Greater Golden Horseshoe Commercial Q4 2018 Statistics

Data as of December 31, 2018

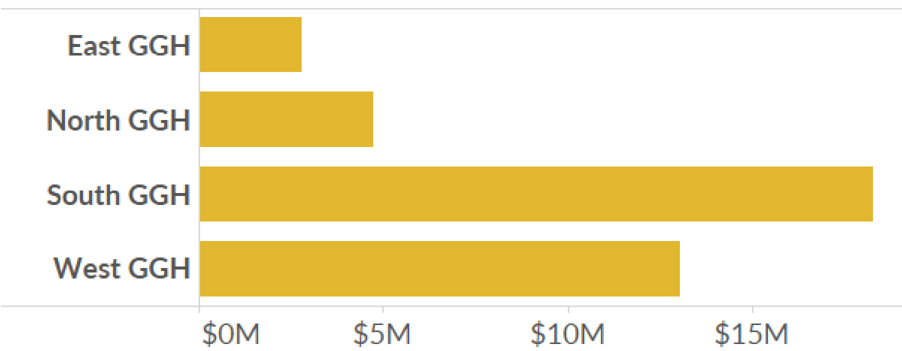
Altus Group

Office Transactions - $500K to $1M

Q4 2018 saw 8 office transactions worth $6M in the $500K to $1M category.

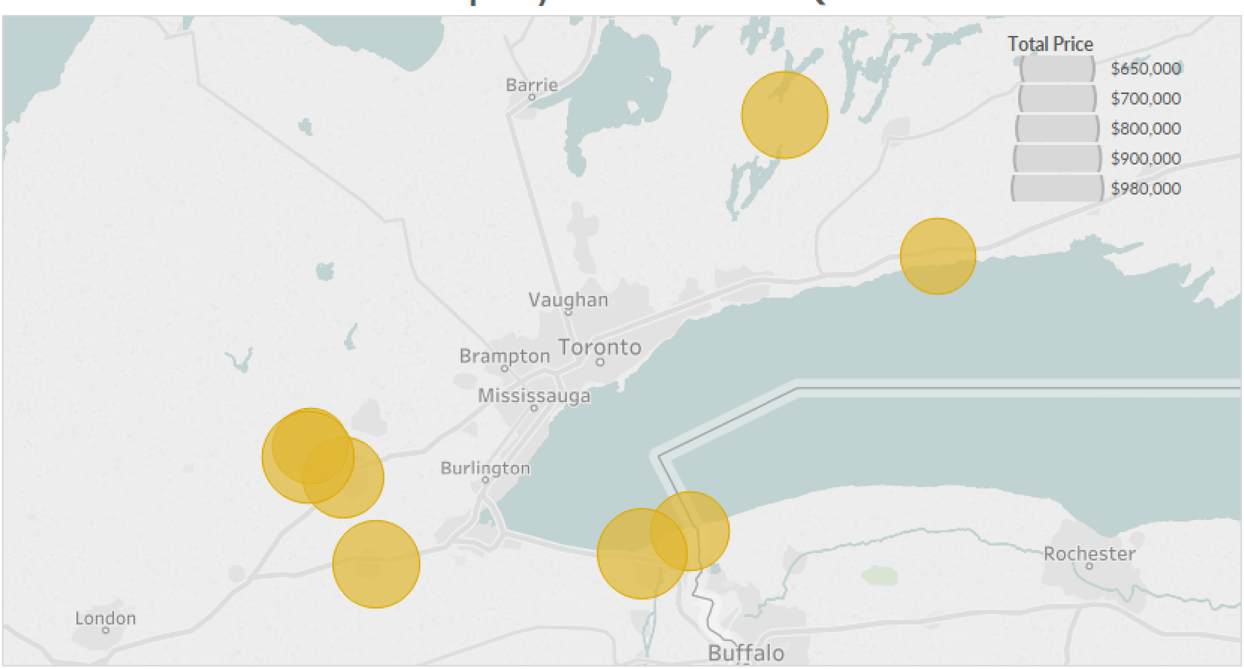
	Q4 2018 $ Vol	Q4 2018 #	Q4 2017 $ Vol	Q4 2017 #	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$1.53M	2			
North GGH			$1.12M	2	-100.0%
South GGH	$2.52M	3	$2.61M	4	-3.6%
West GGH	$2.39M	3	$3.41M	5	-30.0%
Grand Total	$6.43M	8	$7.15M	11	-10.0%

YTD - Office Total $ Volume



YTD - Avg $/SF

Office Property Transactions - Q4 2018

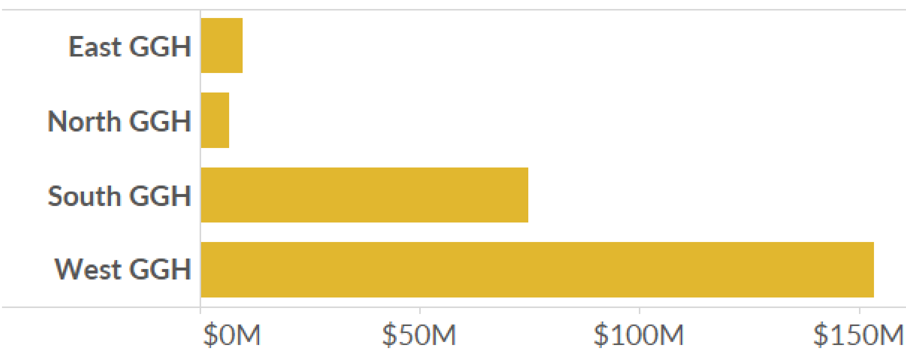


Office Transactions - $1M+

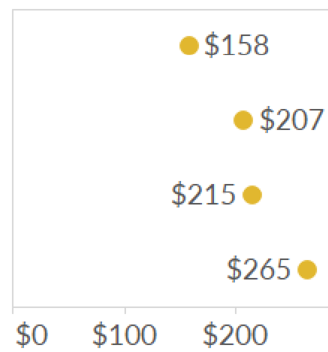
Q4 2018 saw 16 office transactions worth $48M in the $1M+ category.

	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$5.30M	2			
North GGH	$2.14M	1	$3.20M	3	-33.1%
South GGH	$22.60M	7	$13.73M	4	64.6%
West GGH	$18.45M	6	$24.35M	5	-24.2%
Grand Total	$48.49M	16	$41.28M	12	17.5%

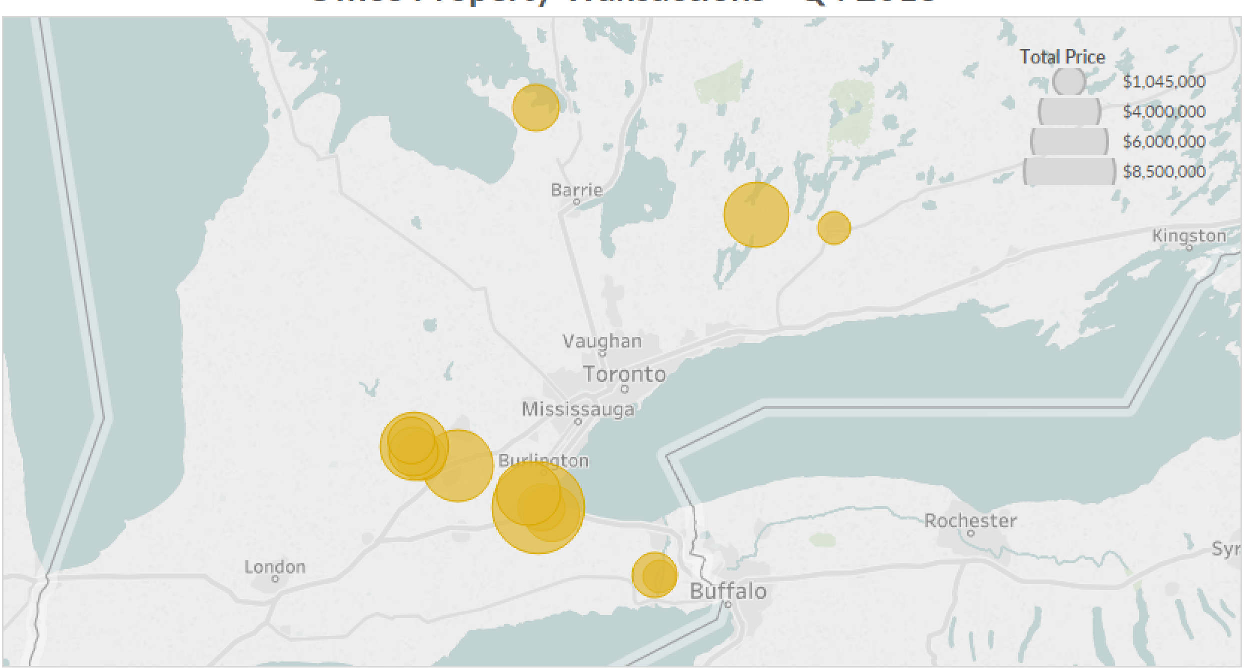
YTD - Office Total $ Volume



YTD - Avg $/SF



Office Property Transactions - Q4 2018



Office Transactions – All Sales

Q4 2018 saw 24 office transactions worth $55M in all price thresholds.

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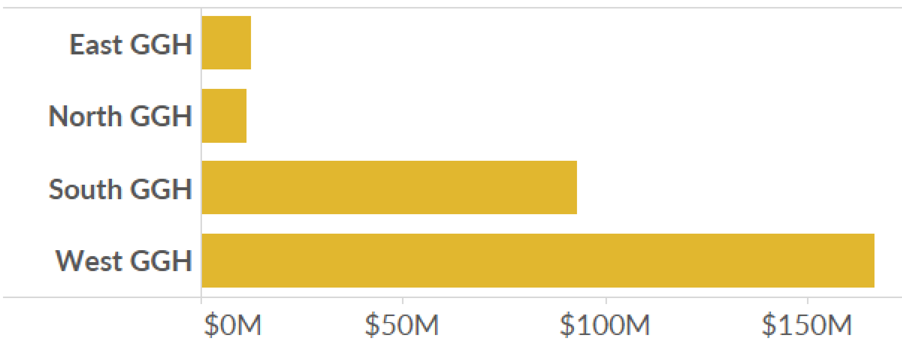
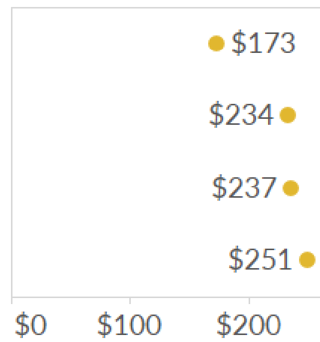
	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$6.83M	4			
North GGH	$2.14M	1	$4.32M	5	-50.5%
South GGH	$25.11M	10	$16.34M	8	53.7%
West GGH	$20.84M	9	$27.76M	10	-24.9%
Grand Total	$54.92M	24	$48.42M	23	13.4%

