Greater Toronto Area Residential Land

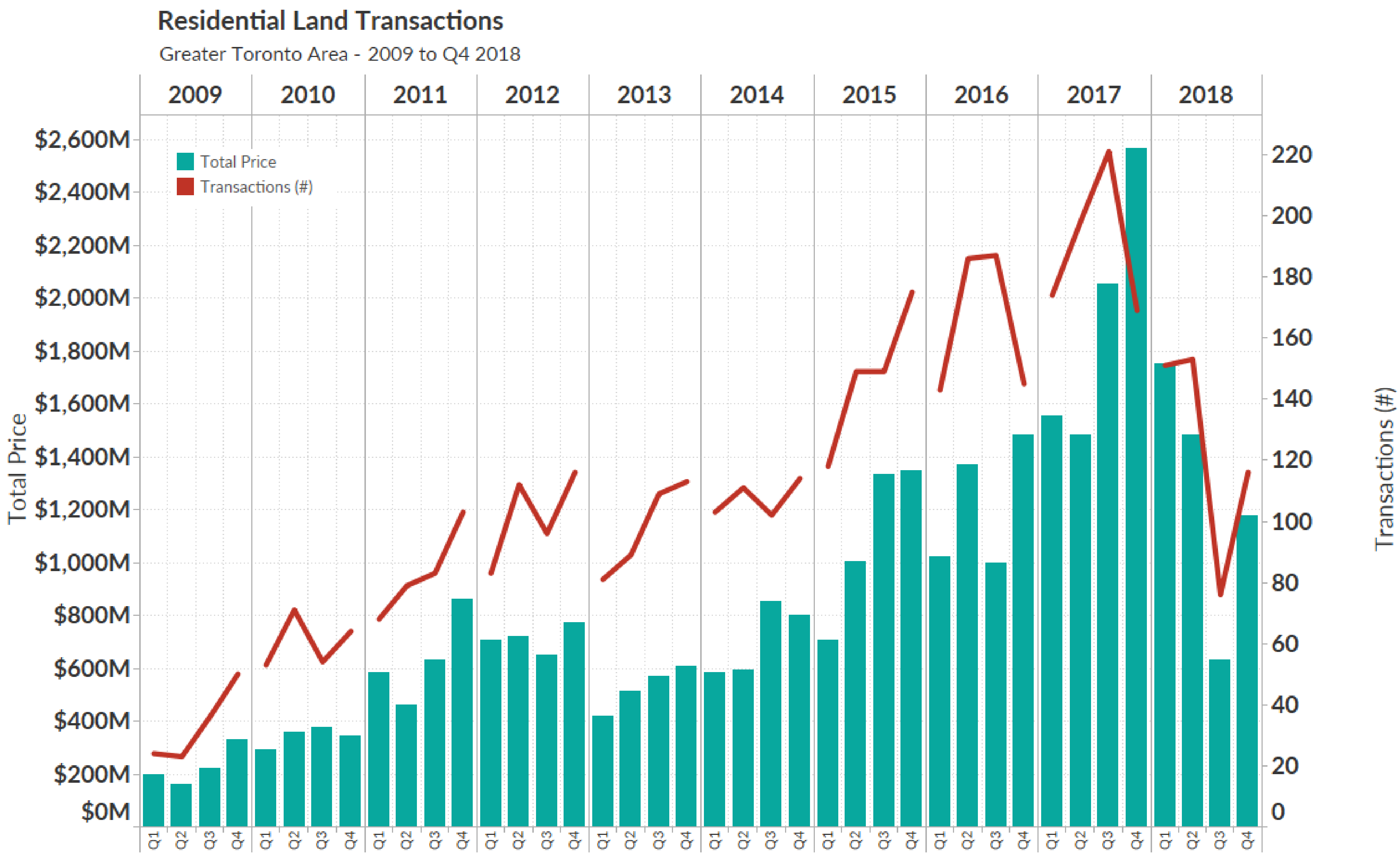
Commercial Q4 2018 Statistics

Data as of December 31, 2018

Altus Group

Residential Transactions

Q4 2018 saw 116 residential land transactions worth 1.2B, up +87% from Q3 2018 and down -54% from the same quarter last year.



Q4 2018 Residential Land Transaction Timeline

Former City of Toronto is the most active market with 35 residential land transactions, followed by Mississauga with 7 residential land transactions.

