
Greater Toronto Area Residential Land

Commercial Q3 2020 Statistics

Data as of September 30, 2020

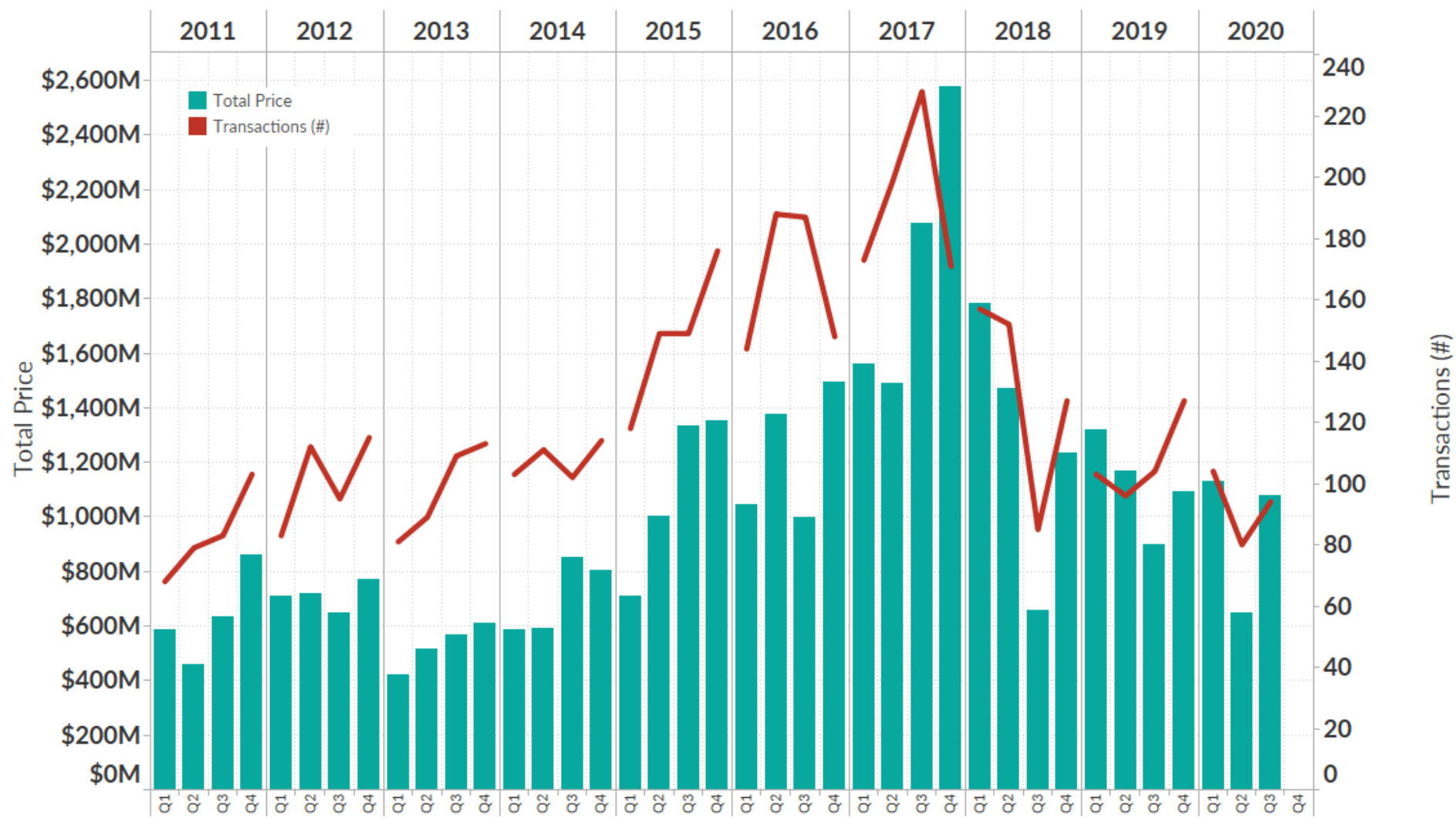


Residential Transactions

Q3 2020 saw 94 residential land transactions worth \$1.1B, up +67% from Q2 2020 and up +20% from the same quarter last year.

Residential Land Transactions

Greater Toronto Area - 2011 to Q3 2020



Q3 2020 Residential Land Transaction Timeline

Old Toronto is the most active market with 26 residential land transactions, followed by North York with 11 residential land transactions.