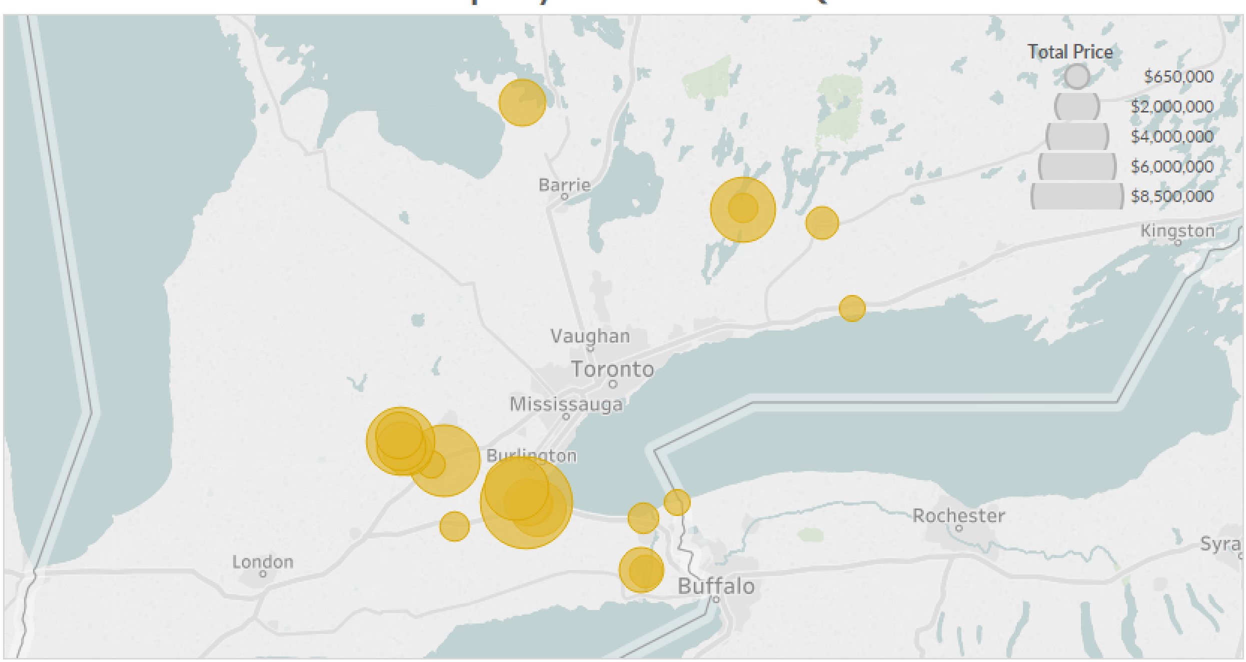
YTD - Office Total $ Volume



YTD - Avg $/SF



Office Property Transactions - Q4 2018

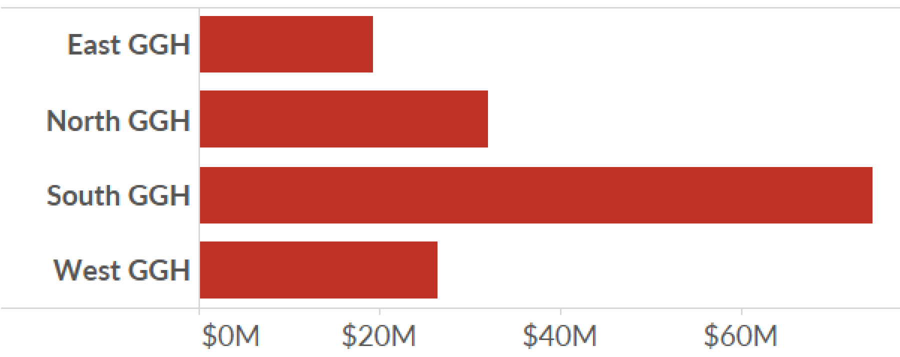


Retail Transactions - $500K to $1M

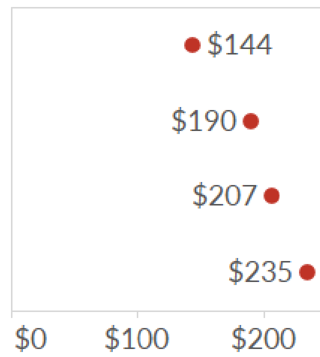
Q4 2018 saw 62 retail transactions worth $44M in the $500K to $1M category.

	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$5.16M	7	$1.85M	3	179.1%
North GGH	$9.38M	14	$9.75M	13	-3.8%
South GGH	$22.41M	32	$14.30M	23	56.7%
West GGH	$6.72M	9	$7.45M	10	-9.9%
Grand Total	$43.67M	62	$33.35M	49	30.9%

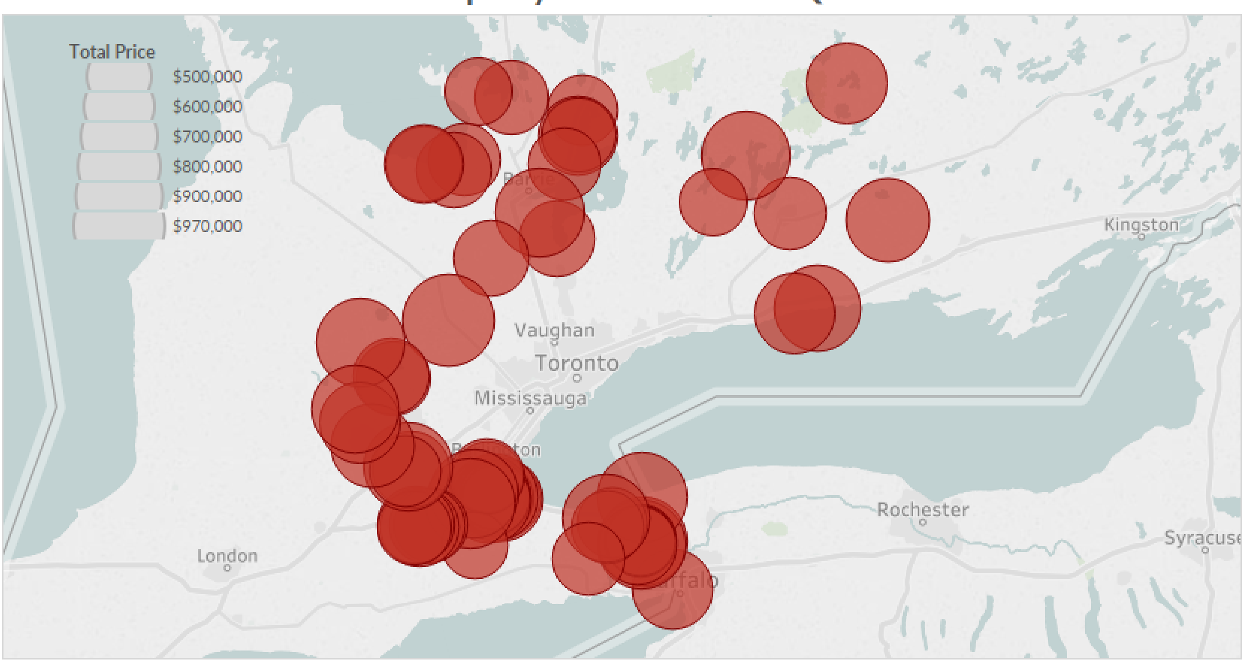
YTD - Retail Total $ Volume



YTD - Avg $/SF



Retail Property Transactions - Q4 2018



Retail Transactions - $1M+

Q4 2018 saw 56 retail transactions worth $159M in the $1M+ category.

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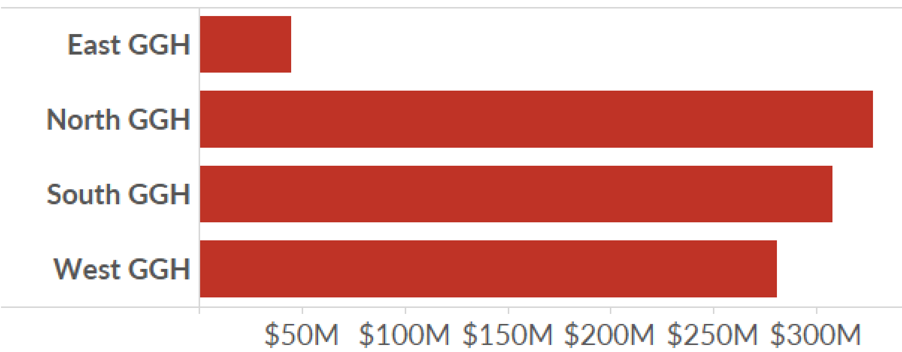
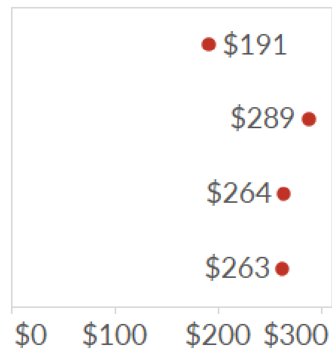
	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$22.50M	4	$29.10M	2	-22.68%
North GGH	$42.67M	15	$90.35M	17	-52.77%
South GGH	$60.44M	23	$114.78M	28	-47.35%
West GGH	$32.99M	14	$95.15M	25	-65.33%
Grand Total	$158.59M	56	$329.38M	72	-51.85%

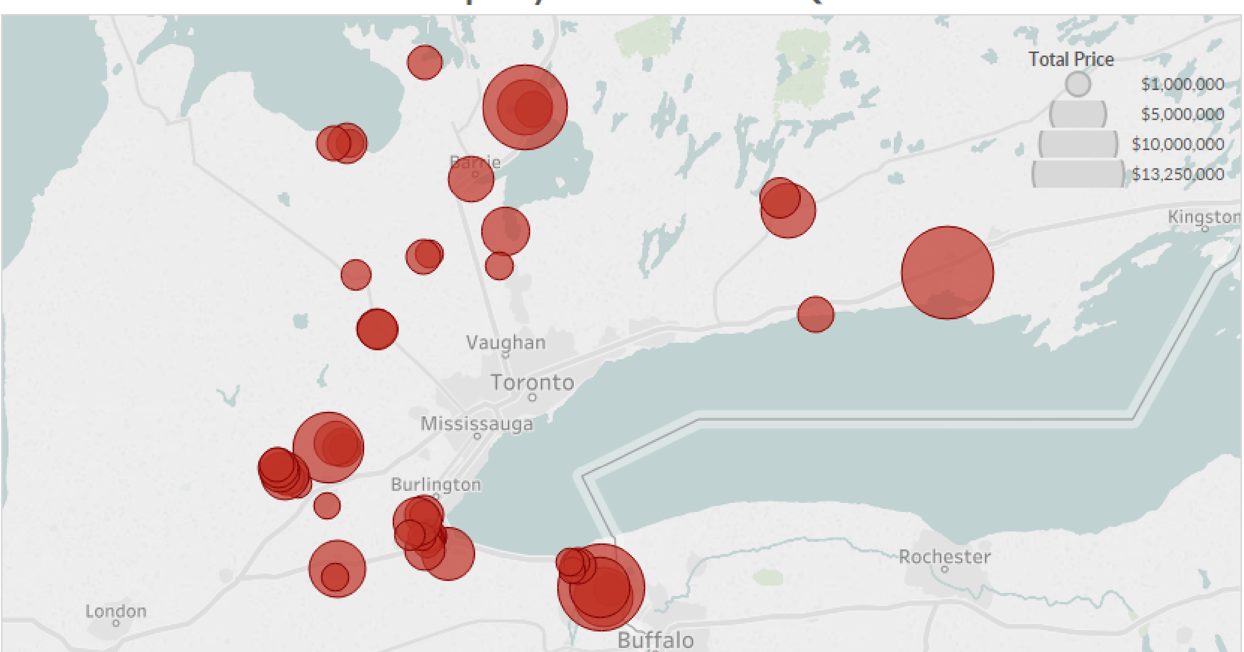
YTD - Retail Total $ Volume



YTD - Avg $/SF



Retail Property Transactions - Q4 2018



Retail Transactions – All Sales

Q4 2018 saw 118 retail transactions worth $202M in all price thresholds.

