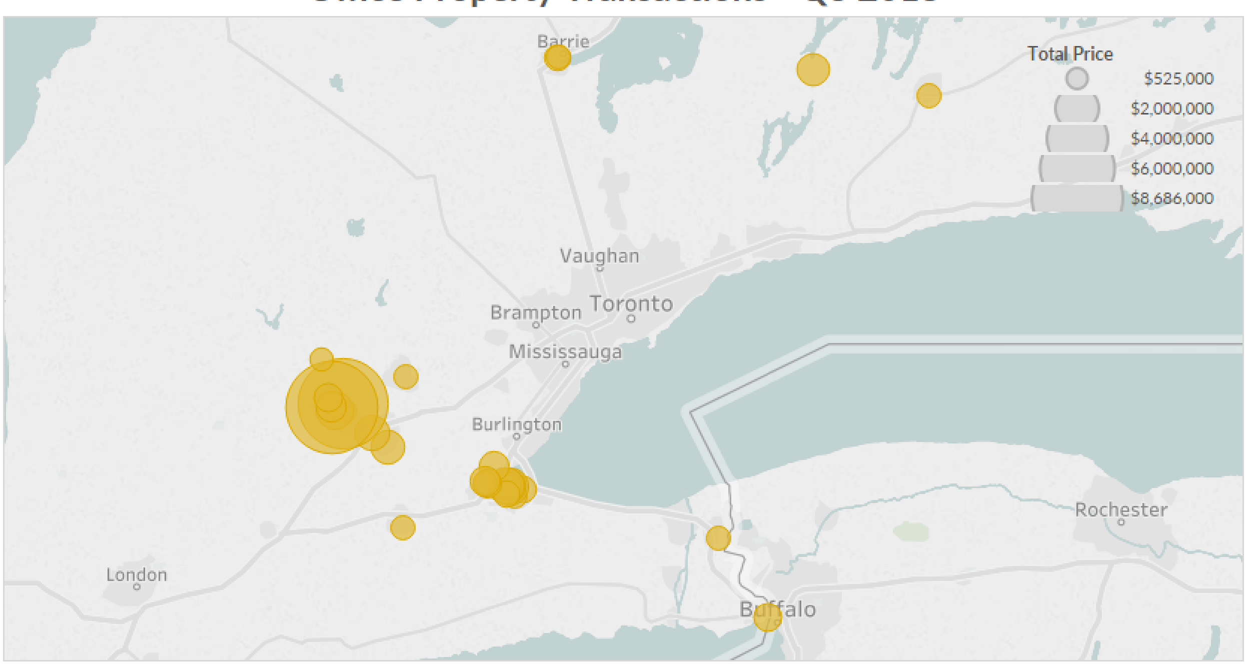
Q3 2018 saw 31 office transactions worth $42M in all price thresholds.

	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$1.66M	2	$0.88M	1	88.1%
North GGH	$1.32M	2	$14.12M	12	-90.7%
South GGH	$14.23M	17	$25.66M	14	-44.5%
West GGH	$24.32M	10	$119.95M	11	-79.7%
Grand Total	$41.52M	31	$160.61M	38	-74.1%





Office Property Transactions - Q3 2018

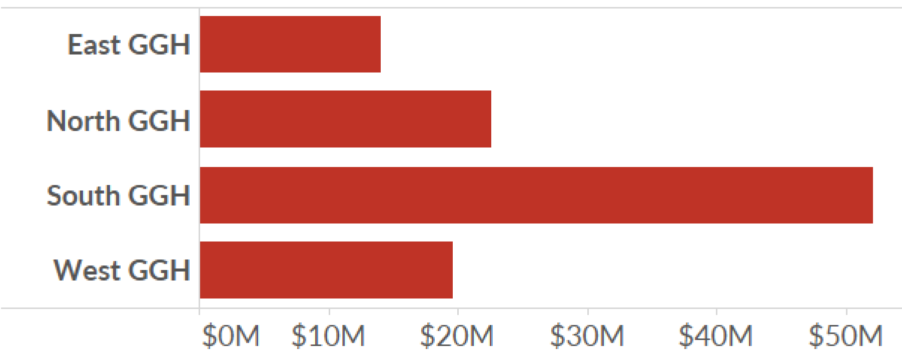


Retail Transactions - $500K to $1M

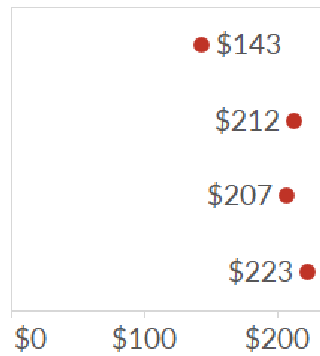
Q3 2018 saw 63 retail transactions worth $44M in the $500K to $1M category.

	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$5.88M	9	$5.02M	7	17.07%
North GGH	$9.45M	14	$7.07M	10	33.66%
South GGH	$20.82M	29	$19.67M	28	5.84%
West GGH	$8.24M	11	$6.69M	9	23.10%
Grand Total	$44.39M	63	$38.46M	54	15.43%

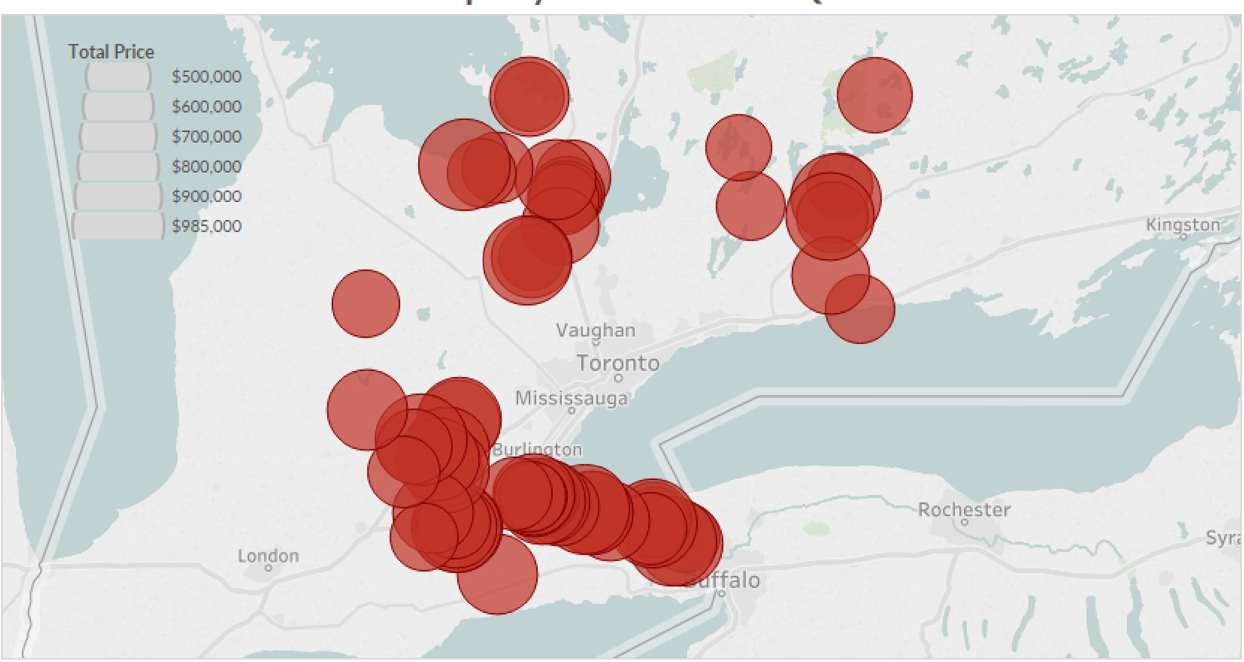
YTD - Retail Total $ Volume



YTD - Avg $/SF



Retail Property Transactions - Q3 2018



Retail Transactions - $1M+

Q3 2018 saw 60 retail transactions worth $240M in the $1M+ category.