Transaction Timeline by Municipality, Total Price & Land Use

Greater Toronto Area - Q3 2020

		Total Price	Land Area (ac.)	Deals
Durham	Clarington	\$8M	31	2
	Oshawa	\$26M	145	4
	Pickering	\$2M	1	1
	Whitby	\$70M	203	4
Halton	Milton	\$77M	217	3
	Oakville	\$20M	4	3
Peel	Brampton	\$31M	18	6
	Caledon	\$22M	102	4
	Mississauga	\$36M	7	7
Toronto	East York	\$13M	1	1
	North York	\$199M	16	11
	Old Toronto	\$329M	26	26
	Scarborough	\$24M	2	2
	York	\$12M	1	4
York	Aurora	\$2M	18	1
	Markham	\$54M	11	3
	Newmarket	\$8M	1	1
	Richmond Hill	\$46M	30	5
	Vaughan	\$102M	43	6



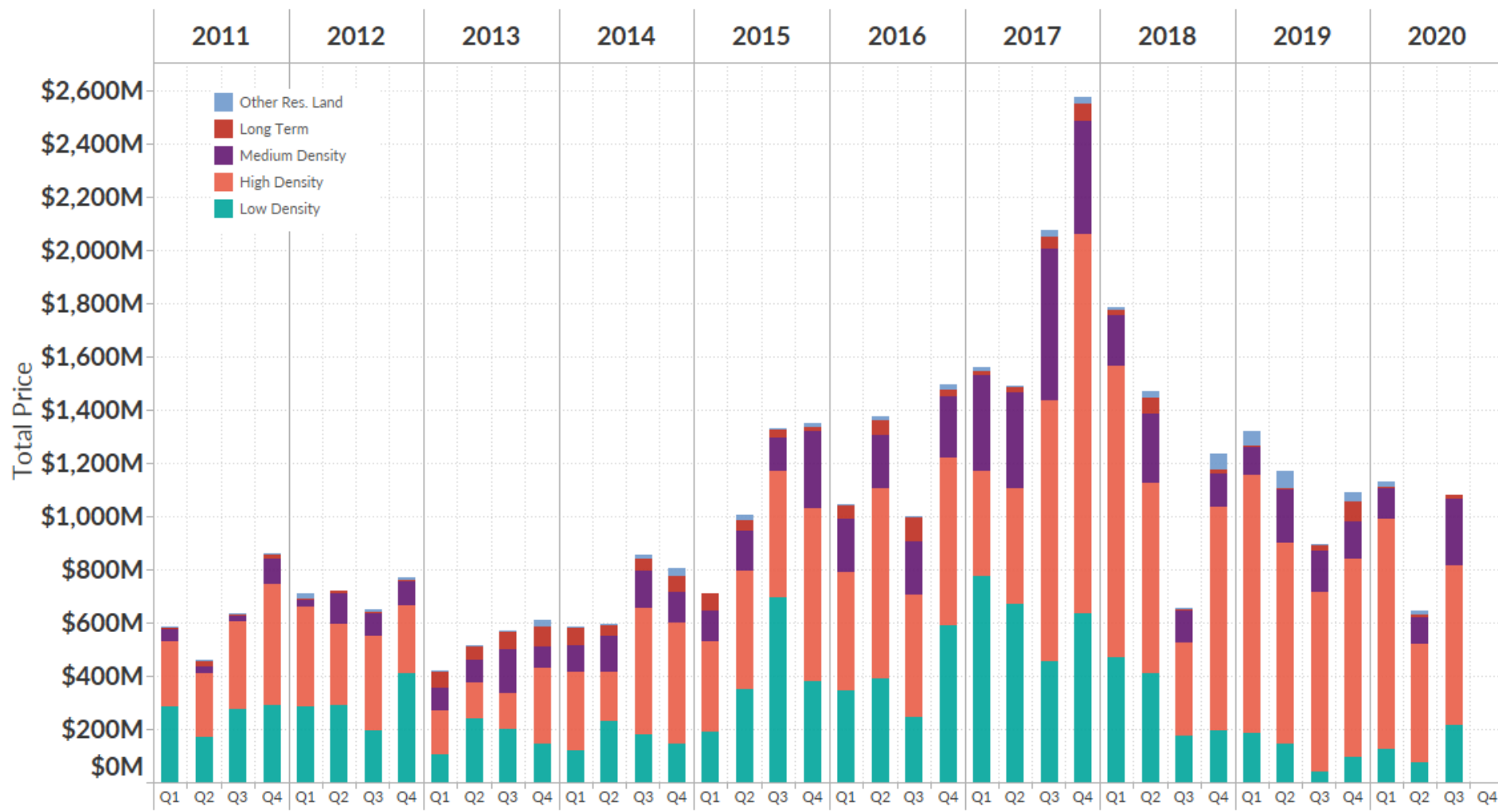
Res Land Use
■ High Density ■ Low Density ■ Medium Density ■ Long Term

Transactions by Land Use

\$1.1B in Q3 2020 comprised of \$214M Low Density deals, \$602M High Density deals, \$248M Medium Density deals, \$15M Long Term deals and \$0M in deals classified as Other land uses.