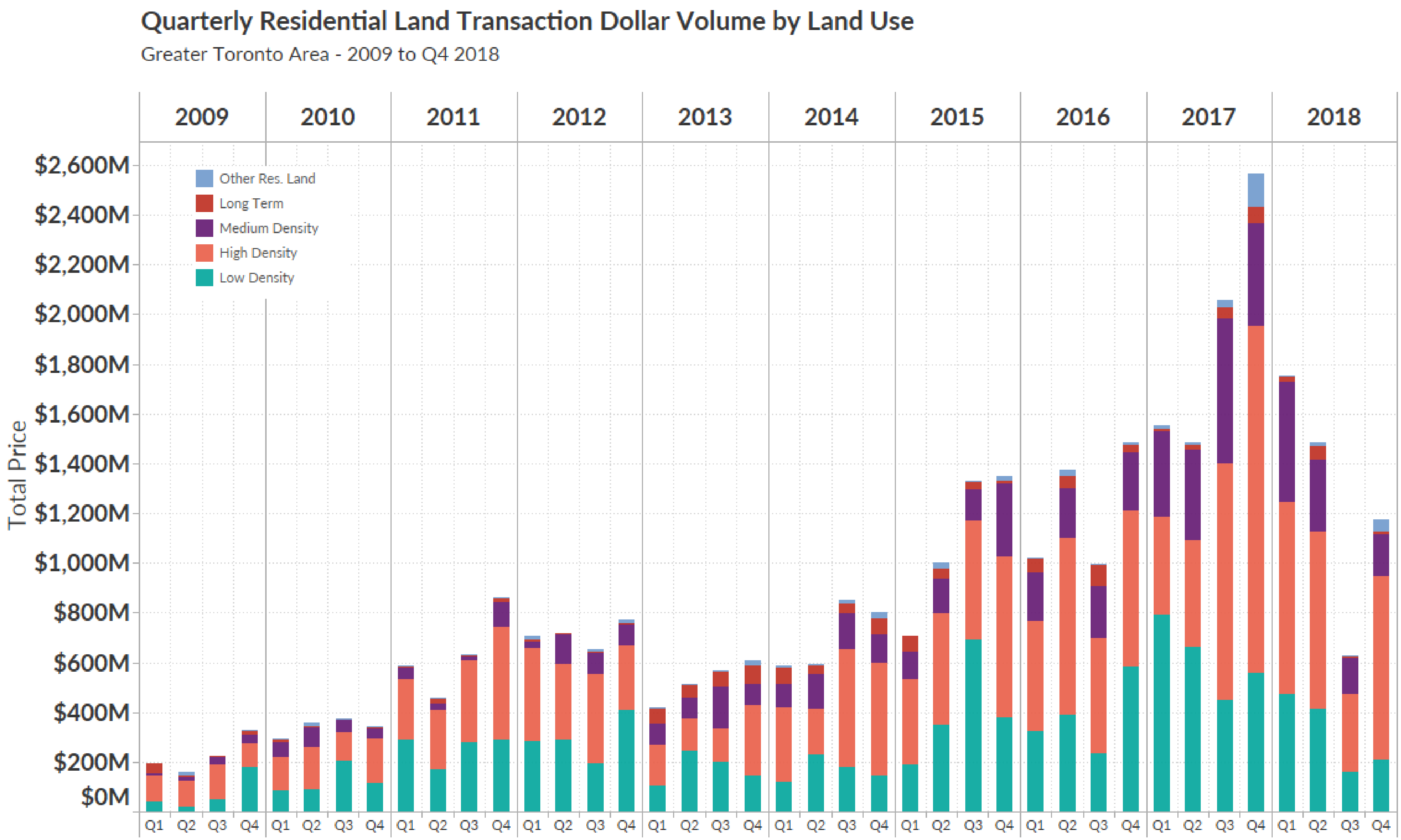
Transaction Timeline by Municipality, Total Price & Land Use

Greater Toronto Area - Q4 2018

		Total Price	Land Area (ac.)	Deals
Durham	Ajax	$2M	25	1
	Clarington	$13M	17	4
	Oshawa	$28M	171	4
	Pickering	$6M	46	2
	Scugog	$14M	45	2
	Whitby	$17M	62	3
Halton	Burlington	$3M	0	2
	Halton Hills	$30M	161	4
	Milton	$35M	184	5
	Oakville	$17M	5	3
Metro	North York	$122M	8	9
	Scarborough	$38M	10	6
	Toronto	$643M	15	35
	York	$11M	0	2
Peel	Brampton	$29M	12	4
	Caledon	$12M	16	2
	Mississauga	$68M	78	7
York	East Gwillimb..	$1M	48	1
	King	$2M	1	1
	Markham	$26M	10	5
	Newmarket	$2M	1	2
	Richmond Hill	$18M	4	7
	Vaughan	$21M	15	2
	Whitchurch-S..	$17M	16	3

Transactions by Land Use

$1.2B in Q4 2018 comprised of $210 Low Density deals, $739M High Density deals, $169 Medium Density deals, $7M Long Term deals and $51M in deals classified as Other land uses.



Transactions by Region

$1.2B in Q4 2018 residential land deals broken down by Region as $814M in Toronto, $86M in York Region, $110M in Peel, $85M in Halton and $81M in Durham.