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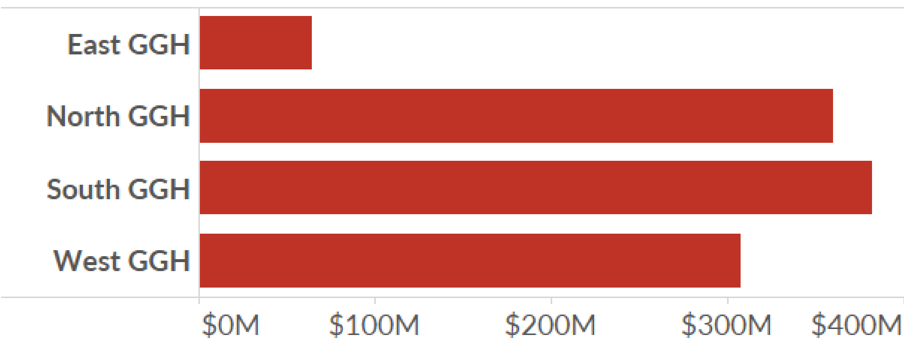
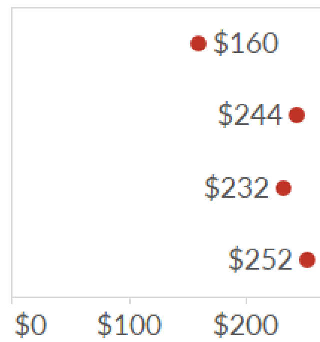
	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$27.66M	11	$30.95M	5	-10.62%
North GGH	$52.05M	29	$100.10M	30	-48.00%
South GGH	$82.84M	55	$129.08M	51	-35.82%
West GGH	$39.70M	23	$102.60M	35	-61.30%
Grand Total	$202.26M	118	$362.73M	121	-44.24%

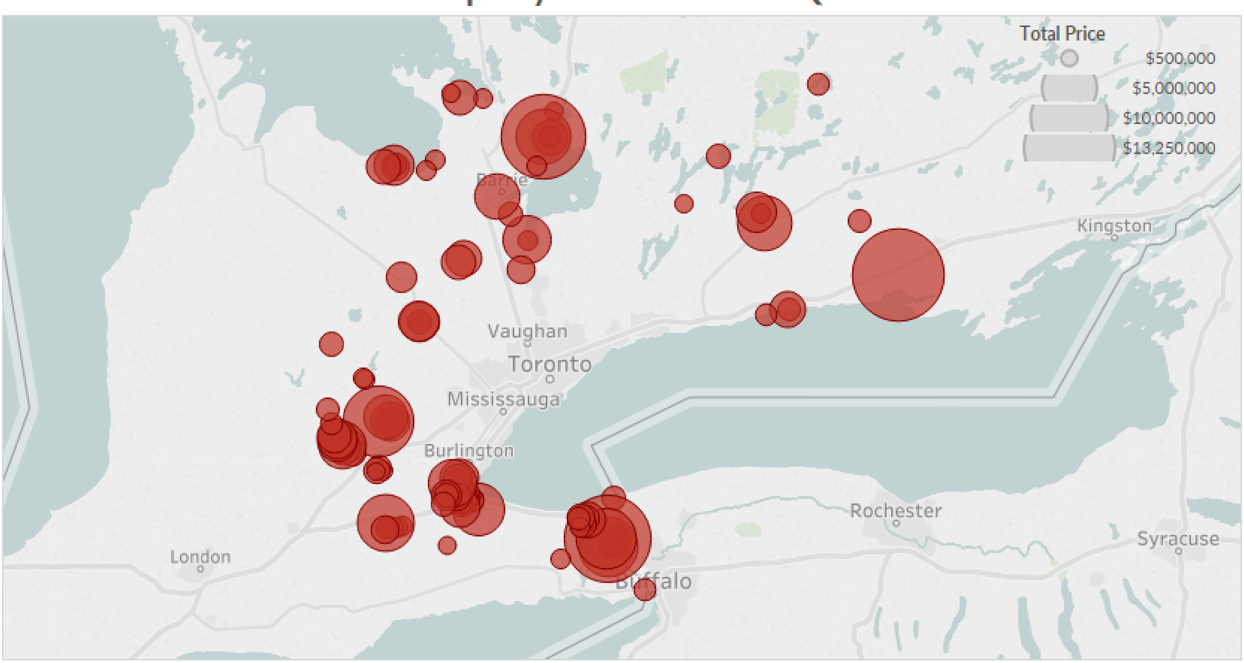
YTD - Retail Total $ Volume



YTD - Avg $/SF



Retail Property Transactions - Q4 2018

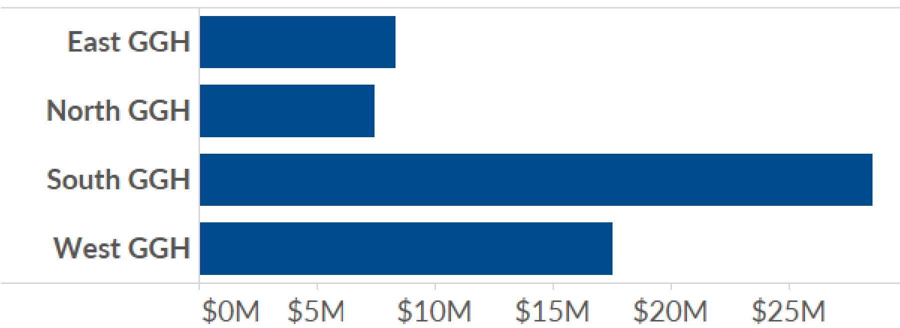


Industrial Transactions - $500K to $1M

Q4 2018 saw 14 industrial transactions worth $11M in the $500K to $1M category.

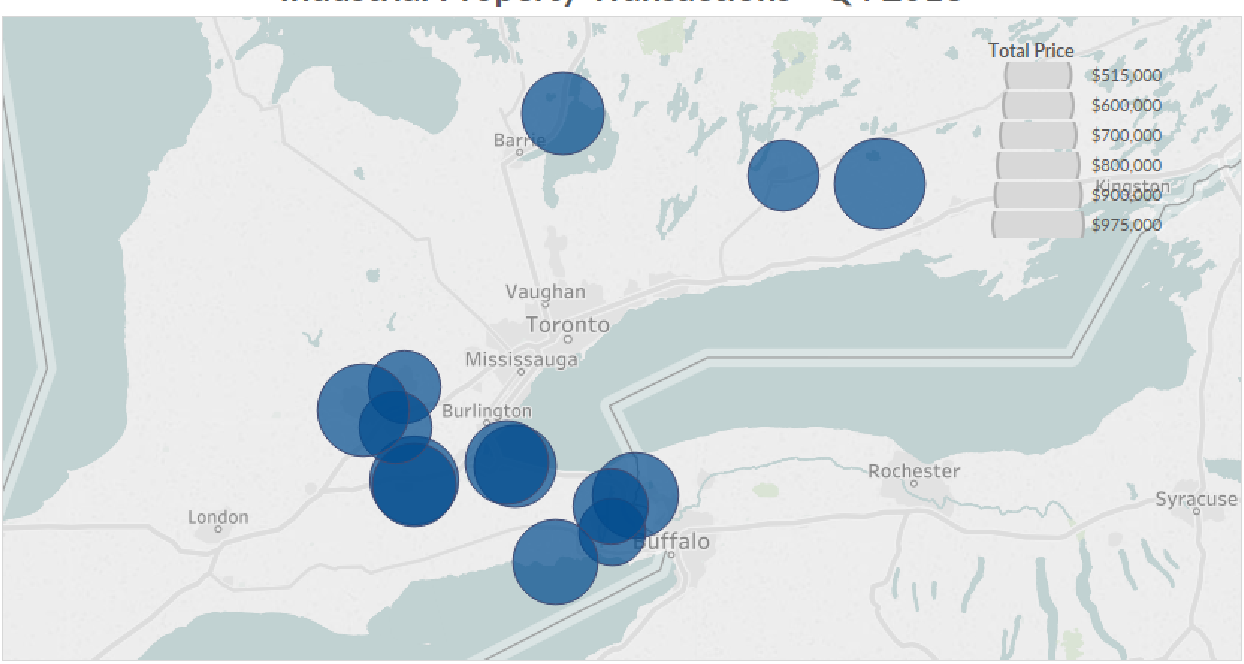
	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$1.53M	2	$0.65M	1	135.4%
North GGH	$0.78M	1	$4.73M	6	-83.6%
South GGH	$6.08M	8	$5.90M	8	3.0%
West GGH	$2.18M	3	$3.09M	4	-29.6%
Grand Total	$10.56M	14	$14.37M	19	-26.5%

YTD - Industrial Total $ Volume



YTD - Avg $/SF

Industrial Property Transactions - Q4 2018

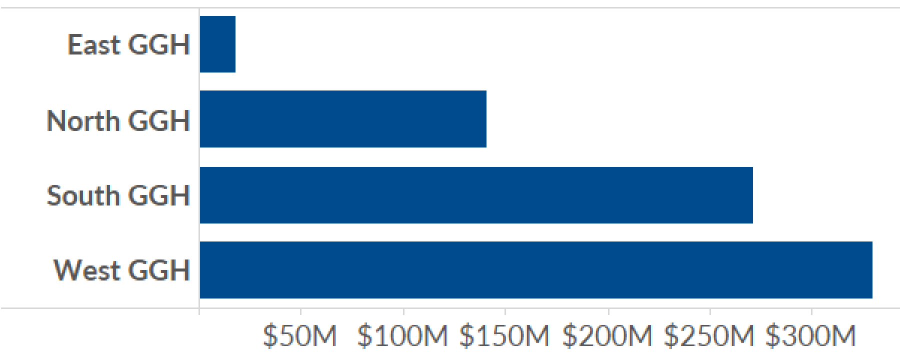


Industrial Transactions - $1M+

Q4 2018 saw 67 industrial transactions worth $261M in the $1M+ category.