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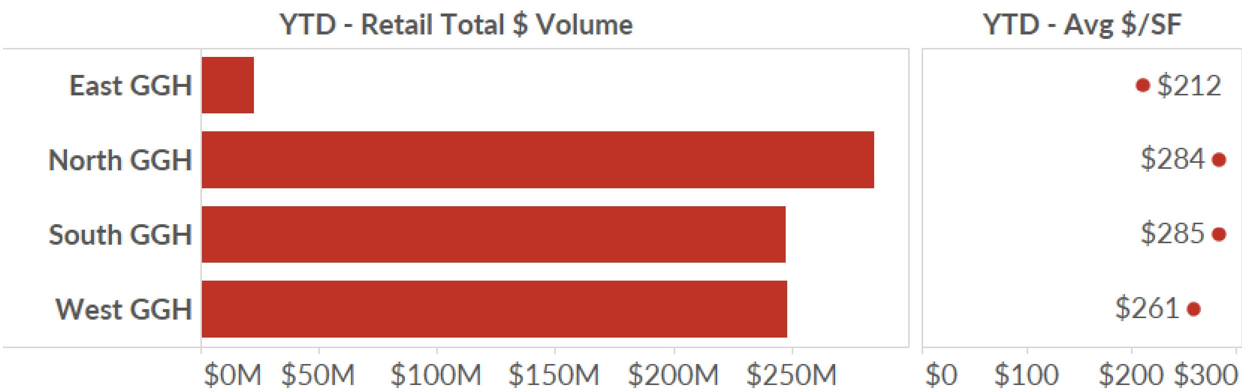
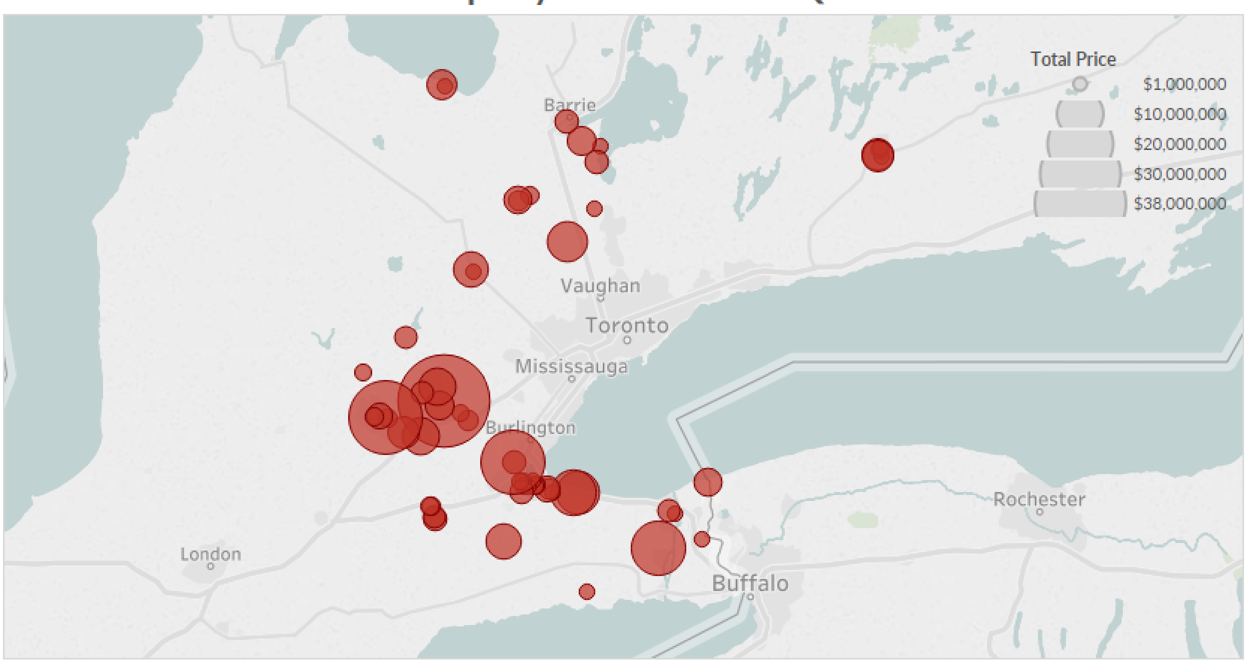
	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$12.65M	5	$9.03M	6	40.2%
North GGH	$36.03M	13	$10.28M	5	250.4%
South GGH	$93.98M	28	$65.24M	24	44.1%
West GGH	$97.19M	14	$57.30M	17	69.6%
Grand Total	$239.84M	60	$141.84M	52	69.1%



Retail Property Transactions - Q3 2018



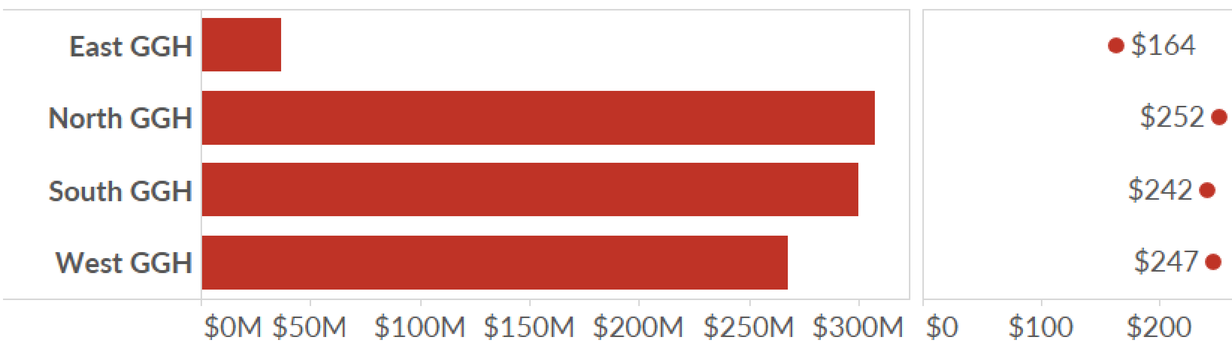
Retail Transactions – All Sales

Q3 2018 saw 123 retail transactions worth $284M in all price thresholds.

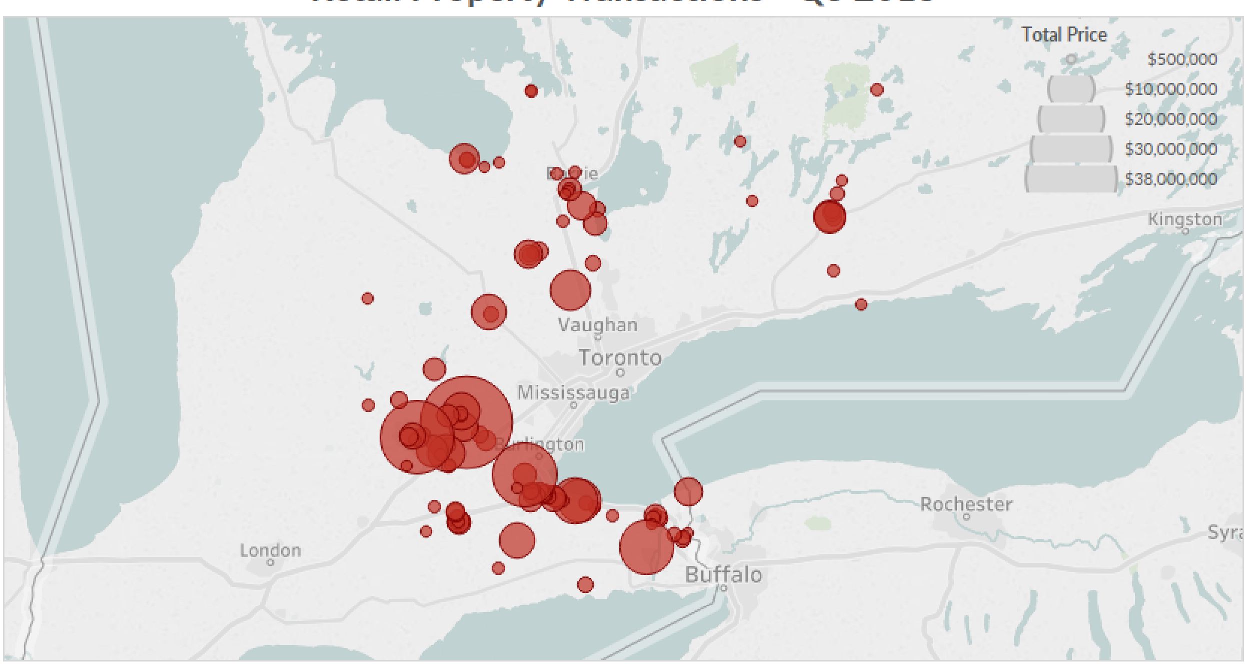
	Q3 2018 $ Vol	Q3 2018 #	Q3 2017 $ Vol	Q3 2017 #	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$18.53M	14	$14.05M	13	31.9%
North GGH	$45.48M	27	$17.35M	15	162.1%
South GGH	$114.80M	57	$84.91M	52	35.2%
West GGH	$105.43M	25	$63.99M	26	64.7%
Grand Total	$284.23M	123	$180.30M	106	57.6%

YTD - Retail Total $ Volume

YTD - Avg $/SF



Retail Property Transactions - Q3 2018

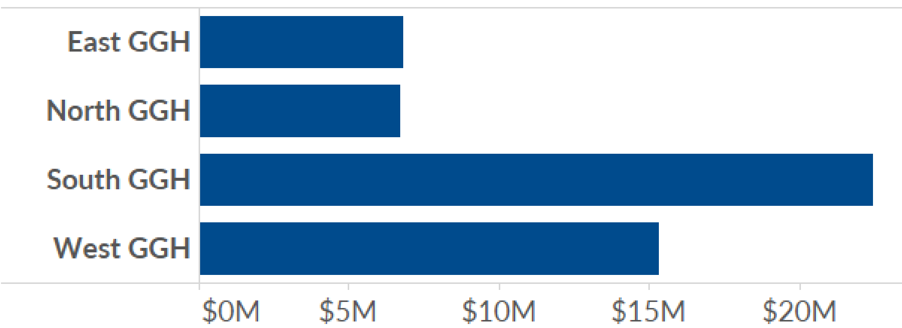


Industrial Transactions - $500K to $1M

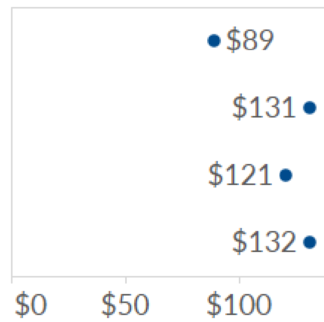
Q3 2018 saw 34 industrial transactions worth $23M in the $500K to $1M category.