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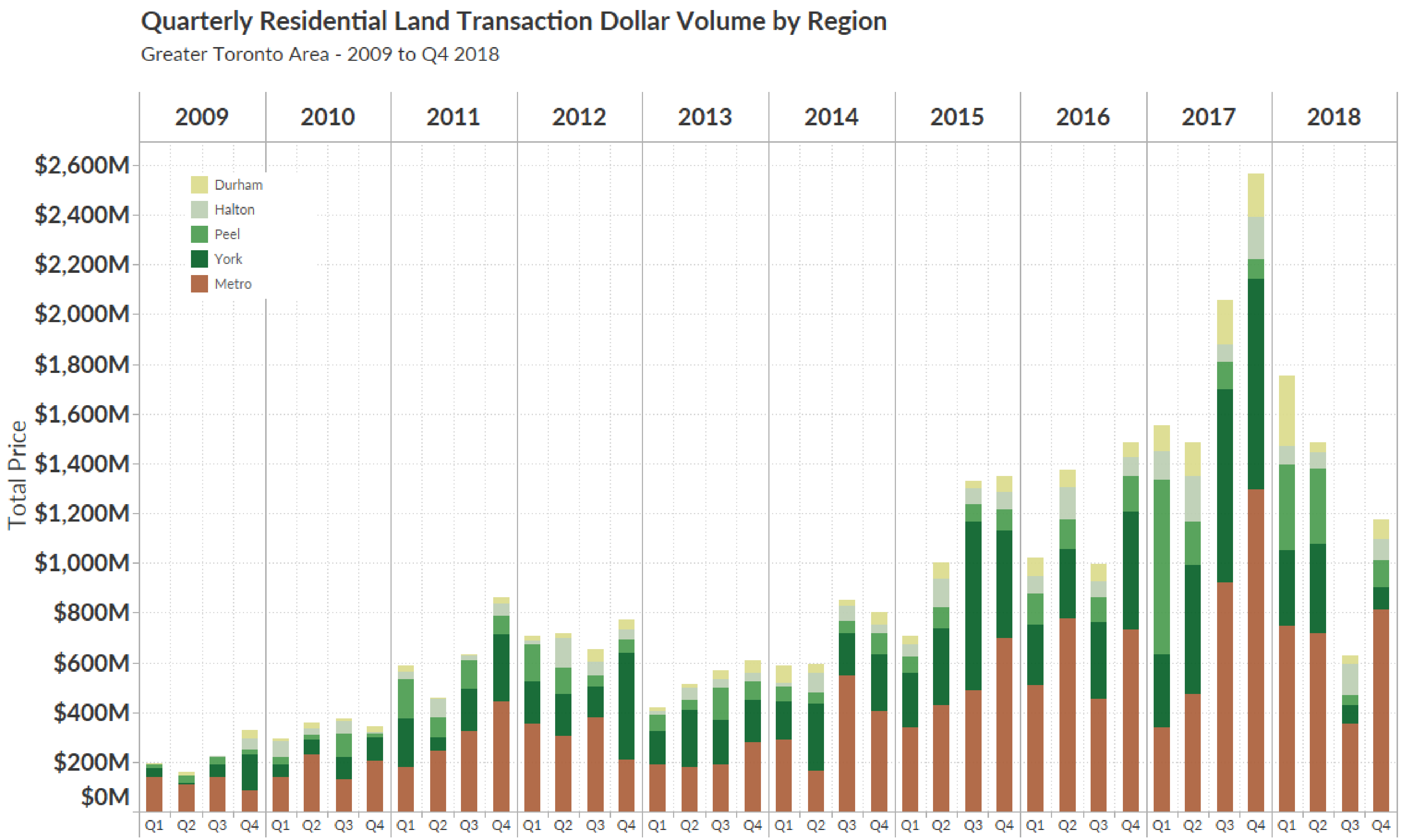
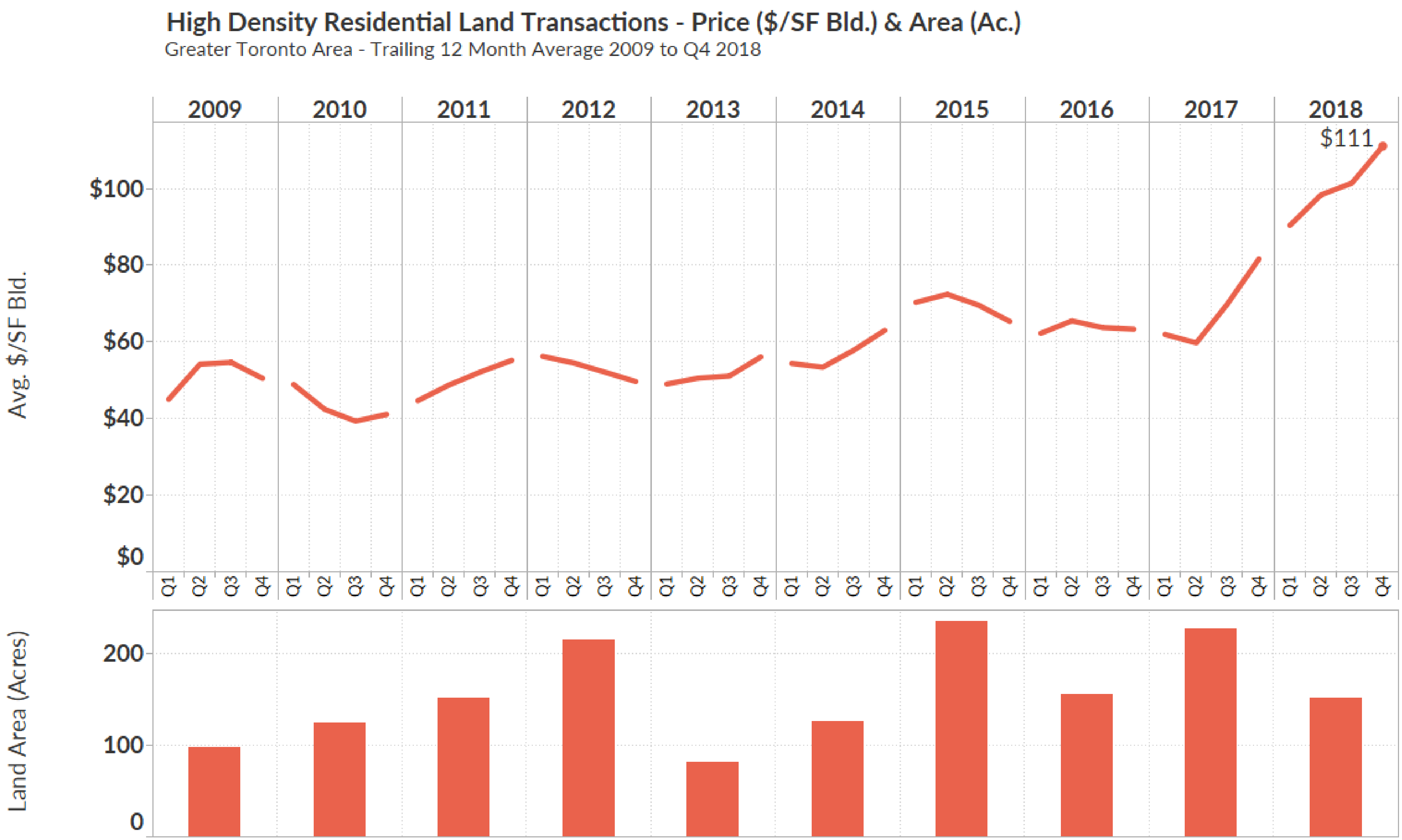


Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q4 2018 is $111/sf bld. That's up about +10% from the previous quarter.



Municipal Comparison – High Density $/SF Bld.

Q4 2018 residential land transactions appear to be slightly higher in price per square foot buildable than the previous four quarters.

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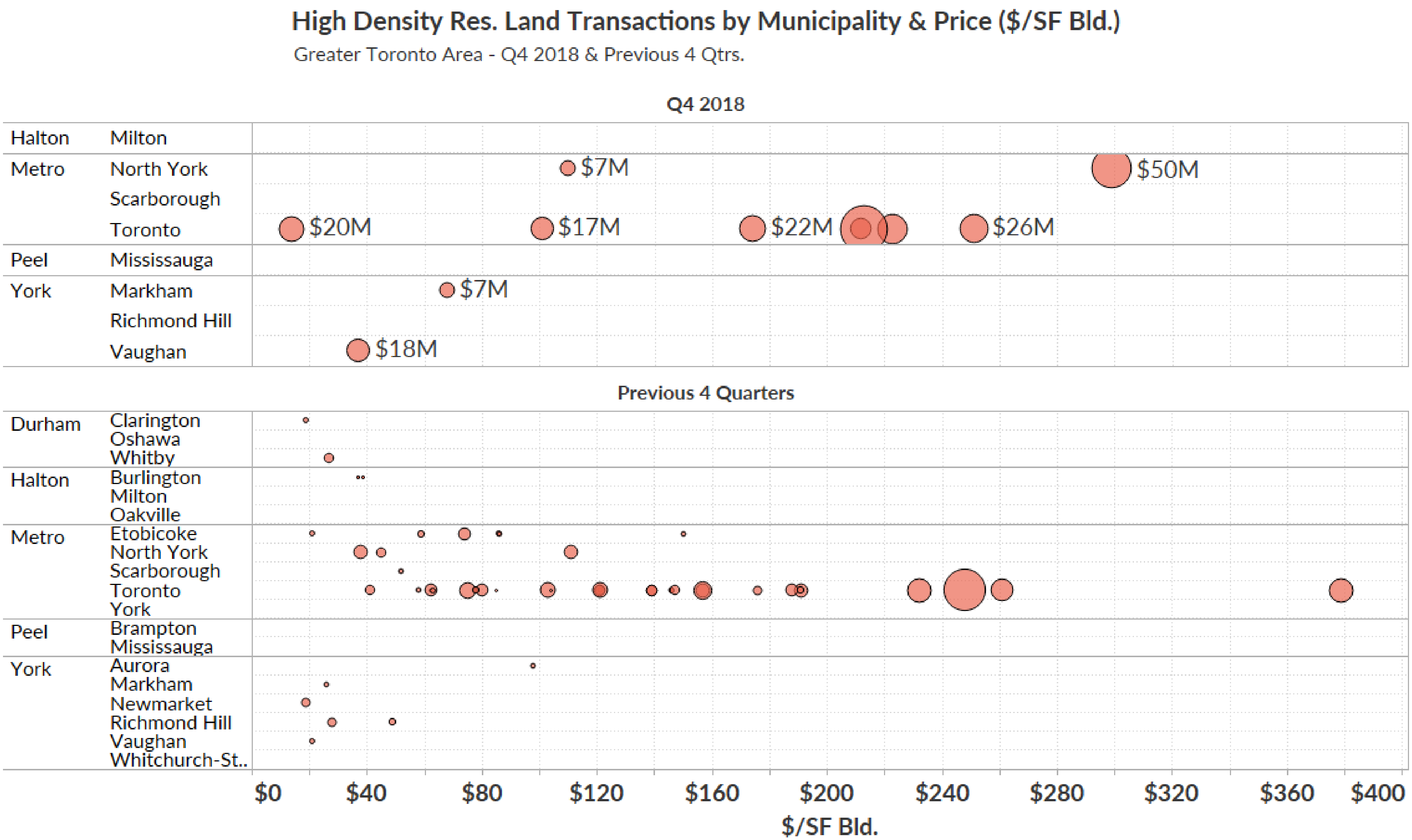
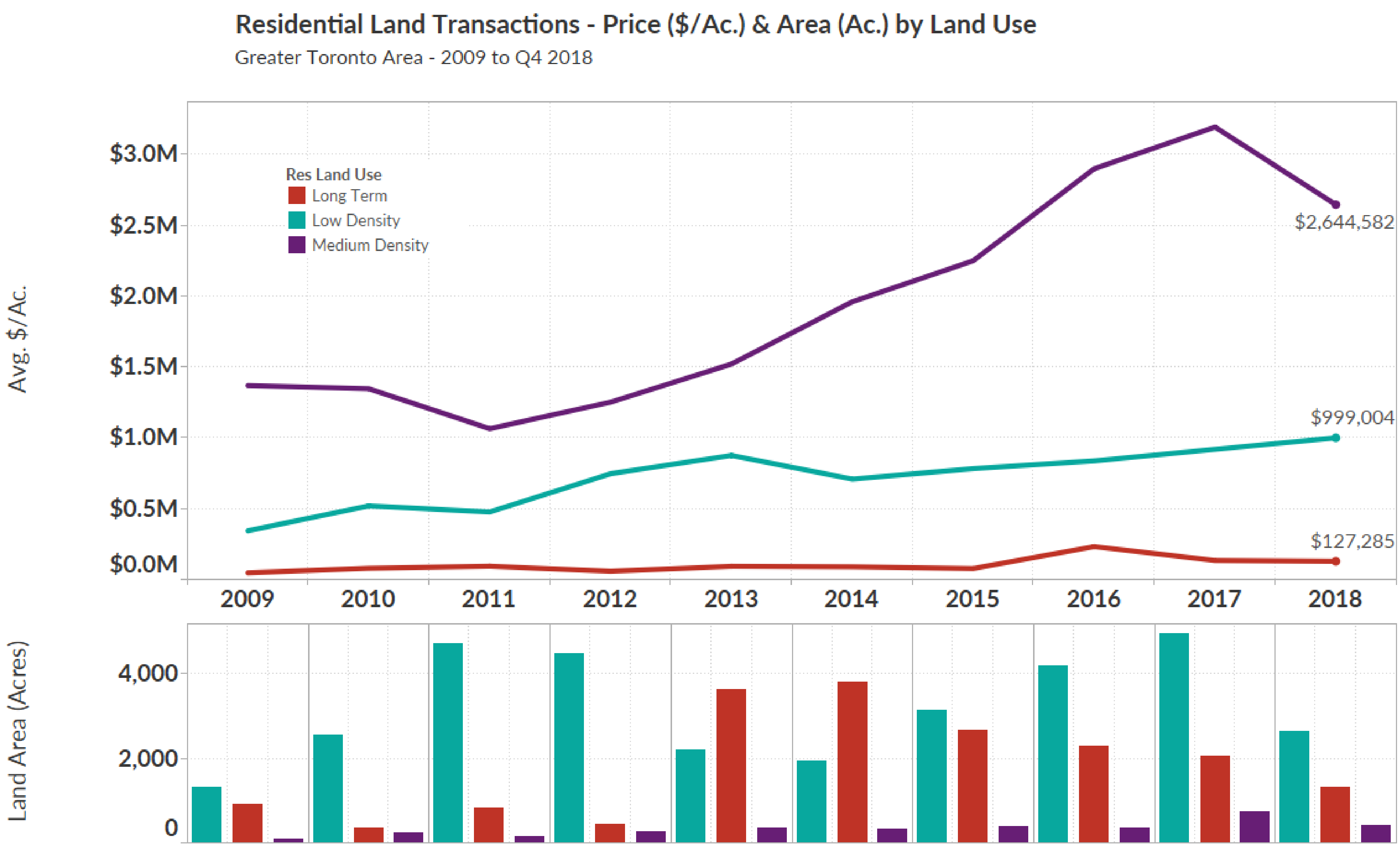