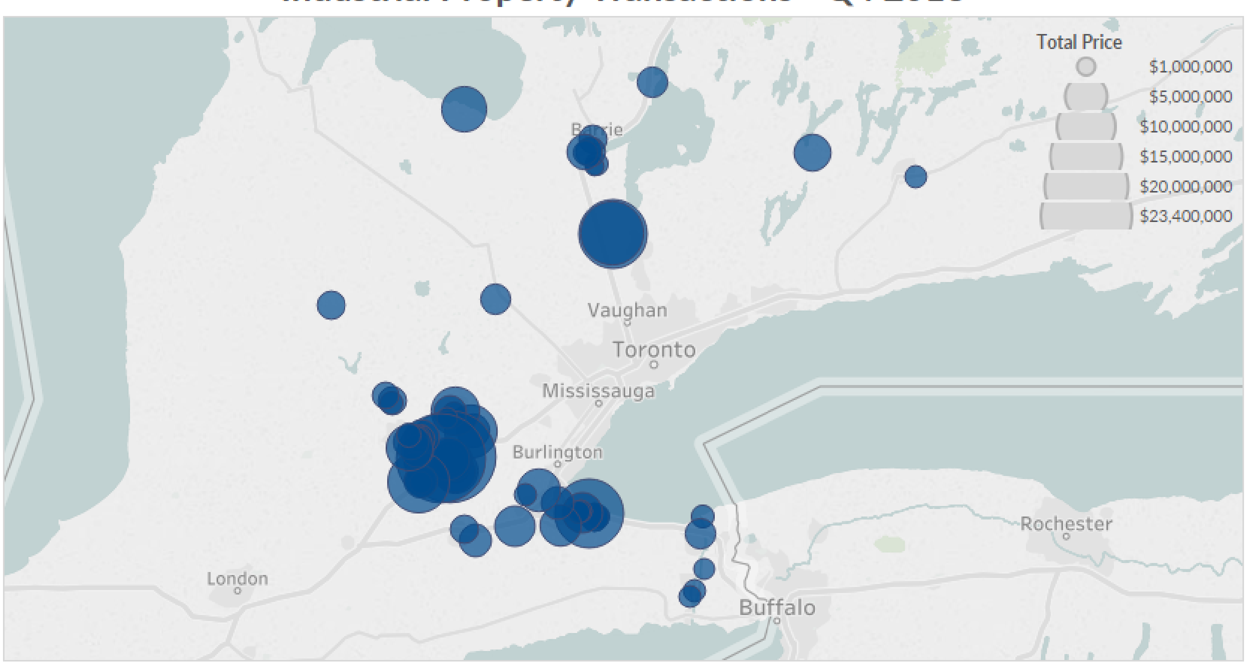
	Q4 2018 $ Vol	Q4 2018 #	Q4 2017 $ Vol	Q4 2017 #	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$5.05M	2	$15.85M	3	-68.1%
North GGH	$46.47M	11	$17.54M	7	164.9%
South GGH	$57.81M	20	$71.75M	15	-19.4%
West GGH	$151.46M	34	$67.39M	18	124.8%
Grand Total	$260.79M	67	$172.53M	43	51.2%

YTD - Industrial Total $ Volume



YTD - Avg $/SF

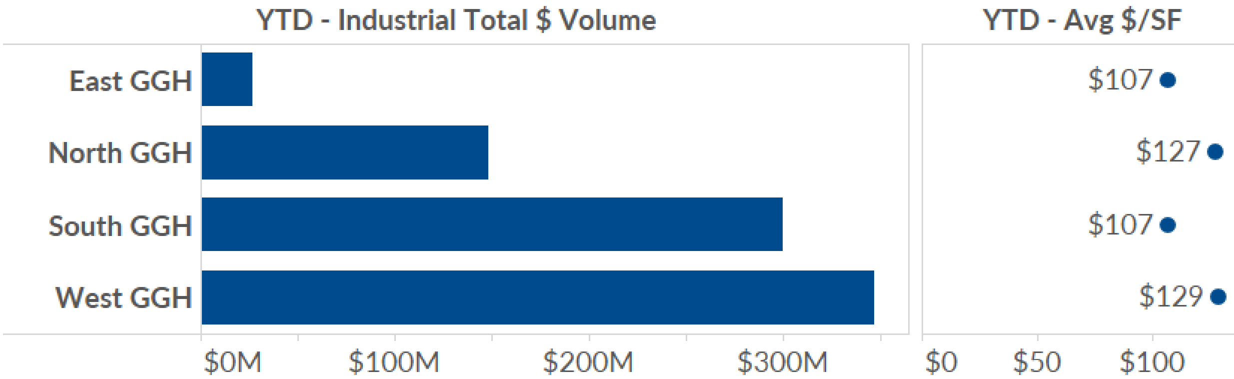
Industrial Property Transactions - Q4 2018



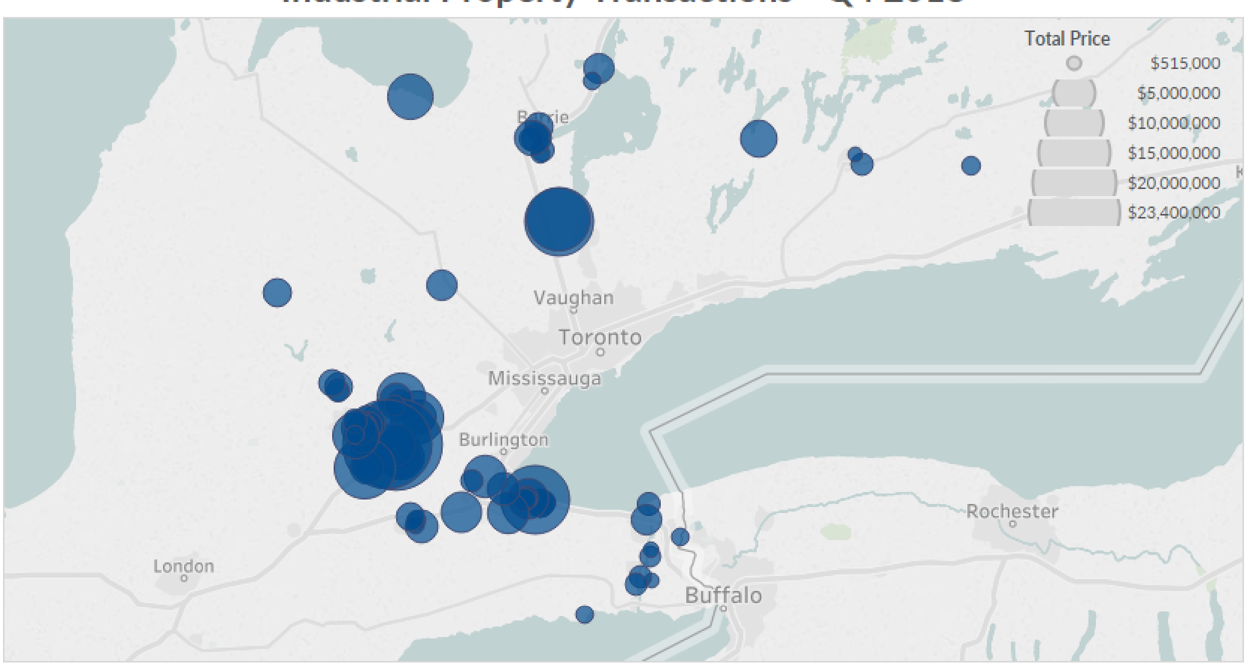
Industrial Transactions – All Sales

Q4 2018 saw 81 industrial transactions worth $271M in all price thresholds.

	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$6.58M	4	$16.50M	4	-60.1%
North GGH	$47.25M	12	$22.27M	13	112.1%
South GGH	$63.89M	28	$77.65M	23	-17.7%
West GGH	$153.63M	37	$70.48M	22	118.0%
Grand Total	$271.34M	81	$186.90M	62	45.2%



Industrial Property Transactions - Q4 2018

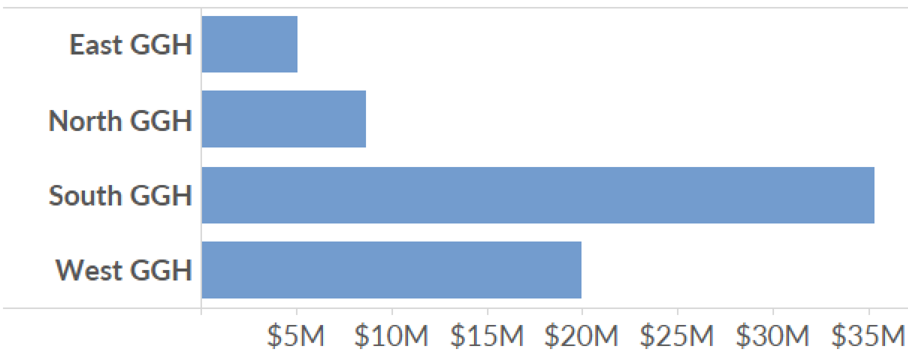


Apartment Transactions - $500K to $1M

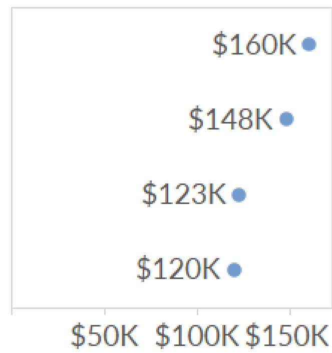
Q4 2018 saw 18 apartment transactions worth $14M in the $500K to $1M category.