Quarterly Residential Land Transaction Dollar Volume by Land Use

Greater Toronto Area - 2011 to Q3 2020



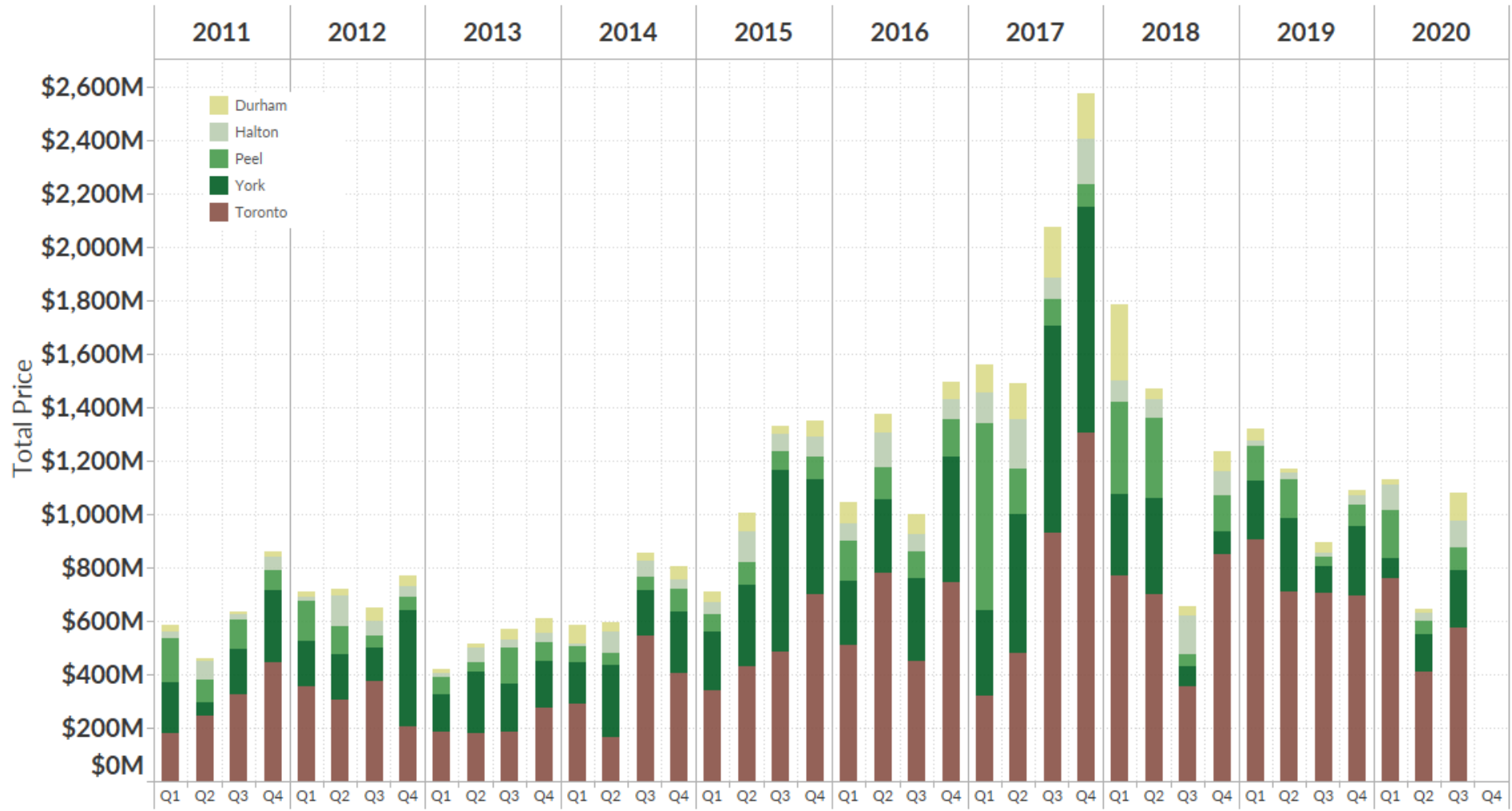
Transactions by Region

\$1.1B in Q3 2020 residential land deals broken down by Region as \$576M in Toronto, \$1212M in York Region, \$88M in Peel, \$97M in Halton and \$106M in Durham.