Price & Area Trends – Low Density/Medium Density/Long Term

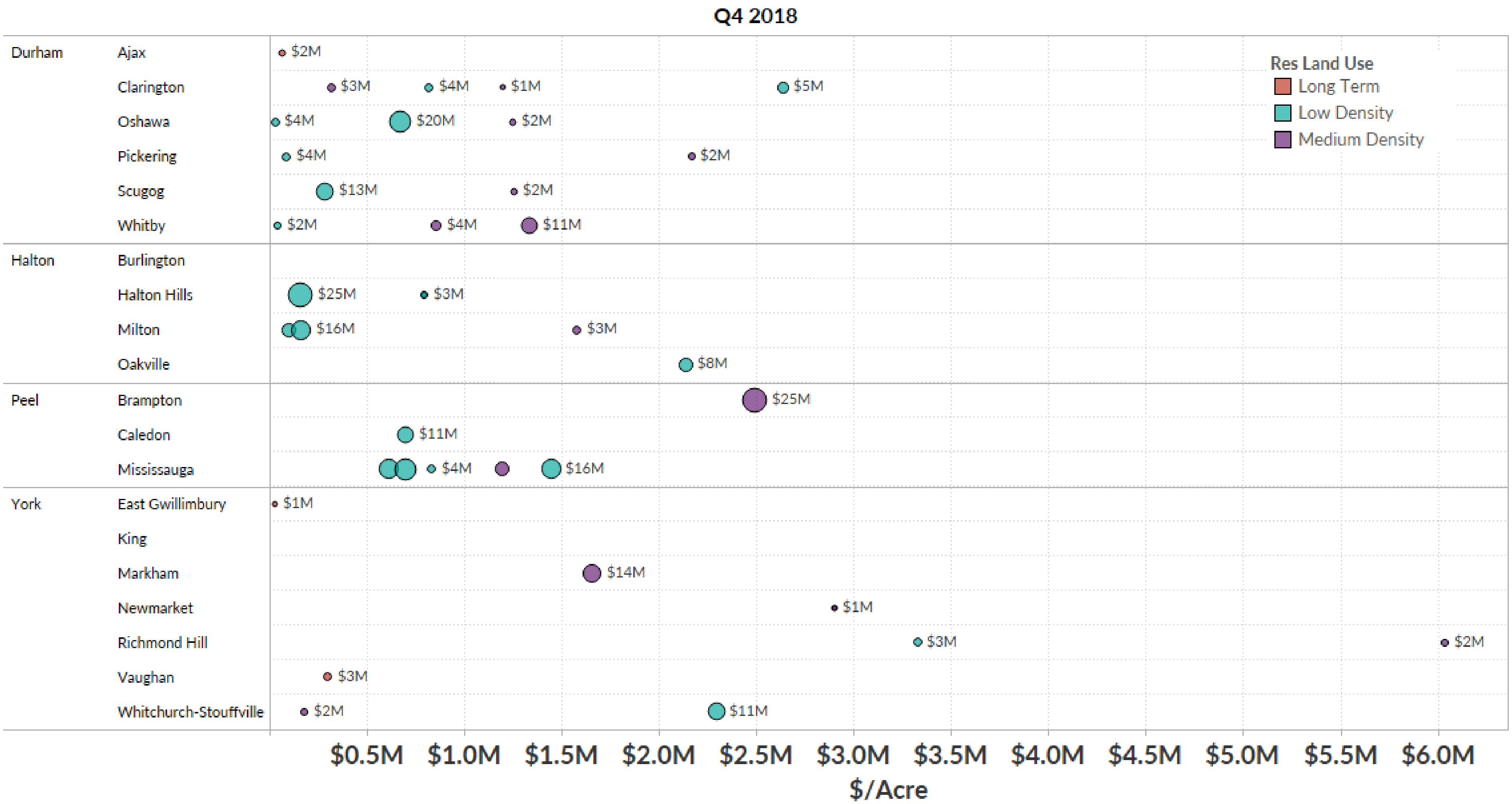
The Q4 2018 average pricing at $2.6M/acre for Medium Density deals, $999,000/acre for Low Density deals and $127,000/acre for Long Term land deals.



Notable deals this quarter included a $25M Medium Density transaction for about $2.5M/acre in Brampton and a $25M Low Density deal in Halton Hills for about $200,000/acre.