	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$2.98M	5			
North GGH	$5.49M	8	$2.90M	4	89.1%
South GGH	$9.06M	13	$4.49M	6	101.9%
West GGH	$5.80M	8	$5.81M	8	-0.2%
Grand Total	$23.32M	34	$13.20M	18	76.7%

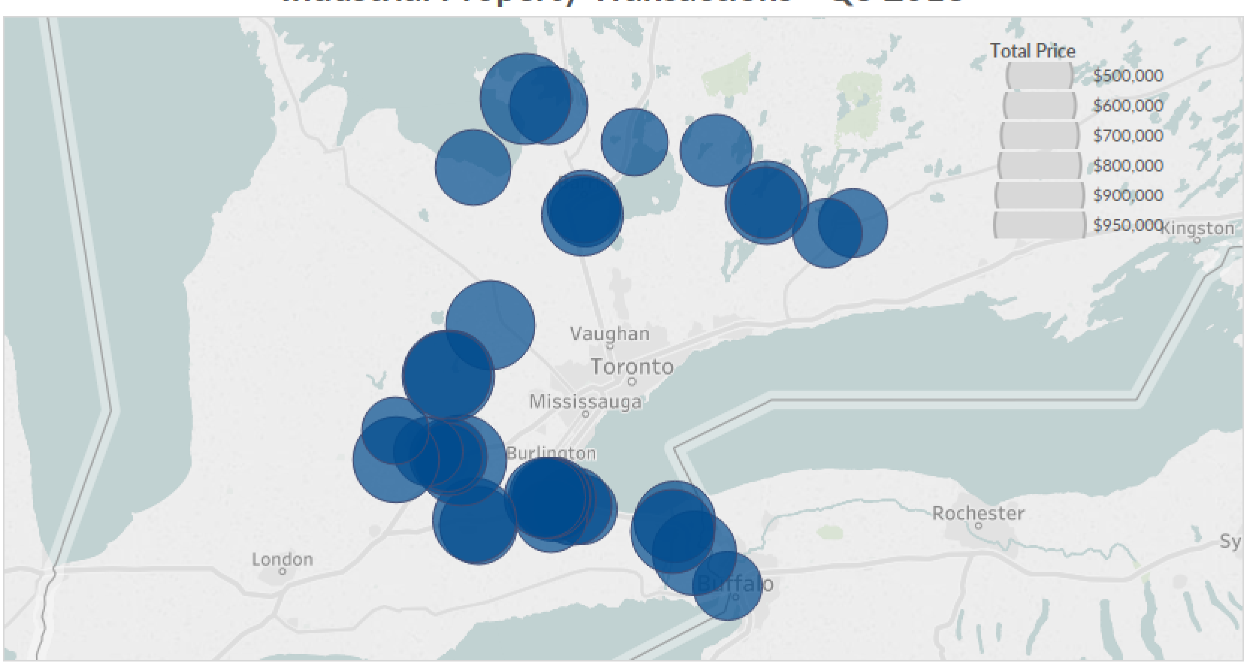
YTD - Industrial Total $ Volume



YTD - Avg $/SF



Industrial Property Transactions - Q3 2018

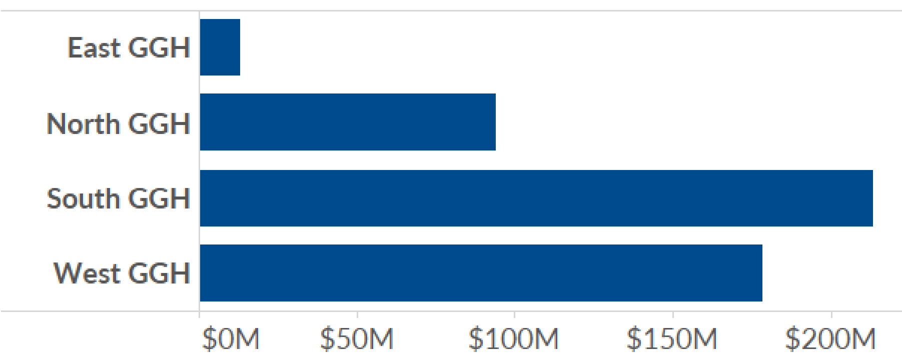


Industrial Transactions - $1M+

Q3 2018 saw 44 industrial transactions worth $129M in the $1M+ category.

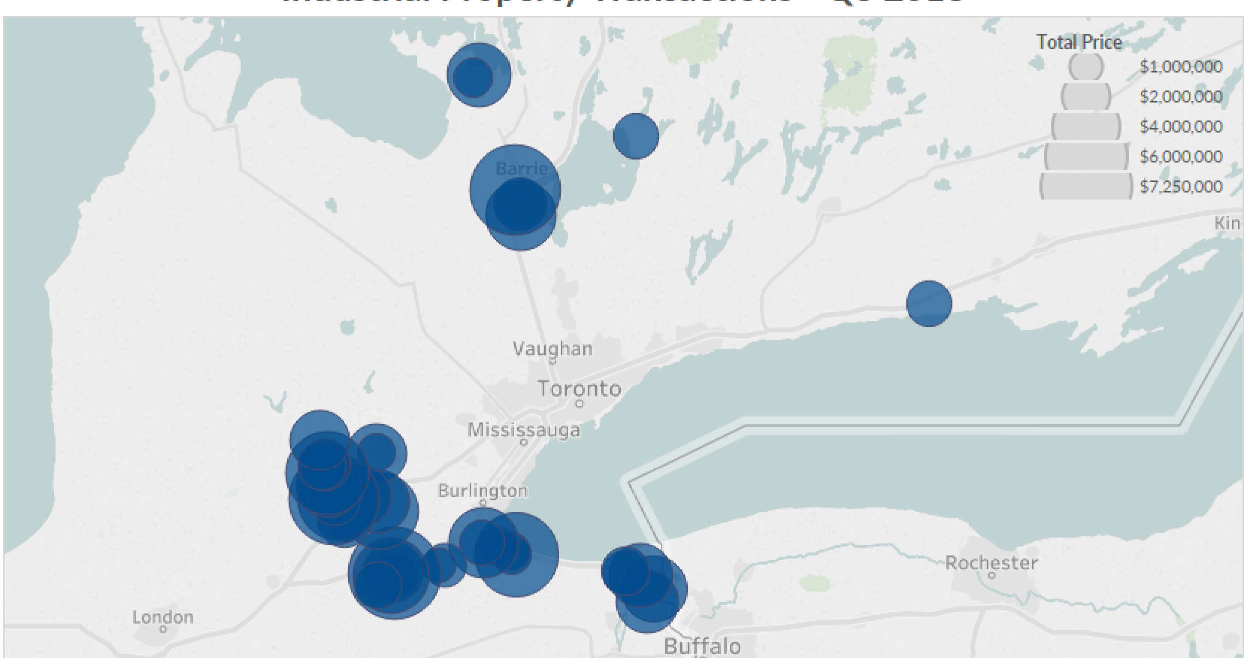
	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$1.75M	1	$4.14M	2	-57.85%
North GGH	$20.04M	6	$26.09M	9	-23.19%
South GGH	$51.42M	19	$40.86M	13	25.83%
West GGH	$55.48M	18	$53.20M	14	4.30%
Grand Total	$128.69M	44	$124.29M	38	3.54%

YTD - Industrial Total $ Volume



YTD - Avg $/SF

Industrial Property Transactions - Q3 2018

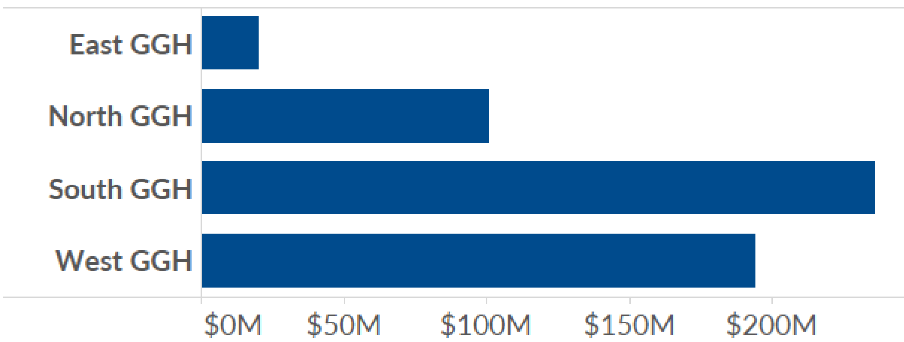


Industrial Transactions – All Sales

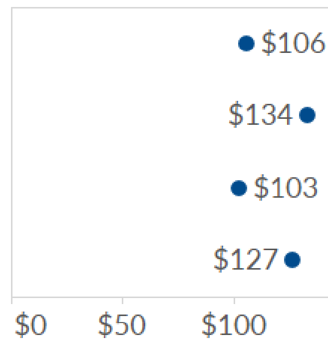
Q3 2018 saw 78 industrial transactions worth $152M in all price thresholds.