	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$0.82M	1	$0.68M	1	21.48%
North GGH	$1.44M	2	$1.96M	2	-26.79%
South GGH	$8.09M	10	$6.73M	11	20.17%
West GGH	$3.71M	5	$3.10M	4	19.85%
Grand Total	$14.06M	18	$12.46M	18	12.78%

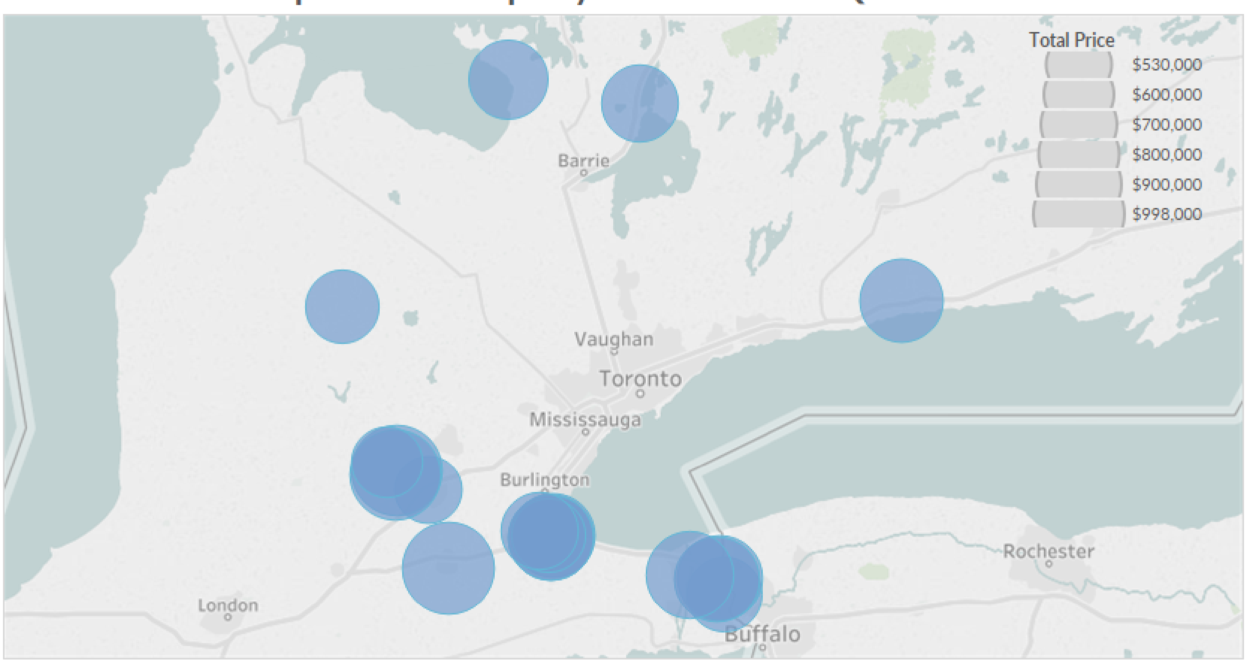
YTD - Apartment Total $ Volume



YTD - Avg $/Unit



Apartment Property Transactions - Q4 2018



Apartment Transactions - $1M+

Q4 2018 saw 39 apartment transactions worth $272M in the $1M+ category.

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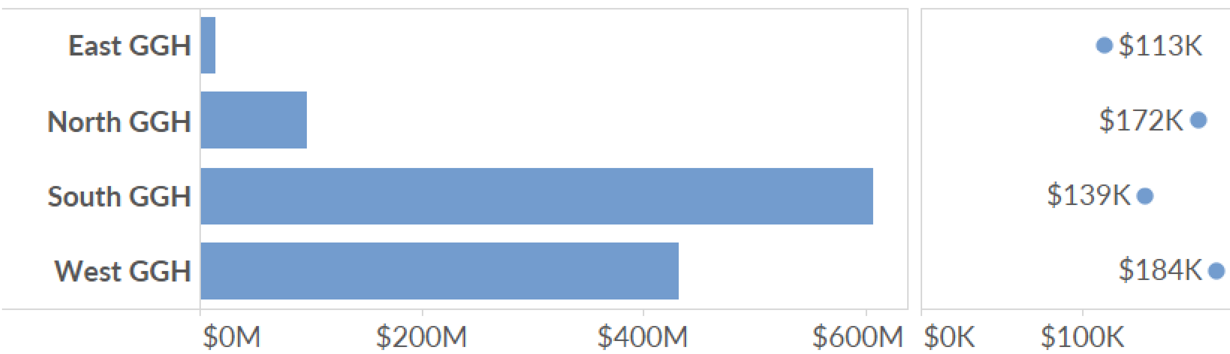
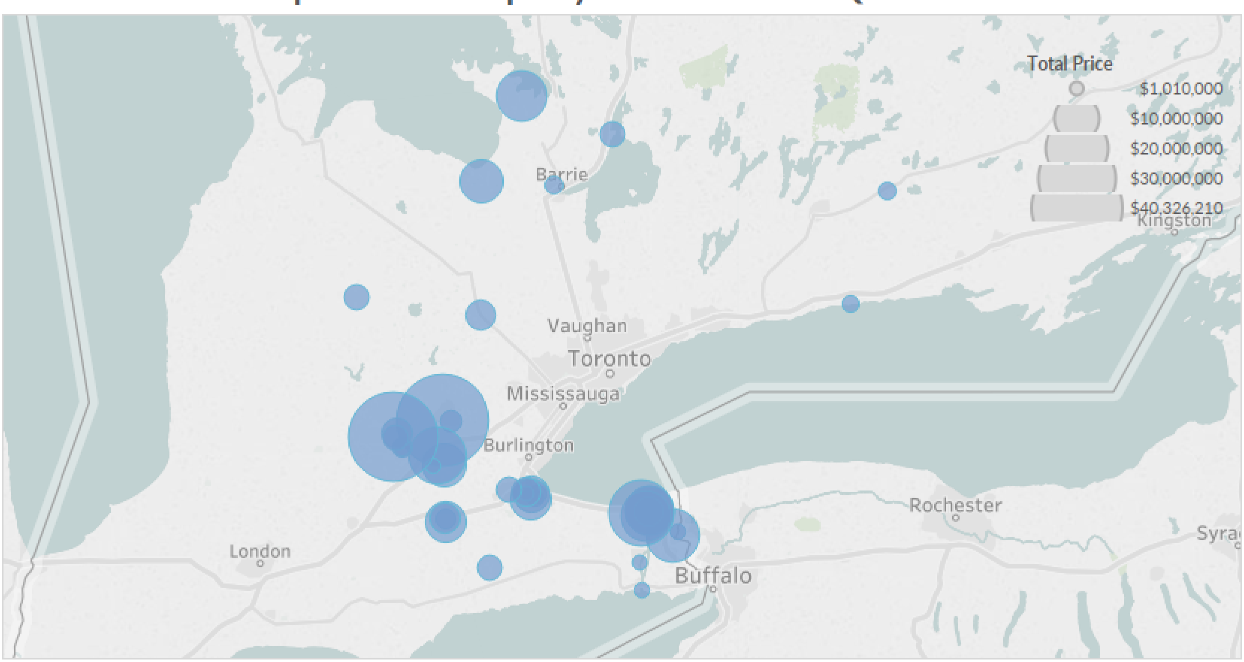
	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$2.90M	2	$1.75M	1	65.4%
North GGH	$30.13M	5	$83.30M	5	-63.8%
South GGH	$119.15M	21	$177.89M	22	-33.0%
West GGH	$120.29M	11	$141.86M	14	-15.2%
Grand Total	$272.46M	39	$404.81M	42	-32.7%

YTD - Apartment Total $ Volume | YTD - Avg $/Unit



Apartment Property Transactions - Q4 2018

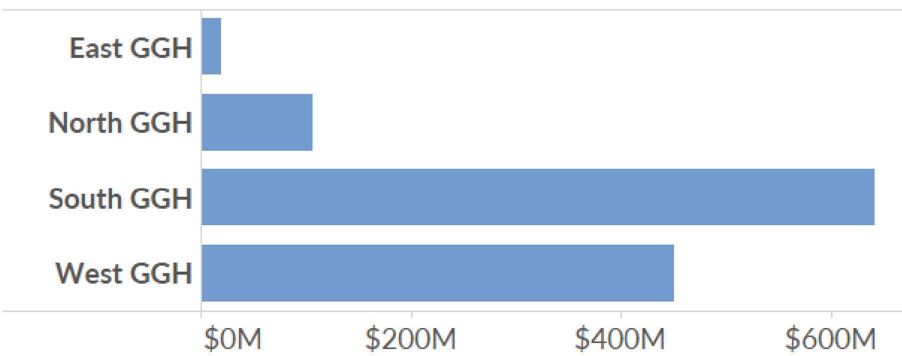


Apartment Transactions – All Sales

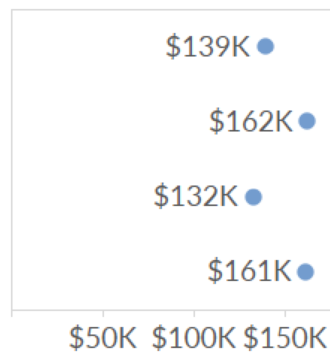
Q4 2018 saw 57 apartment transactions worth $287M in all price thresholds.

	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$3.72M	3	$2.43M	2	53.2%
North GGH	$31.57M	7	$85.26M	7	-63.0%
South GGH	$127.24M	31	$184.62M	33	-31.1%
West GGH	$124.00M	16	$144.96M	18	-14.5%
Grand Total	$286.52M	57	$417.27M	60	-31.3%