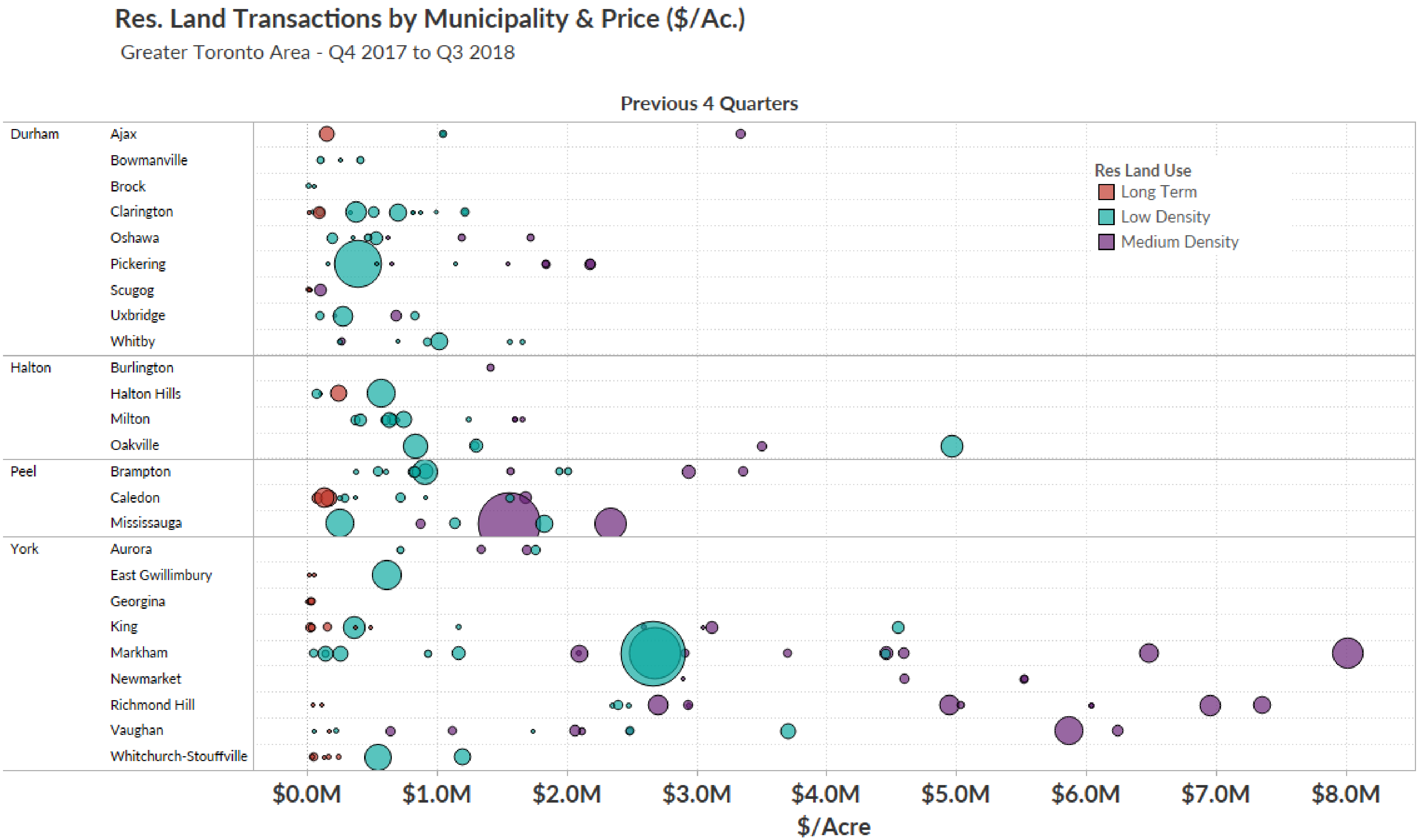
Res. Land Transactions by Municipality & Price ($/Ac.)

Greater Toronto Area - Q4 2018



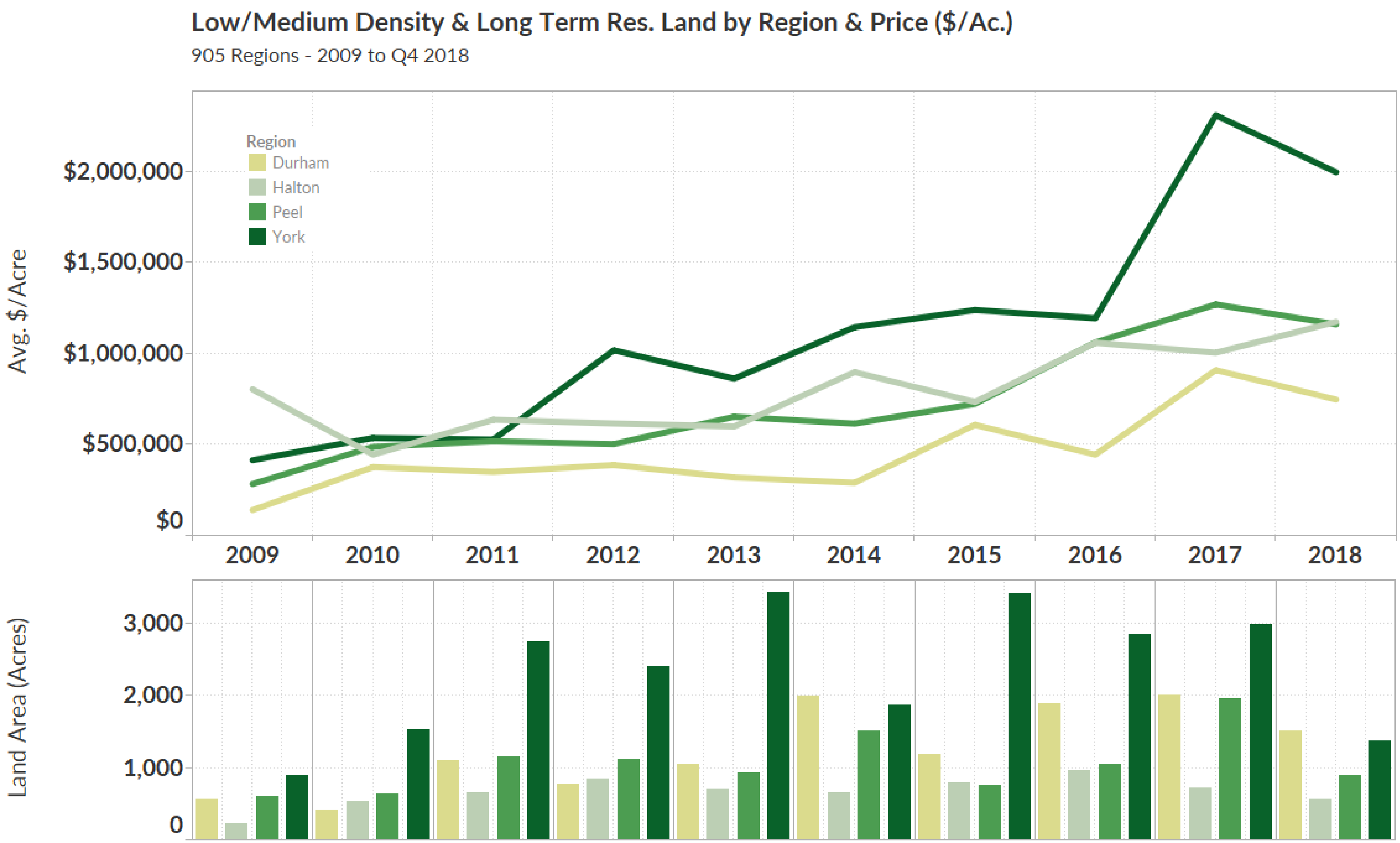
Municipal Comparison – Previous 4 Quarter