	Q3 2018 $ Vol	Q3 2018 #	Q3 2017 $ Vol	Q3 2017 #	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$4.72M	6	$4.14M	2	14.13%
North GGH	$25.53M	14	$28.99M	13	-11.95%
South GGH	$60.48M	32	$45.35M	19	33.36%
West GGH	$61.28M	26	$59.01M	22	3.86%
Grand Total	$152.01M	78	$137.49M	56	10.57%

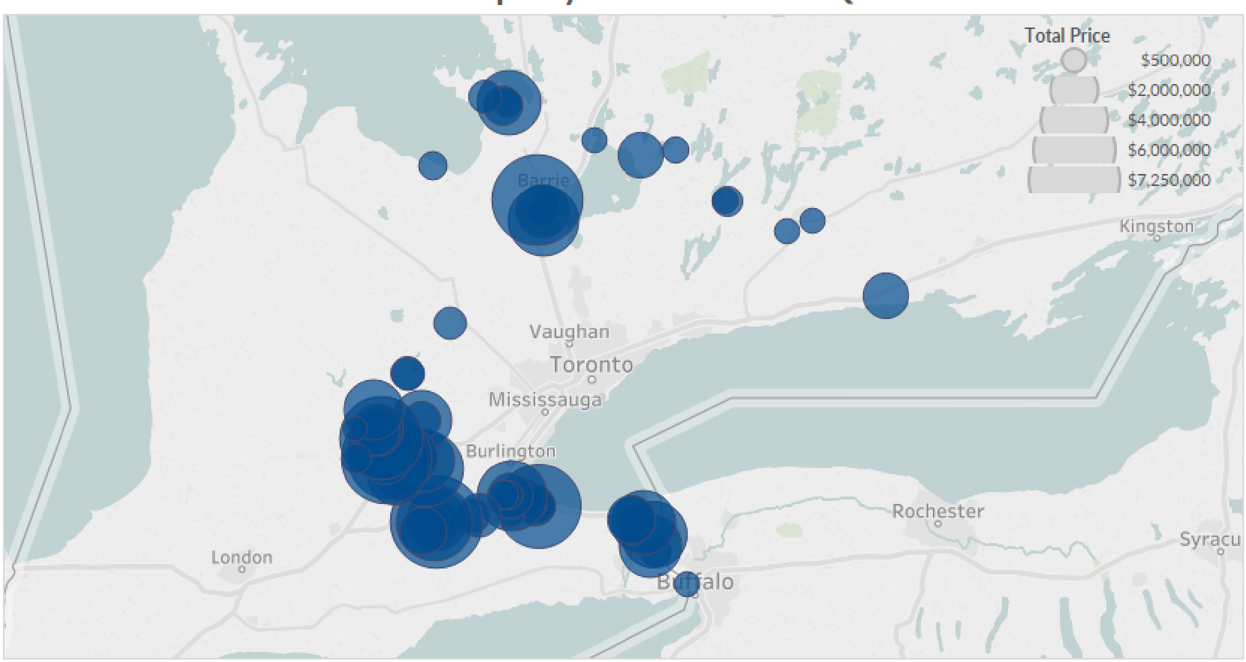
YTD - Industrial Total $ Volume



YTD - Avg $/SF



Industrial Property Transactions - Q3 2018

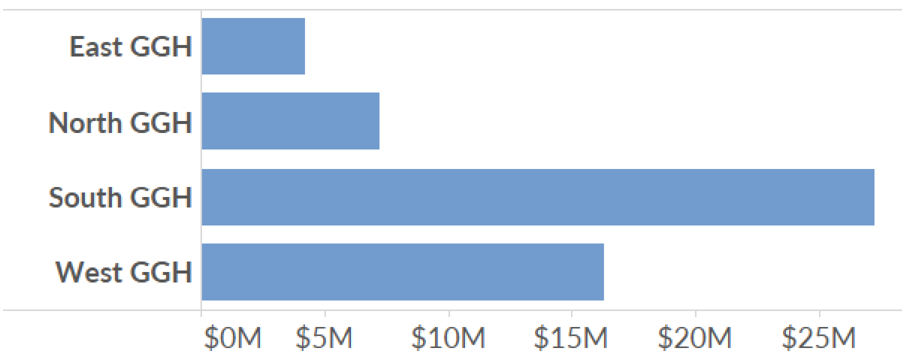


Apartment Transactions - $500K to $1M

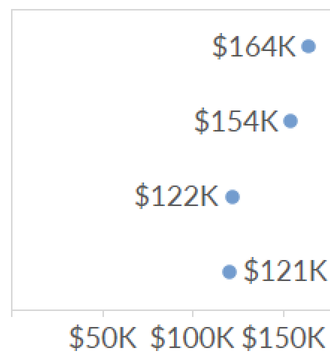
Q3 2018 saw 25 apartment transactions worth $19M in the $500K to $1M category.

	Q3 2018 $ Vol	Q3 2018 #	Q3 2017 $ Vol	Q3 2017 #	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$1.40M	2	$2.00M	3	-30.2%
North GGH	$1.76M	2	$2.07M	3	-15.1%
South GGH	$9.25M	13	$7.88M	11	17.4%
West GGH	$6.34M	8	$1.93M	3	228.5%
Grand Total	$18.75M	25	$13.88M	20	35.1%

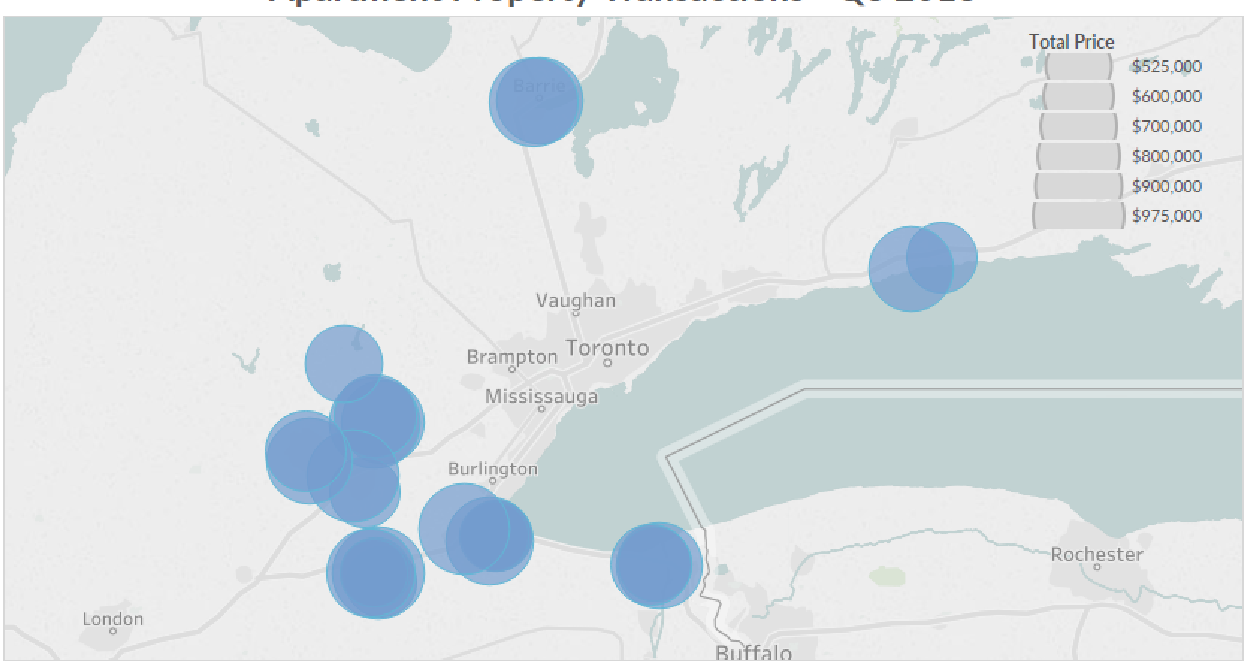
YTD - Apartment Total $ Volume



YTD - Avg $/Unit



Apartment Property Transactions - Q3 2018

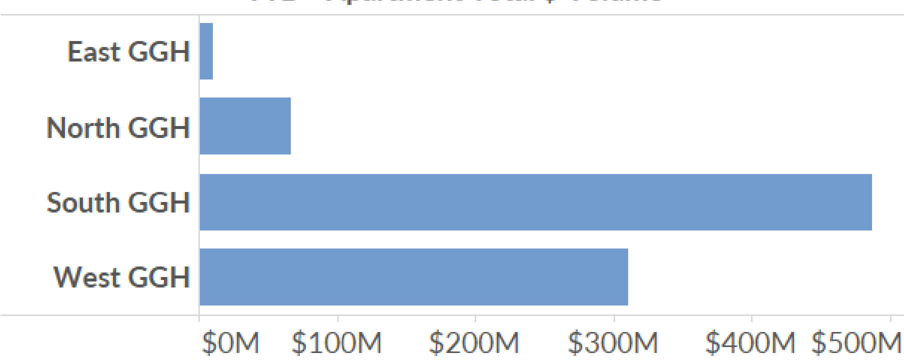


Apartment Transactions - $1M+

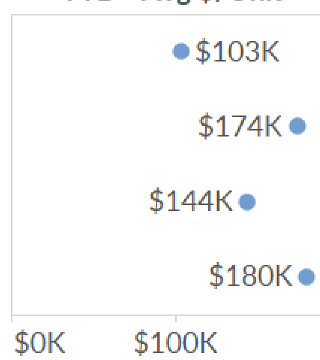
Q3 2018 saw 43 apartment transactions worth $466M in the $1M+ category.