Quarterly Residential Land Transaction Dollar Volume by Region

Greater Toronto Area - 2011 to Q3 2020

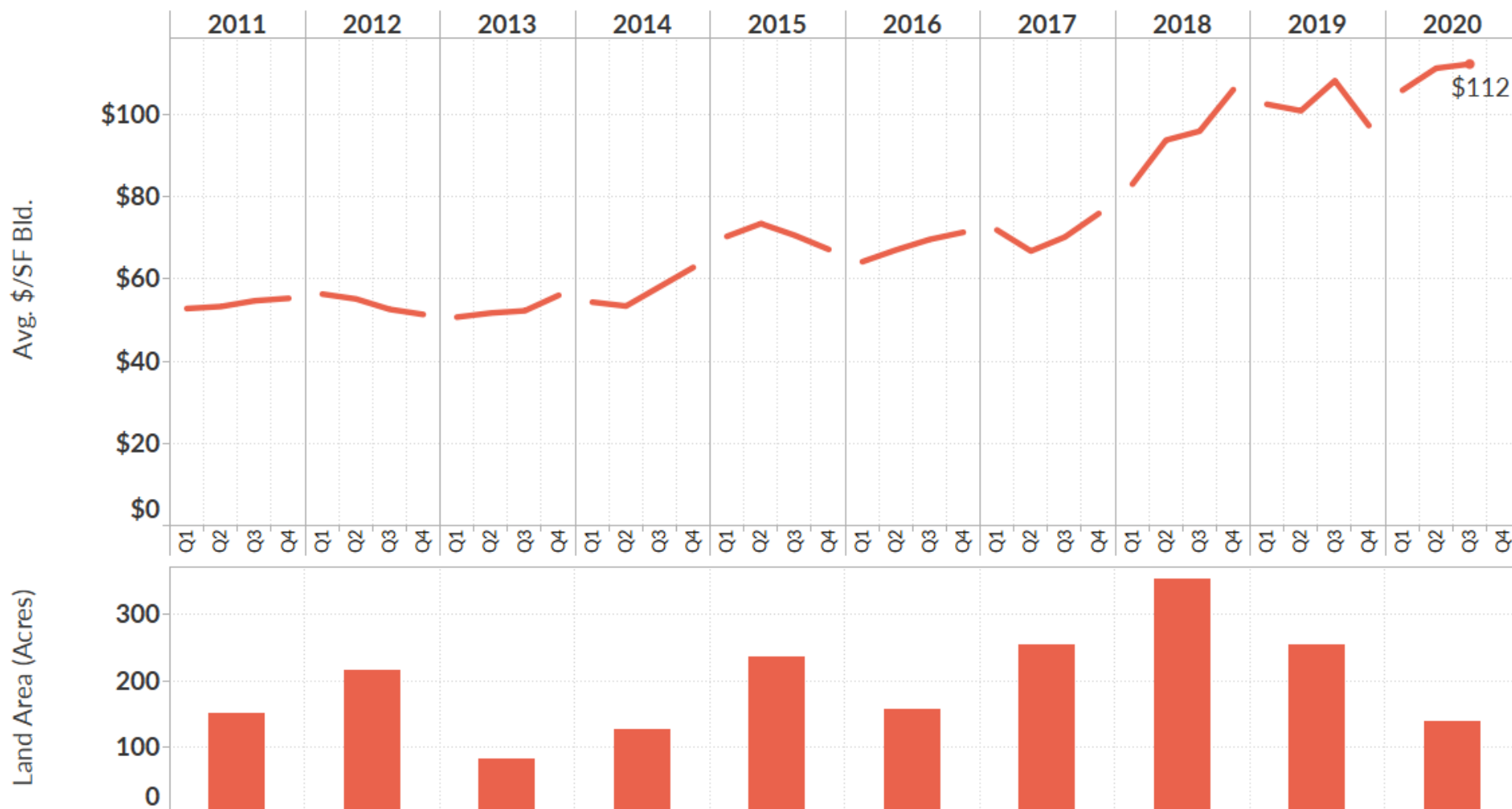


Price & Area Trends – High Density

Average High Density price per square foot buildable as a rolling twelve month average in Q3 2020 is \$112/sf bld. That's up about +1% from the previous quarter.