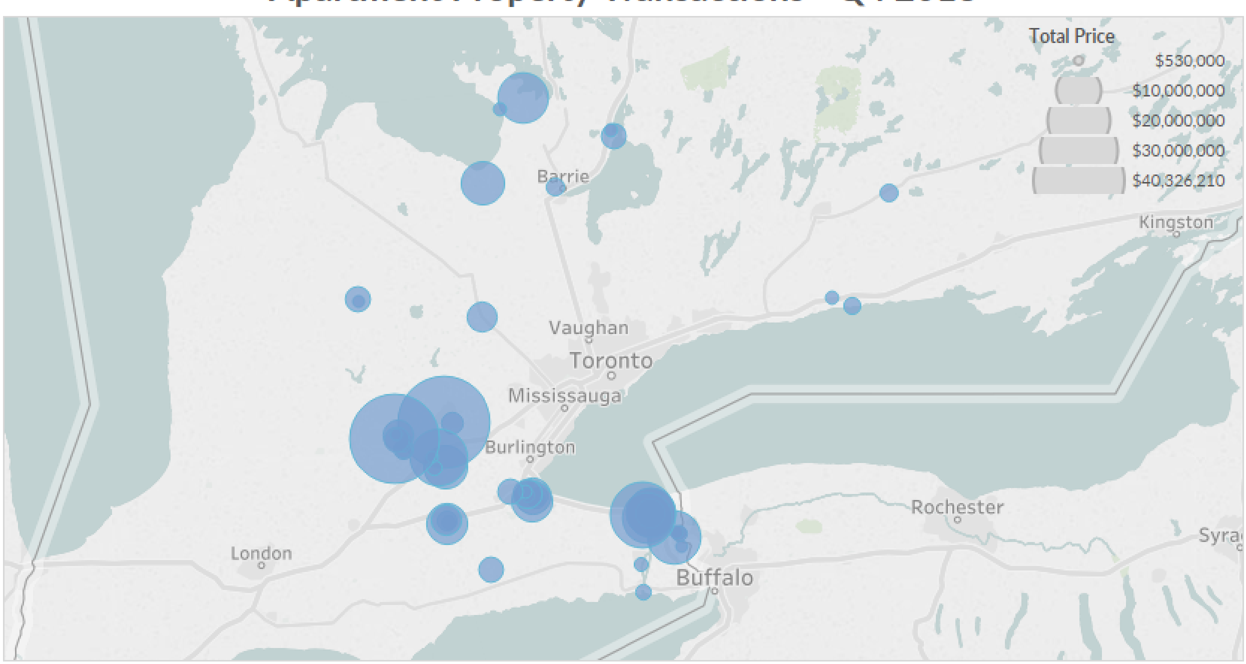
YTD - Apartment Total $ Volume



YTD - Avg $/Unit



Apartment Property Transactions - Q4 2018

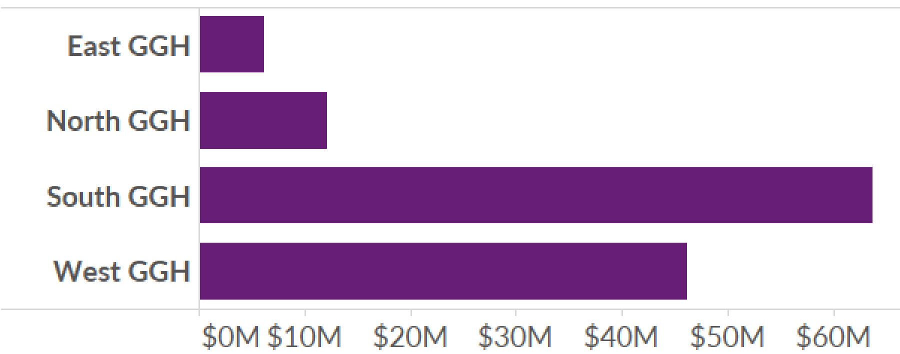


Hotel Transactions – All Sales

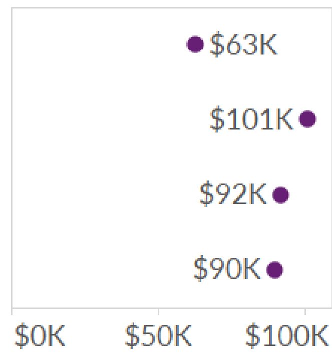
Q4 2018 saw 5 hotel transactions worth $36M in all price thresholds.

	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$0.71M	1	$1.15M	1	-38.2%
North GGH			$1.97M	2	-100.0%
South GGH	$11.10M	2	$25.32M	5	-56.2%
West GGH	$24.60M	2			
Grand Total	$36.41M	5	$28.44M	8	28.0%

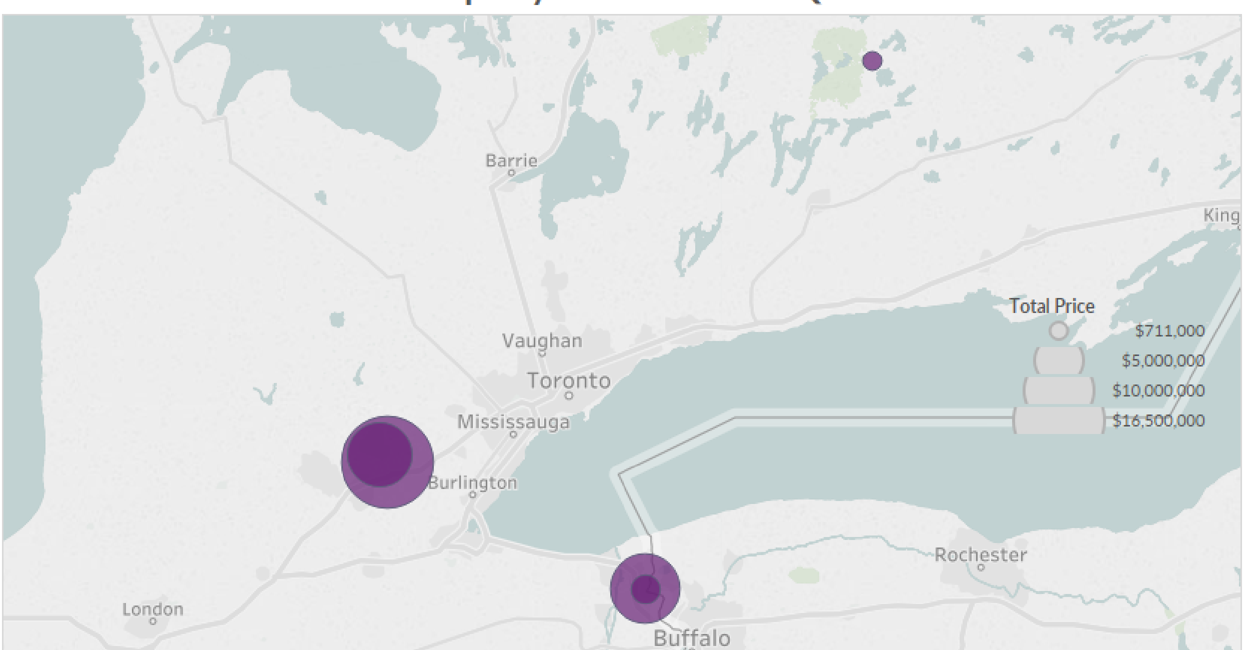
YTD - Hotel Total $ Volume



YTD - Avg $/Room



Hotel Property Transactions - Q4 2018



ICI Land Transactions - $500K to $1M

Q4 2018 saw 58 ICI land transactions worth $41M in the $500K to $1M category.

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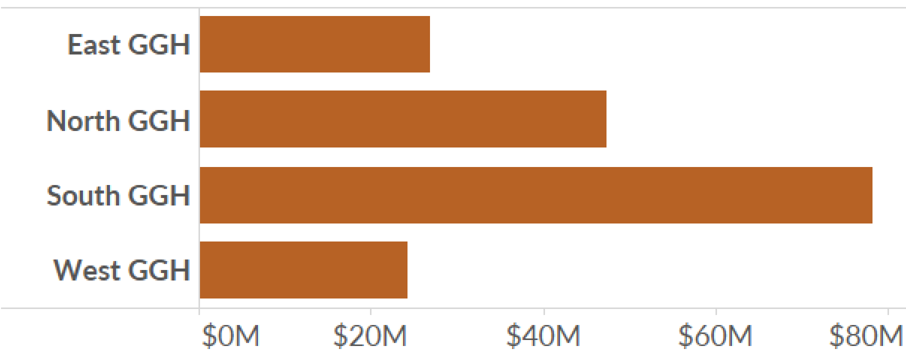
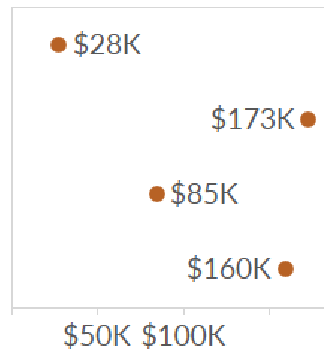
	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$8.20M	12	$9.20M	12	-10.89%
North GGH	$10.95M	15	$12.12M	16	-9.60%
South GGH	$18.33M	26	$22.39M	31	-18.11%
West GGH	$3.40M	5	$5.39M	7	-36.94%
Grand Total	$40.88M	58	$49.09M	66	-16.72%

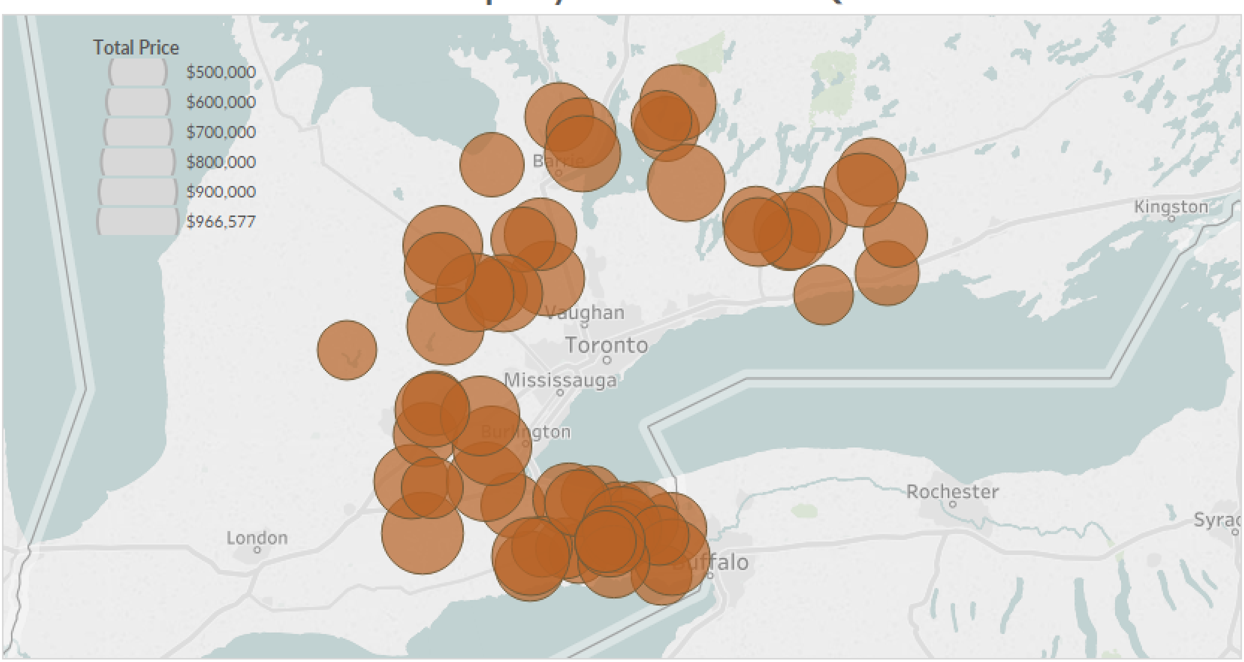
YTD - ICI Land Total $ Volume



YTD - Avg $/Acre



ICI Land Property Transactions - Q4 2018



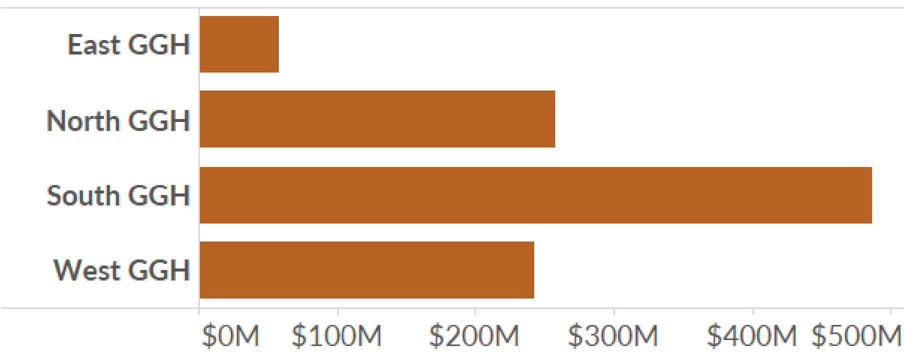
ICI Land Transactions - $1M+

Q4 2018 saw 115 ICI land transactions worth $296M in the $1M+ category.