	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$3.58M	2	$58.19M	7	-93.9%
North GGH	$19.56M	5	$13.55M	6	44.4%
South GGH	$329.28M	22	$257.90M	27	27.7%
West GGH	$113.21M	14	$44.47M	11	154.5%
Grand Total	$465.61M	43	$374.11M	51	24.5%

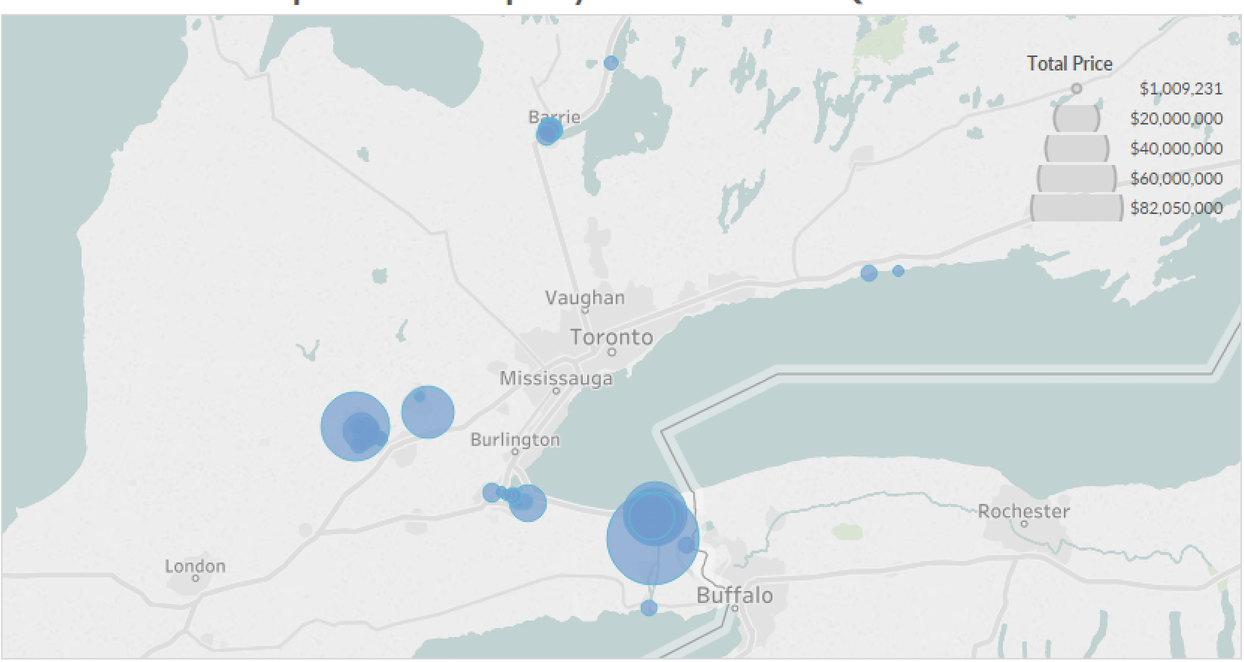
YTD - Apartment Total $ Volume



YTD - Avg $/Unit



Apartment Property Transactions - Q3 2018



Apartment Transactions – All Sales

Q3 2018 saw 68 apartment transactions worth $484M in all price thresholds.

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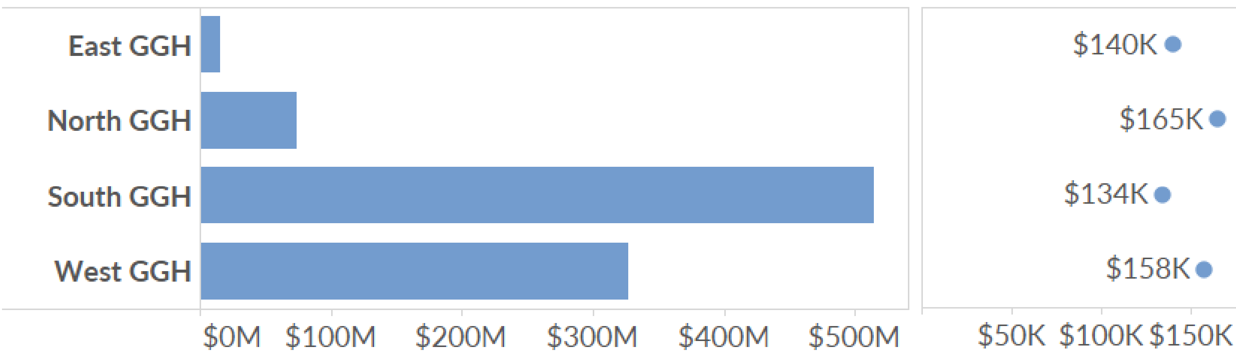
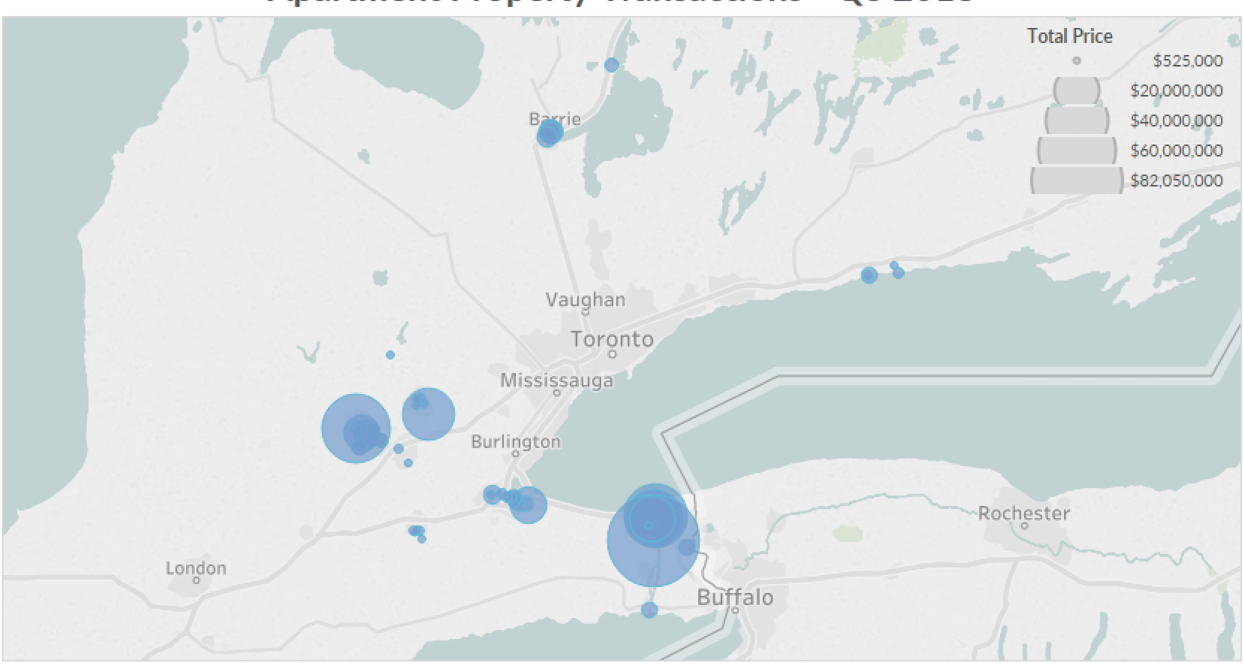
	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$4.97M	4	$60.19M	10	-91.7%
North GGH	$21.32M	7	$15.62M	9	36.5%
South GGH	$338.53M	35	$265.78M	38	27.4%
West GGH	$119.55M	22	$46.41M	14	157.6%
Grand Total	$484.37M	68	$387.99M	71	24.8%

YTD - Apartment Total $ Volume

YTD - Avg $/Unit



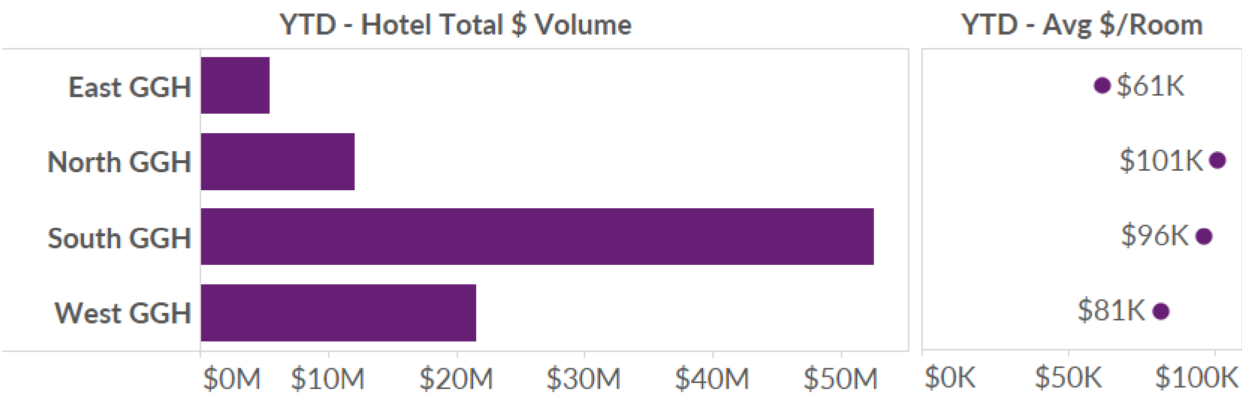
Apartment Property Transactions - Q3 2018