The previous 4 quarters included a $275M Medium Density Transaction in Mississauga worth about $1.6M/acre, Markham had many transactions.



Regional Comparison – Low Density/Medium Density/Long Term

In the 905 area, Q4 2018 average price for Low Density, Medium Density and Long Term land transactions range from $746,000/acre in Durham, $1.2M/acre in Halton, $1.2M/acre in Peel & $2.0M/acre in York.

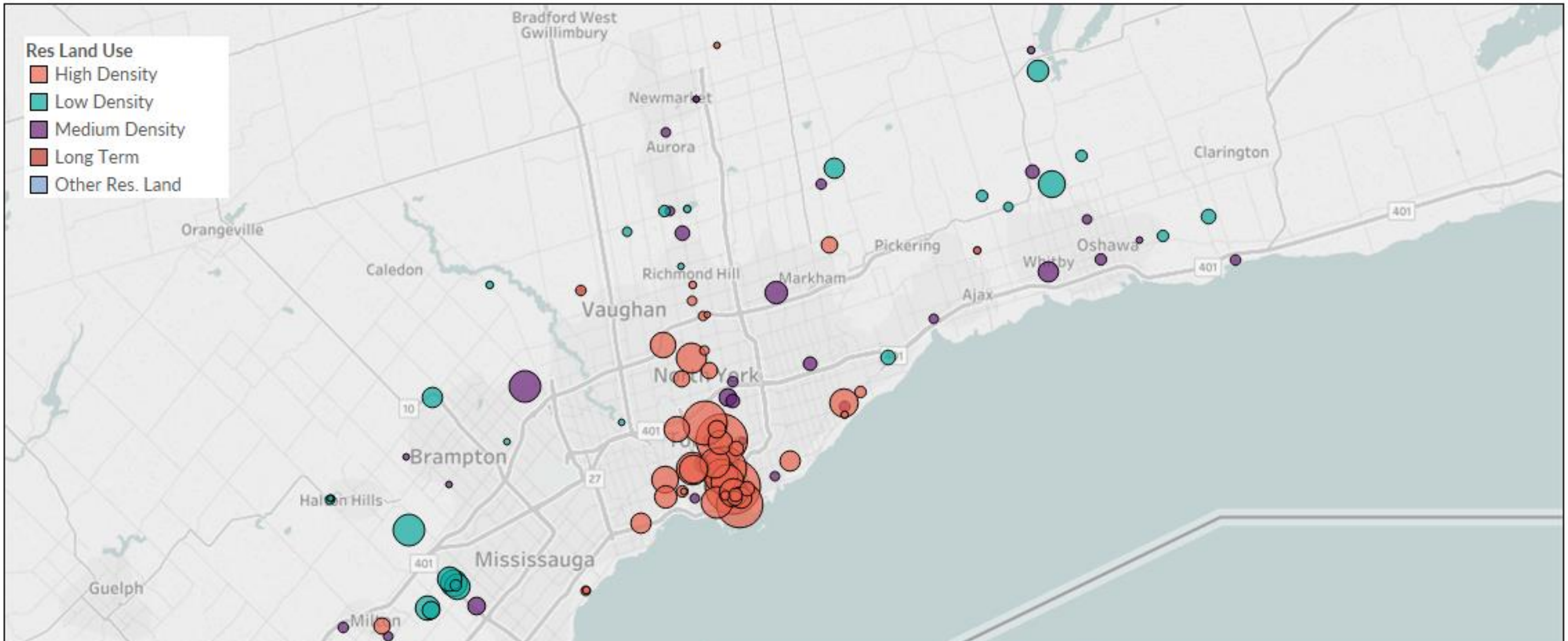


Geographic Distribution

The map illustrates the geographic distribution of all residential land transactions in the current quarter with the top 5 transactions by Total Price included in the table.

Residential Land Transactions by Land Use

Greater Toronto Area - Q4 2018



Q4 2018 - Top Transactions

First Address	Municipality	Total Price	Land Area	Res Land Use
225 Mutual Street	Toronto	$82,120,180	0.80 ac.	High Density
85 Broadway Avenue	Toronto	$71,084,504	0.34 ac.	High Density
162 Queens Quay East	Toronto	$58,000,000	0.69 ac.	High Density
1140 Yonge Street	Toronto	$52,000,000	0.68 ac.	High Density
1700 Avenue Road	North York	$50,000,000	1.07 ac.	High Density