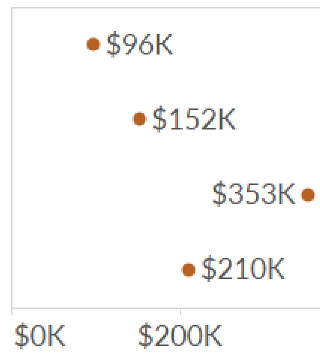
AltusGroup

	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$15.12M	10	$13.32M	9	13.5%
North GGH	$94.22M	37	$42.33M	22	122.6%
South GGH	$120.17M	42	$96.76M	47	24.2%
West GGH	$66.46M	26	$53.57M	22	24.1%
Grand Total	$295.97M	115	$205.98M	100	43.7%

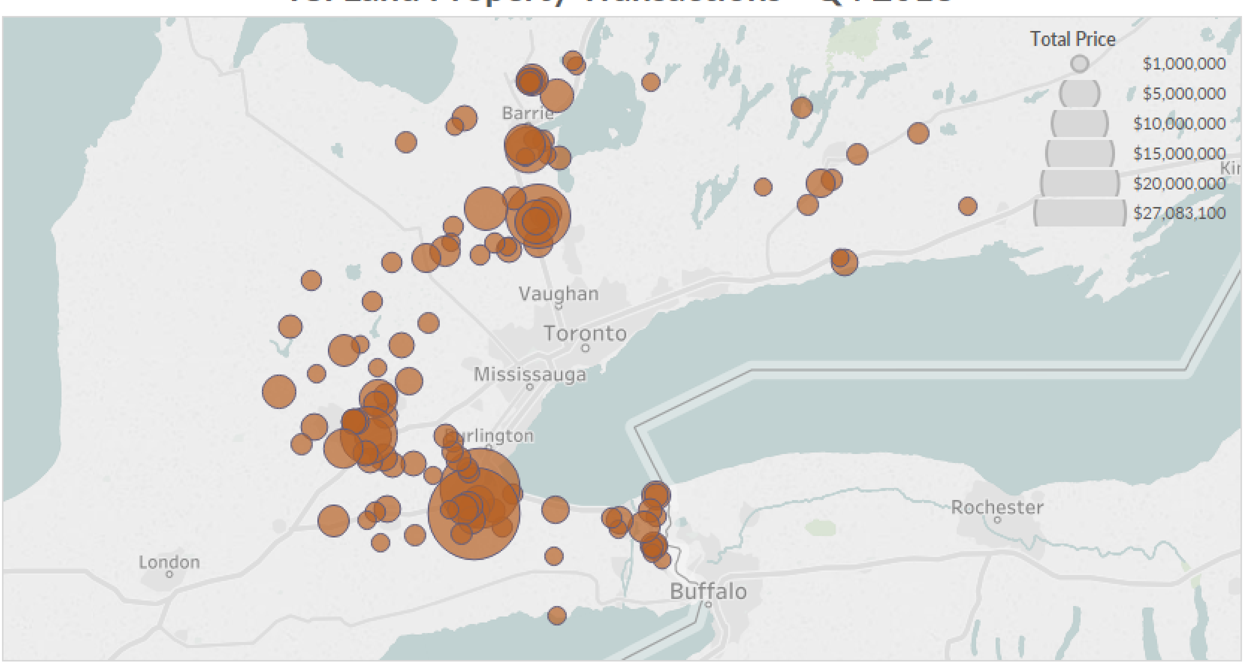
YTD - ICI Land Total $ Volume



YTD - Avg $/Acre



ICI Land Property Transactions - Q4 2018



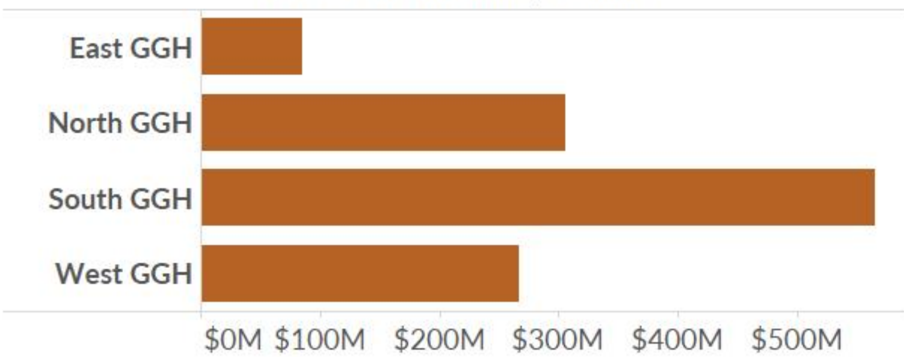
ICI Land Transactions – All Sales

Q4 2018 saw 173 ICI land transactions worth $337M in all price thresholds.

Altus Group

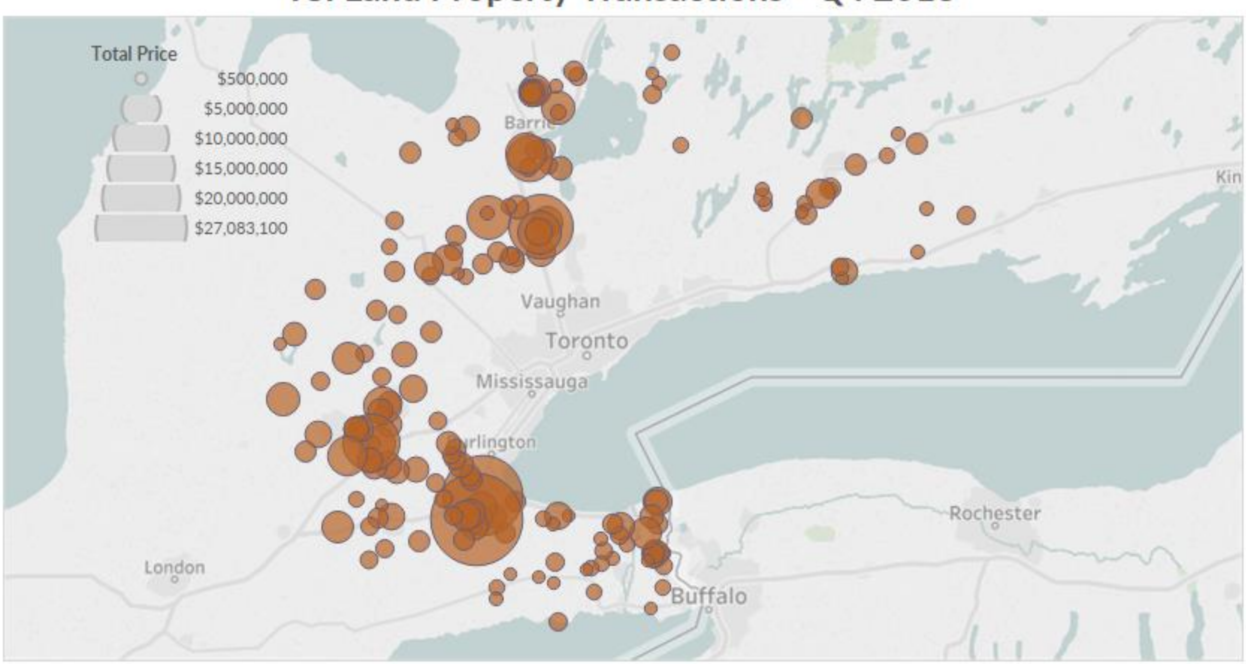
	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$23.32M	22	$22.52M	21	3.55%
North GGH	$105.17M	52	$54.45M	38	93.16%
South GGH	$138.50M	68	$119.15M	78	16.25%
West GGH	$69.86M	31	$58.96M	29	18.48%
Grand Total	$336.85M	173	$255.07M	166	32.06%

YTD - ICI Land Total $ Volume



YTD - Avg $/Acre

ICI Land Property Transactions - Q4 2018



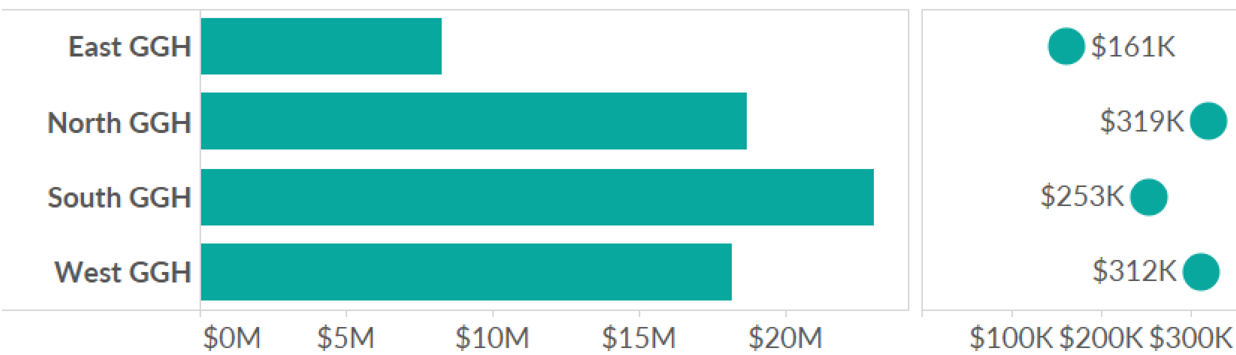
Residential Land Transactions - $500K to $1M

Q4 2018 saw 17 residential land transactions worth $11M in the $500K to $1M category.

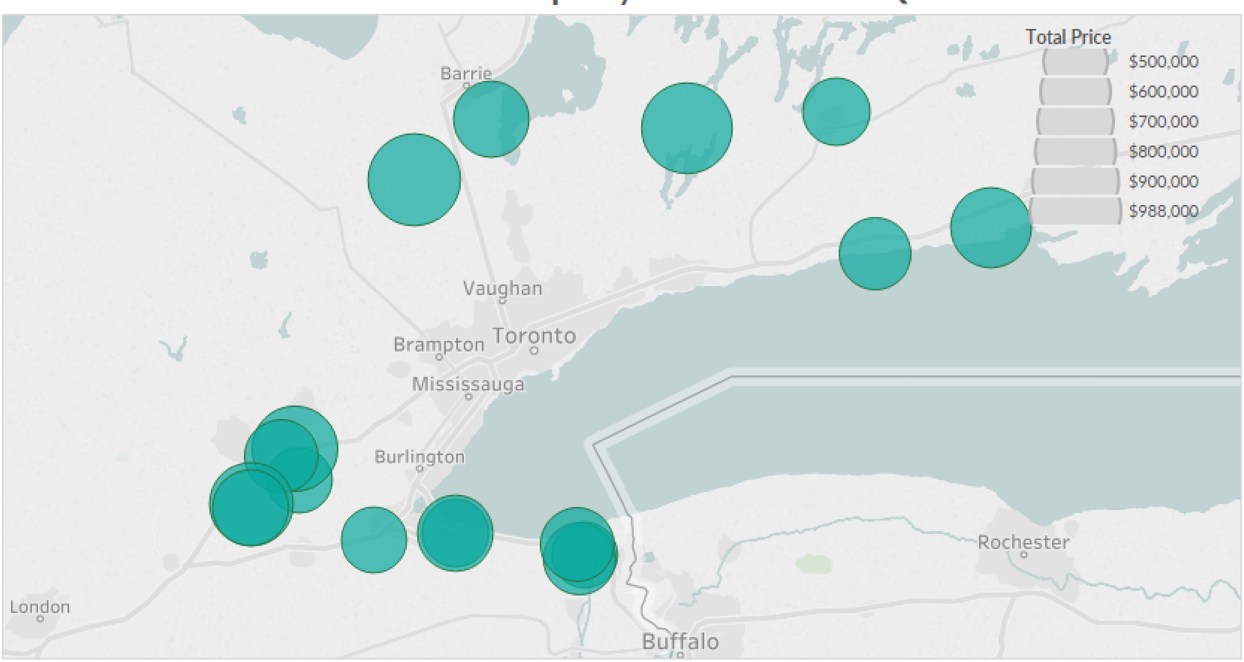
	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$2.83M	4	$6.05M	8	-53.29%
North GGH	$1.66M	2	$7.37M	10	-77.52%
South GGH	$3.40M	6	$6.78M	10	-49.89%
West GGH	$3.48M	5	$7.13M	10	-51.23%
Grand Total	$11.36M	17	$27.33M	38	-58.44%