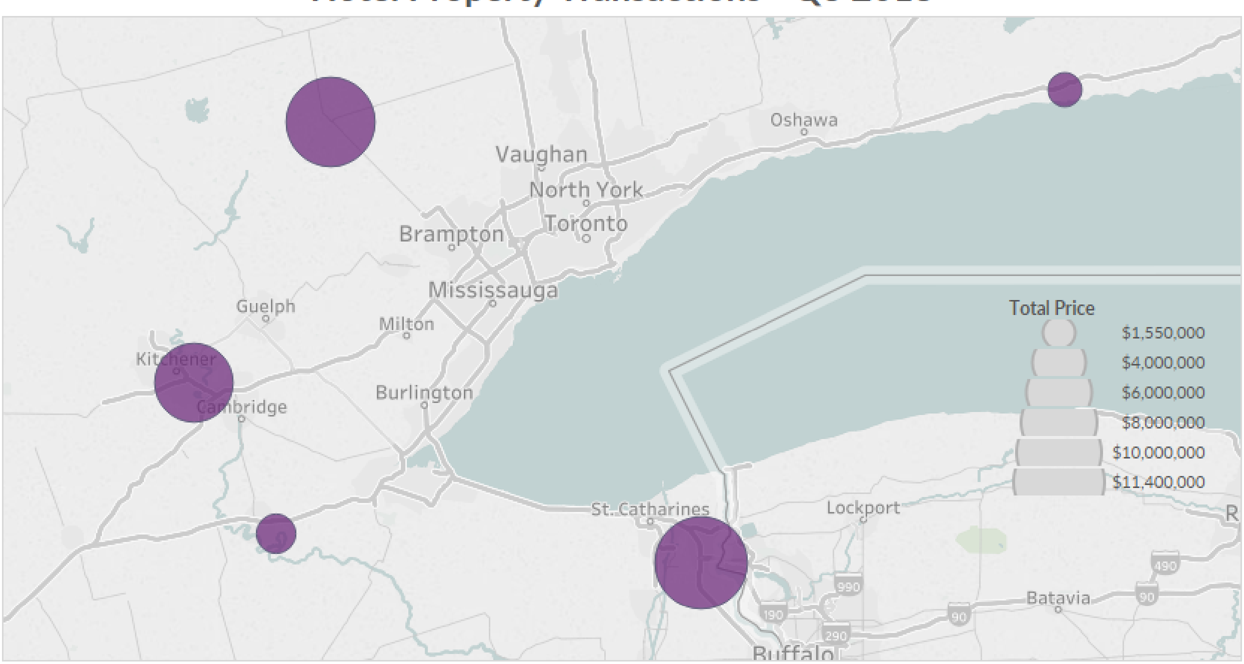
Hotel Transactions – All Sales

Q3 2018 saw 5 hotel transactions worth $34M in all price thresholds.

	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$1.55M	1			
North GGH	$10.67M	1	$13.01M	3	-18.0%
South GGH	$13.46M	2	$4.97M	3	171.1%
West GGH	$8.30M	1			
Grand Total	$33.98M	5	$17.98M	6	89.0%



Hotel Property Transactions - Q3 2018

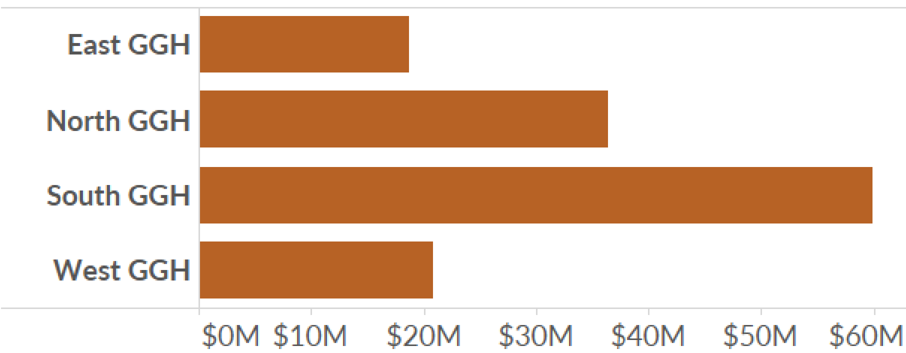


ICI Land Transactions - $500K to $1M

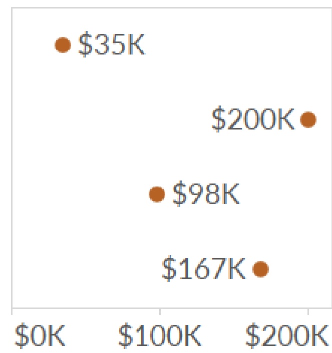
Q3 2018 saw 49 ICI land transactions worth $33M in the $500K to $1M category.

	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$6.49M	9	$6.62M	10	-1.91%
North GGH	$9.83M	14	$13.92M	19	-29.40%
South GGH	$12.85M	20	$16.43M	23	-21.83%
West GGH	$4.03M	6	$6.61M	9	-39.06%
Grand Total	$33.19M	49	$43.58M	61	-23.84%

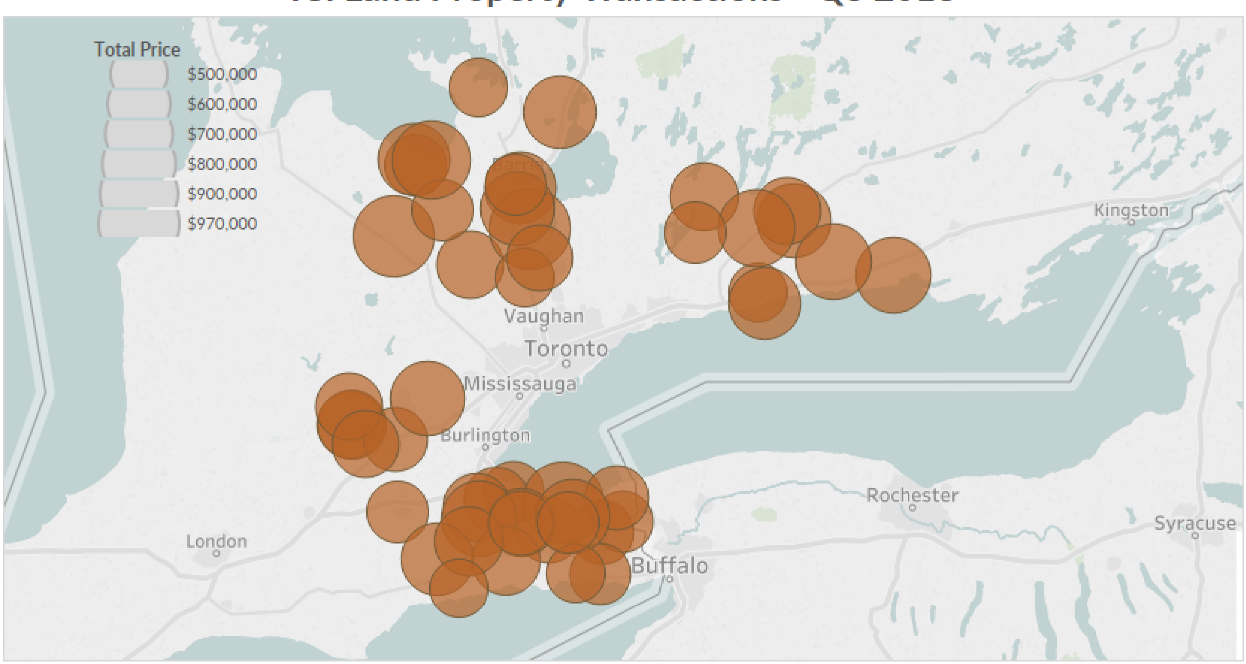
YTD - ICI Land Total $ Volume



YTD - Avg $/Acre



ICI Land Property Transactions - Q3 2018

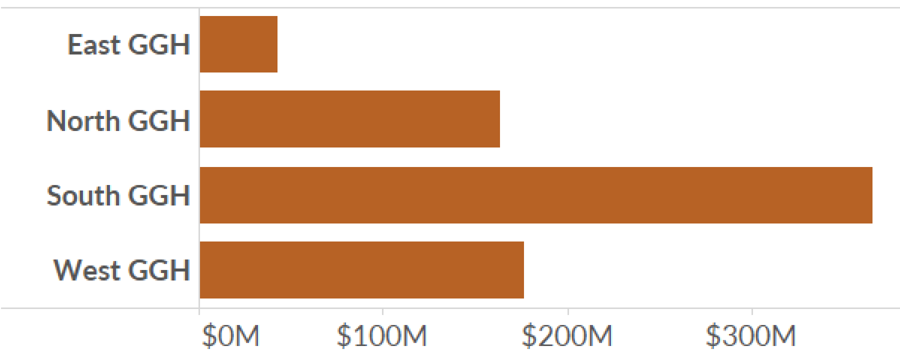


ICI Land Transactions - $1M+

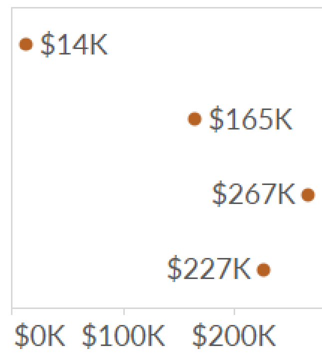
Q3 2018 saw 76 ICI land transactions worth $219M in the $1M+ category.