YTD - Residential Land Total $ Volume

YTD - Avg $/Acre



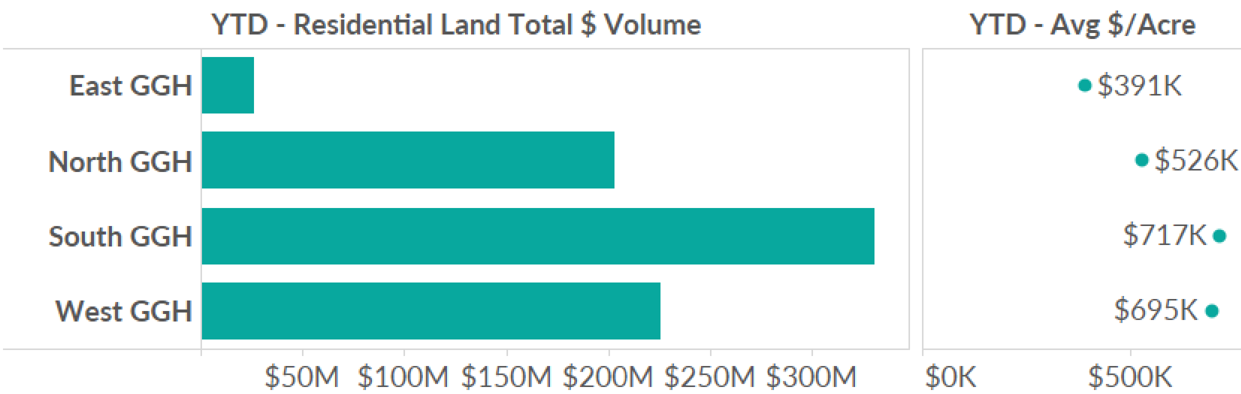
Residential Land Property Transactions - Q4 2018



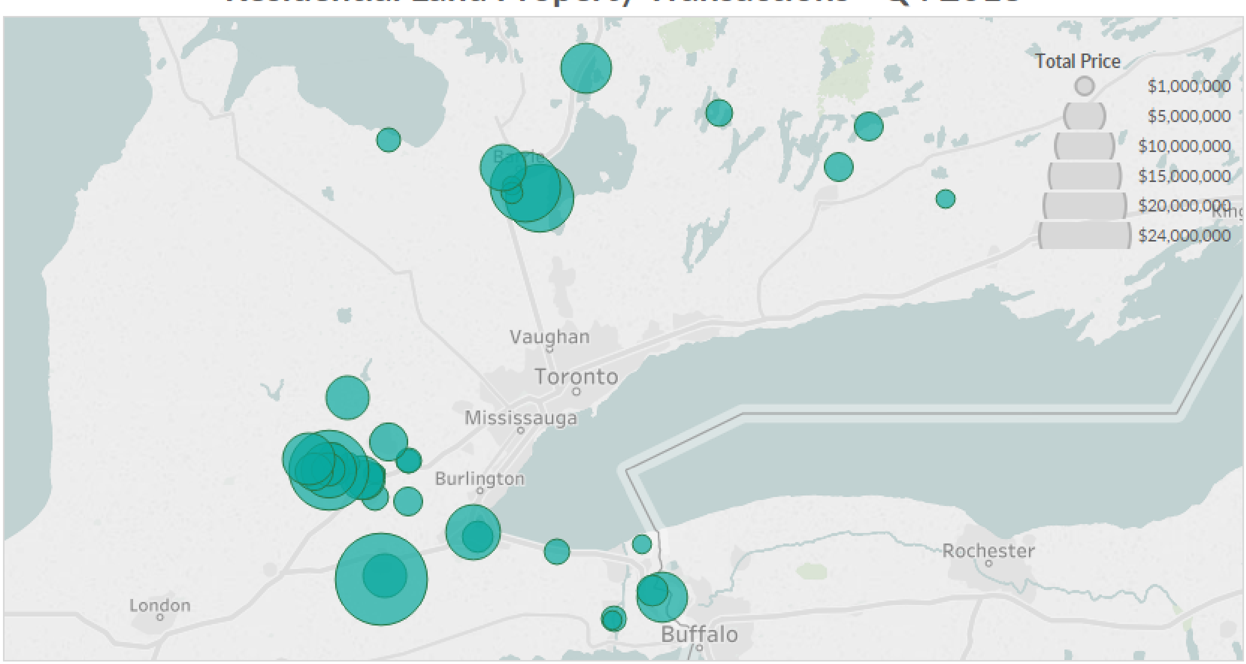
Residential Land Transactions - $1M+

Q4 2018 saw 39 residential land transactions worth $183M in the $1M+ category.

	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$7.81M	4	$28.81M	3	-72.9%
North GGH	$43.74M	7	$51.56M	15	-15.2%
South GGH	$58.11M	11	$126.09M	27	-53.9%
West GGH	$73.50M	17	$25.59M	11	187.2%
Grand Total	$183.15M	39	$232.04M	56	-21.1%



Residential Land Property Transactions - Q4 2018

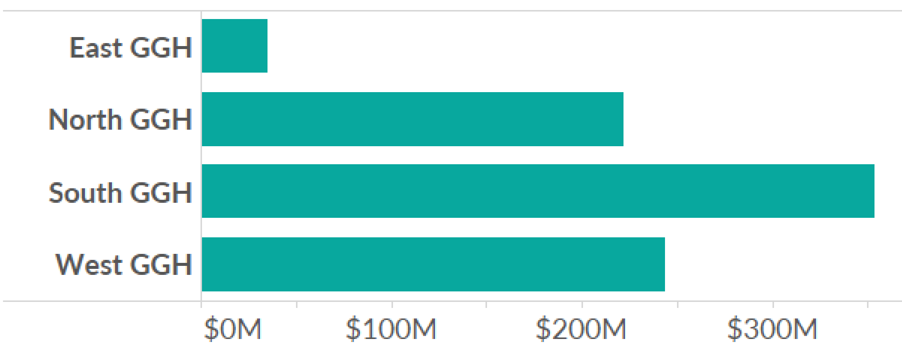


Residential Land Transactions – All Sales

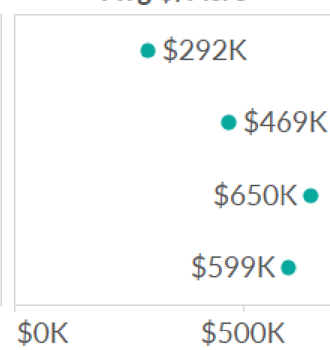
Q4 2018 saw 56 residential land transactions worth $195M in all price thresholds.

	Q4 2018 $ Vol	#	Q4 2017 $ Vol	#	% Change $ Vol Q4 '18 vs Q4 '17
East GGH	$10.63M	8	$34.85M	11	-69.5%
North GGH	$45.39M	9	$58.93M	25	-23.0%
South GGH	$61.51M	17	$132.87M	37	-53.7%
West GGH	$76.98M	22	$32.72M	21	135.2%
Grand Total	$194.51M	56	$259.38M	94	-25.0%

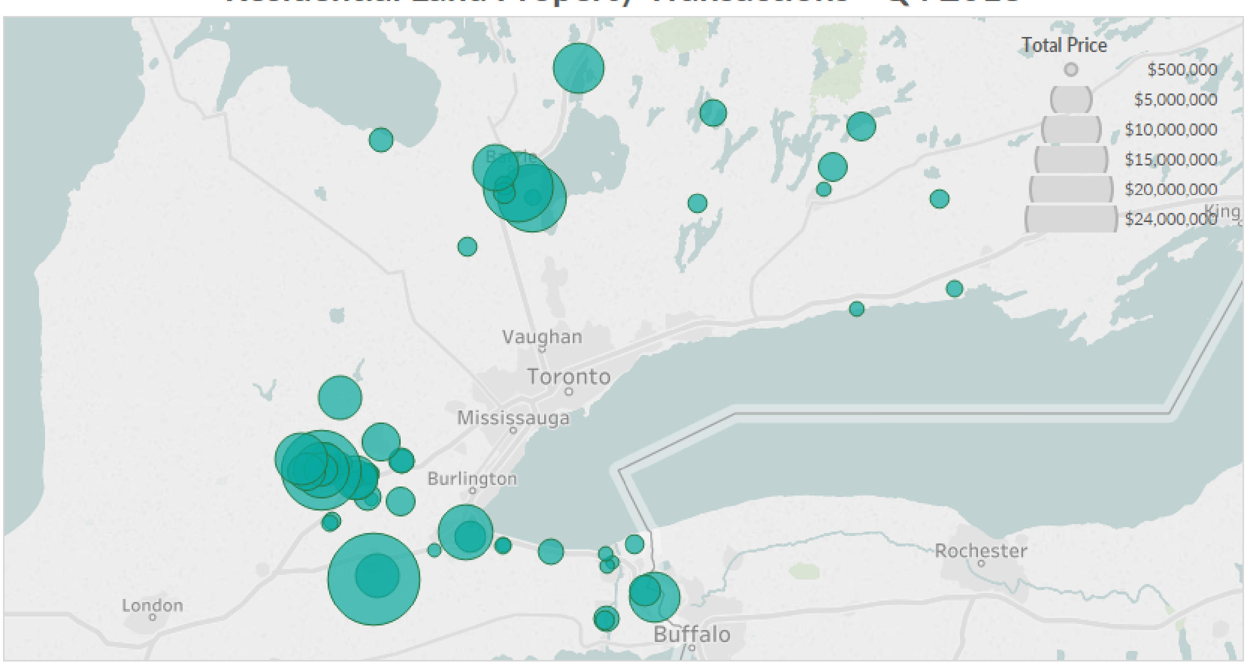
YTD - Residential Land Total $ Volume



Avg $/Acre



Residential Land Property Transactions - Q4 2018



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