	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$16.62M	8	$9.33M	6	78.23%
North GGH	$47.23M	22	$59.86M	22	-21.10%
South GGH	$88.55M	24	$61.20M	25	44.69%
West GGH	$66.34M	22	$57.75M	28	14.88%
Grand Total	$218.74M	76	$188.14M	81	16.27%

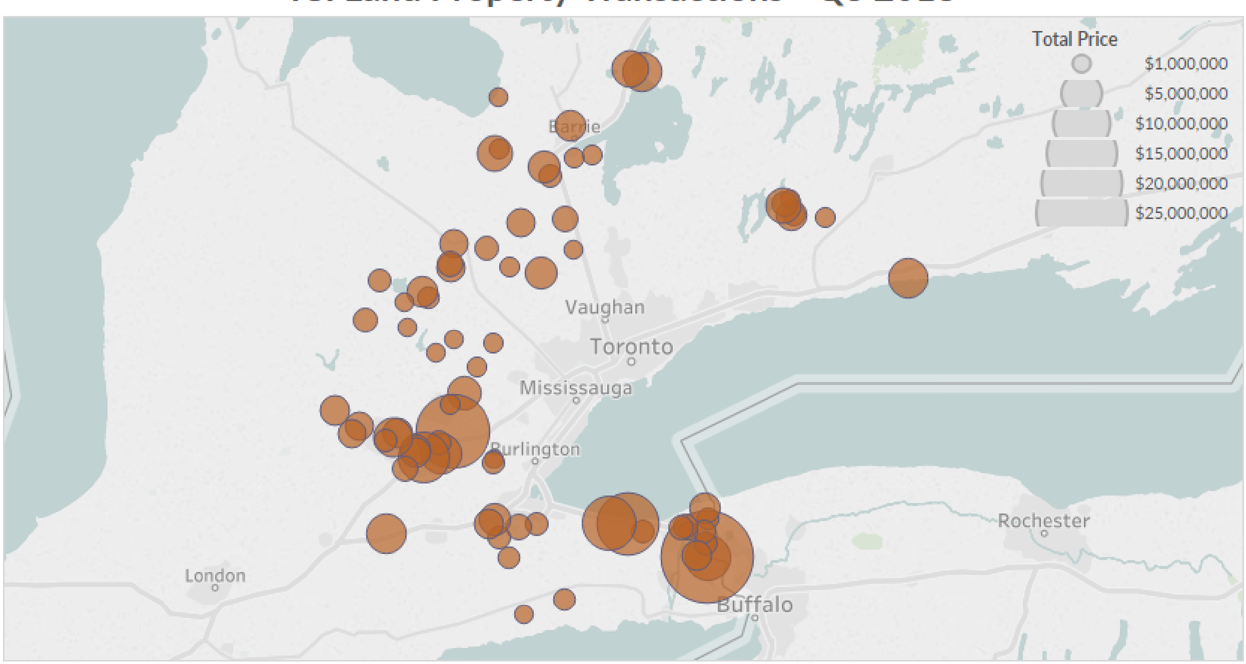
YTD - ICI Land Total $ Volume



YTD - Avg $/Acre



ICI Land Property Transactions - Q3 2018



ICI Land Transactions – All Sales

Q3 2018 saw 125 ICI land transactions worth $252M in all price thresholds.

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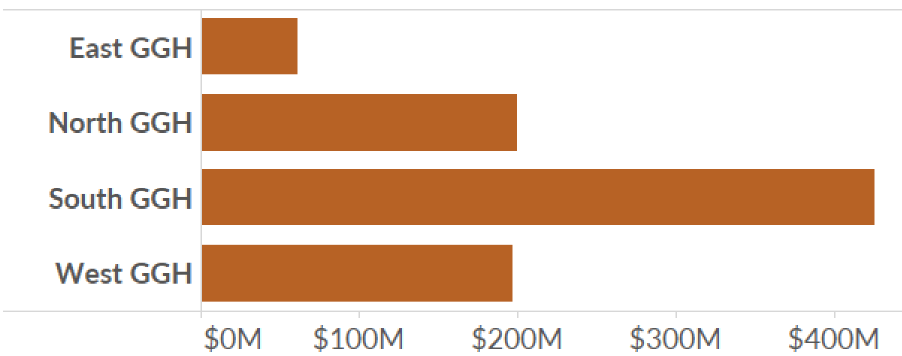
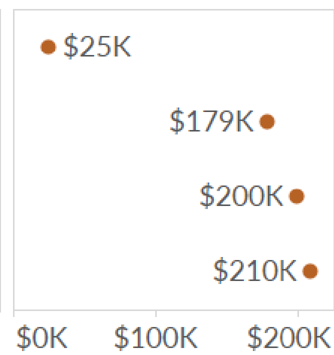
	Q3 2018 $ Vol	Q3 2018 #	Q3 2017 $ Vol	Q3 2017 #	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$23.11M	17	$15.94M	16	44.97%
North GGH	$57.06M	36	$73.79M	41	-22.67%
South GGH	$101.40M	44	$77.63M	48	30.61%
West GGH	$70.37M	28	$64.36M	37	9.34%
Grand Total	$251.94M	125	$231.72M	142	8.73%

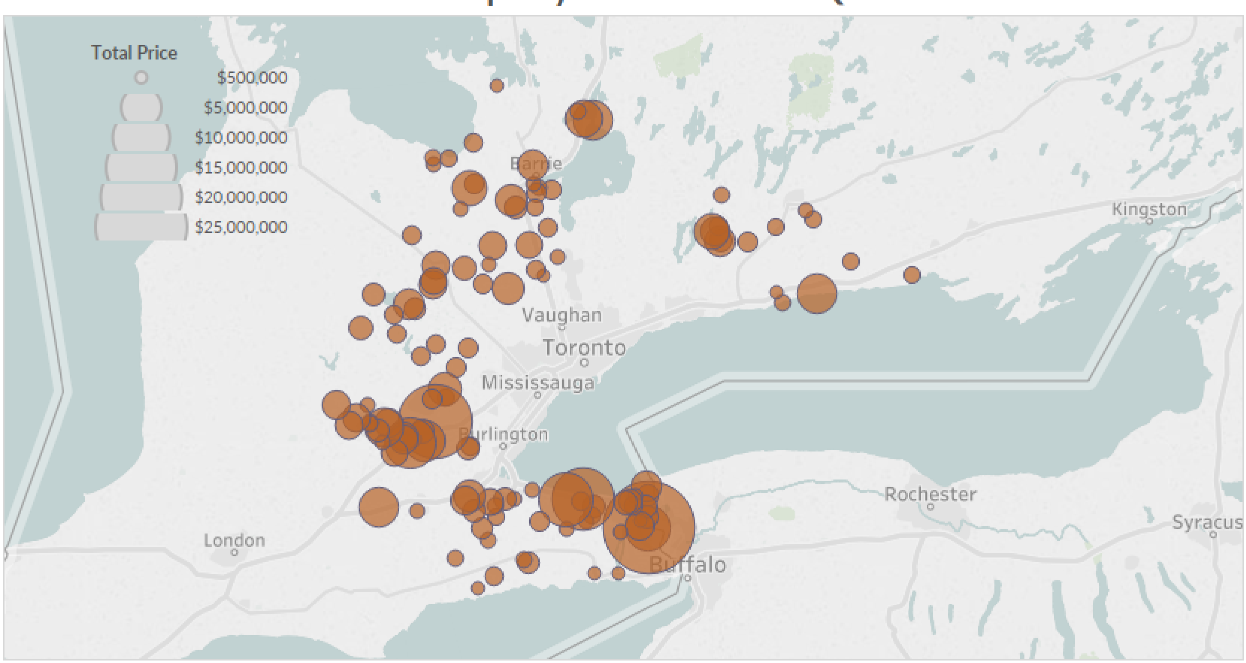
YTD - ICI Land Total $ Volume



YTD - Avg $/Acre



ICI Land Property Transactions - Q3 2018



Residential Land Transactions - $500K to $1M

Q3 2018 saw 33 residential land transactions worth $25M in the $500K to $1M category.

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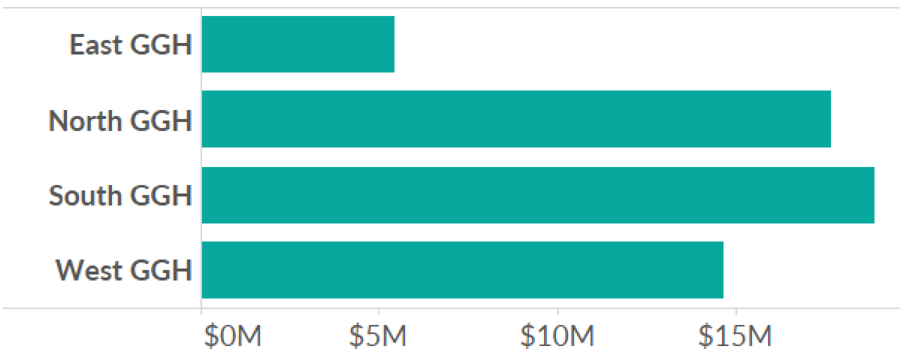
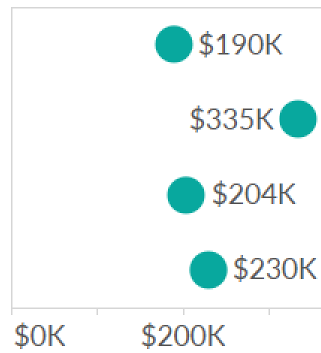
	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$2.70M	3	$2.41M	3	12.3%
North GGH	$7.49M	10	$3.12M	4	140.5%
South GGH	$7.42M	10	$8.06M	11	-7.9%
West GGH	$6.90M	10	$8.67M	12	-20.4%
Grand Total	$24.52M	33	$22.25M	30	10.2%

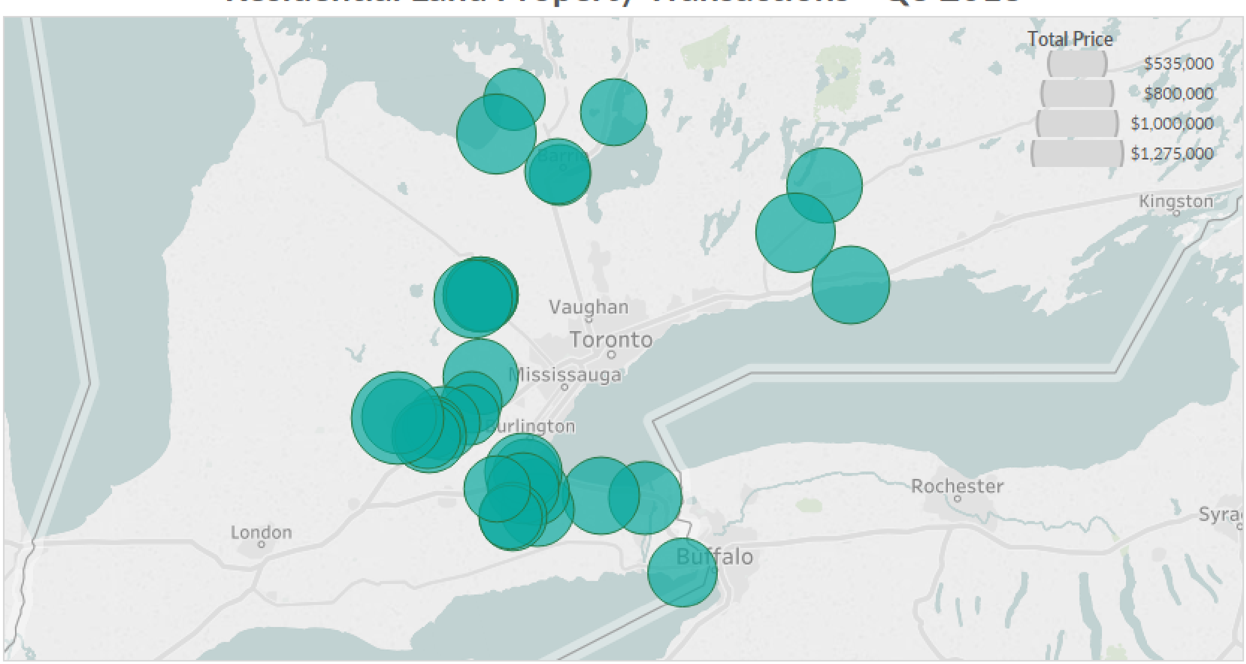
YTD - Residential Land Total $ Volume



YTD - Avg $/Acre



Residential Land Property Transactions - Q3 2018



Residential Land Transactions - $1M+

Q3 2018 saw 57 residential land transactions worth $240M in the $1M+ category.

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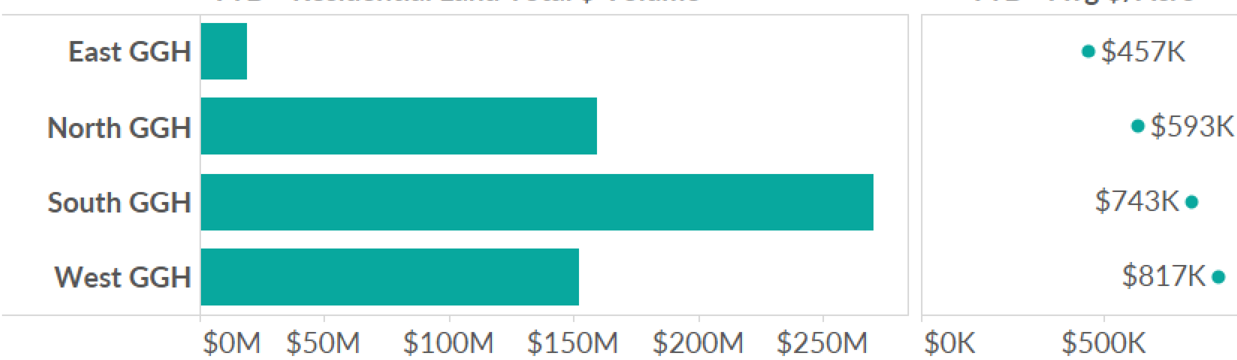
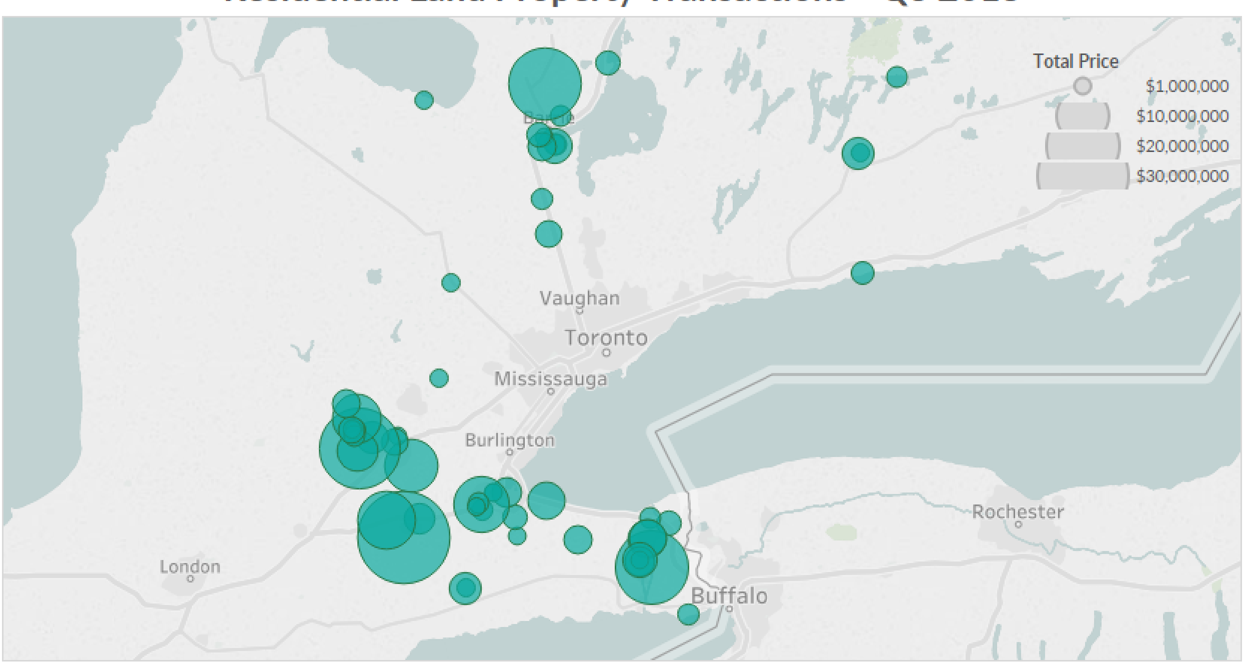
	Q3 2018 $ Vol	#	Q3 2017 $ Vol	#	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$8.09M	4	$1.76M	1	359.7%
North GGH	$41.61M	13	$139.29M	26	-70.1%
South GGH	$123.90M	25	$125.78M	31	-1.5%
West GGH	$66.42M	15	$79.05M	24	-16.0%
Grand Total	$240.02M	57	$345.88M	82	-30.6%

YTD - Residential Land Total $ Volume

YTD - Avg $/Acre



Residential Land Property Transactions - Q3 2018

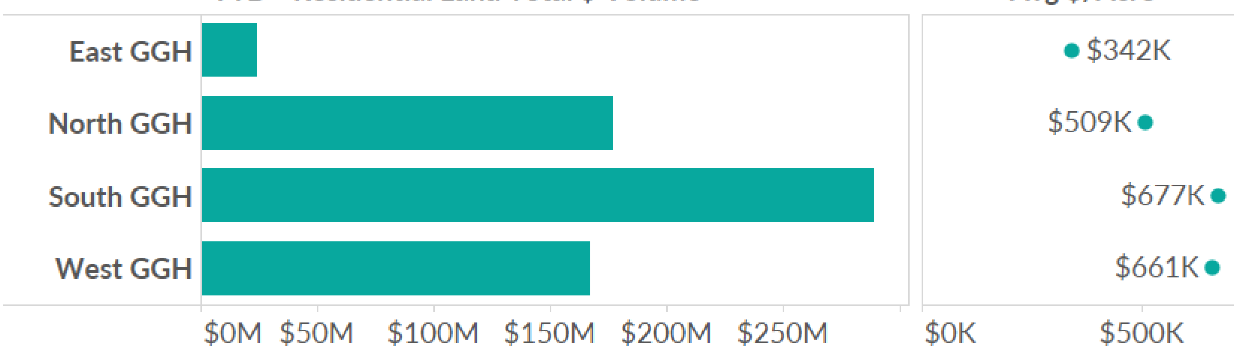


Residential Land Transactions – All Sales

Q3 2018 saw 90 residential land transactions worth $265M in all price thresholds.

	Q3 2018 $ Vol	Q3 2018 #	Q3 2017 $ Vol	Q3 2017 #	% Change $ Vol Q3 '18 vs Q3 '17
East GGH	$10.79M	7	$4.17M	4	159.1%
North GGH	$49.11M	23	$142.41M	30	-65.5%
South GGH	$131.32M	35	$133.84M	42	-1.9%
West GGH	$73.32M	25	$87.72M	36	-16.4%
Grand Total	$264.54M	90	$368.13M	112	-28.1%

YTD - Residential Land Total $ Volume | Avg $/Acre



Residential Land Property Transactions - Q3 2018