High Density Residential Land Transactions - Price (\$/SF Bld.) & Area (Ac.)

Greater Toronto Area - Trailing 12 Month Average 2011 to Q3 2020



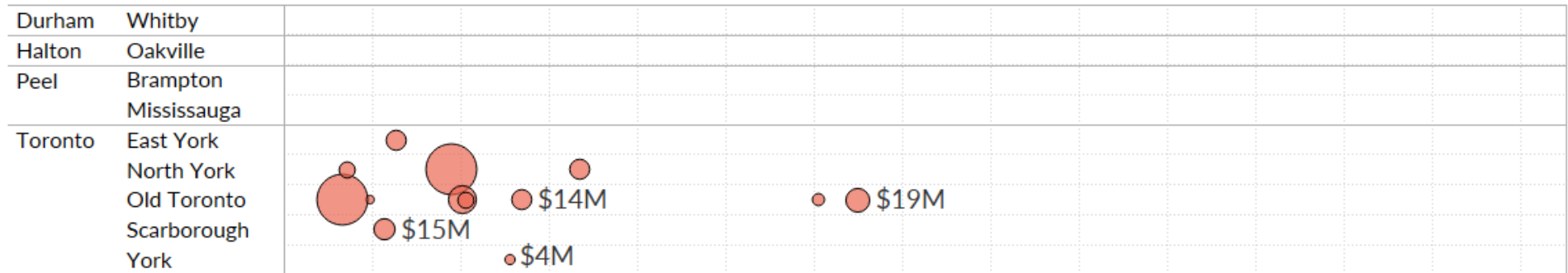
Municipal Comparison – High Density \$/SF Bld.

Q3 2020 residential land transactions appear to be similar in price per square foot buildable to the previous four quarters.

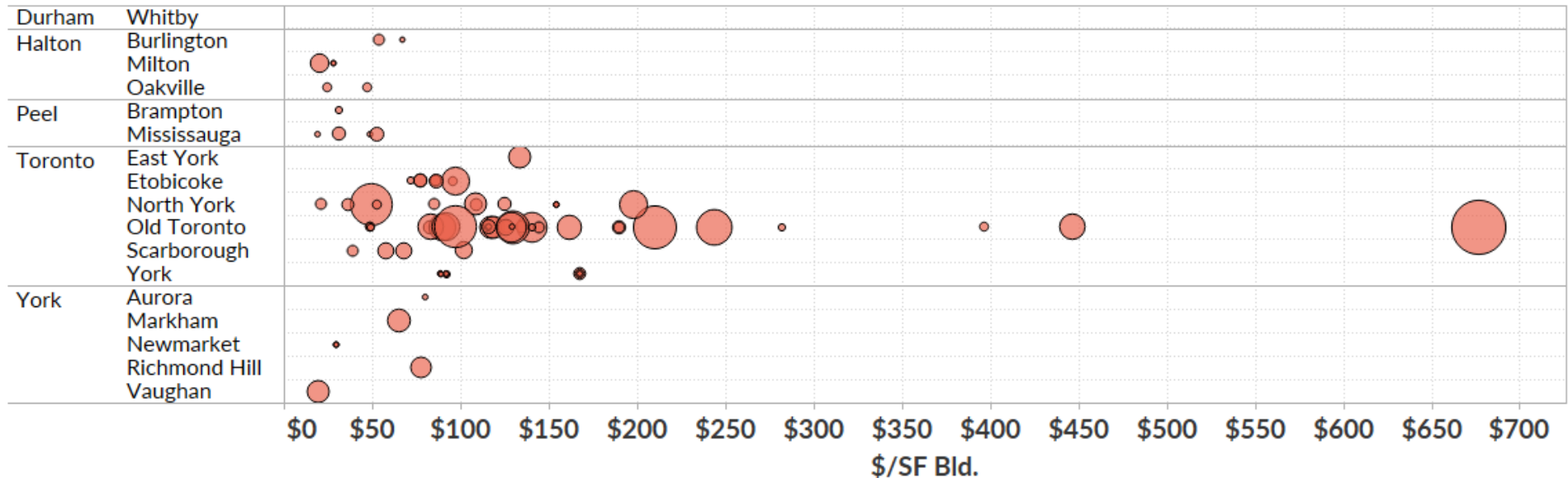
High Density Res. Land Transactions by Municipality & Price (\$/SF Bld.)

Greater Toronto Area - Q3 2020 & Previous 4 Qtrs.

Q3 2020



Previous 4 Quarters

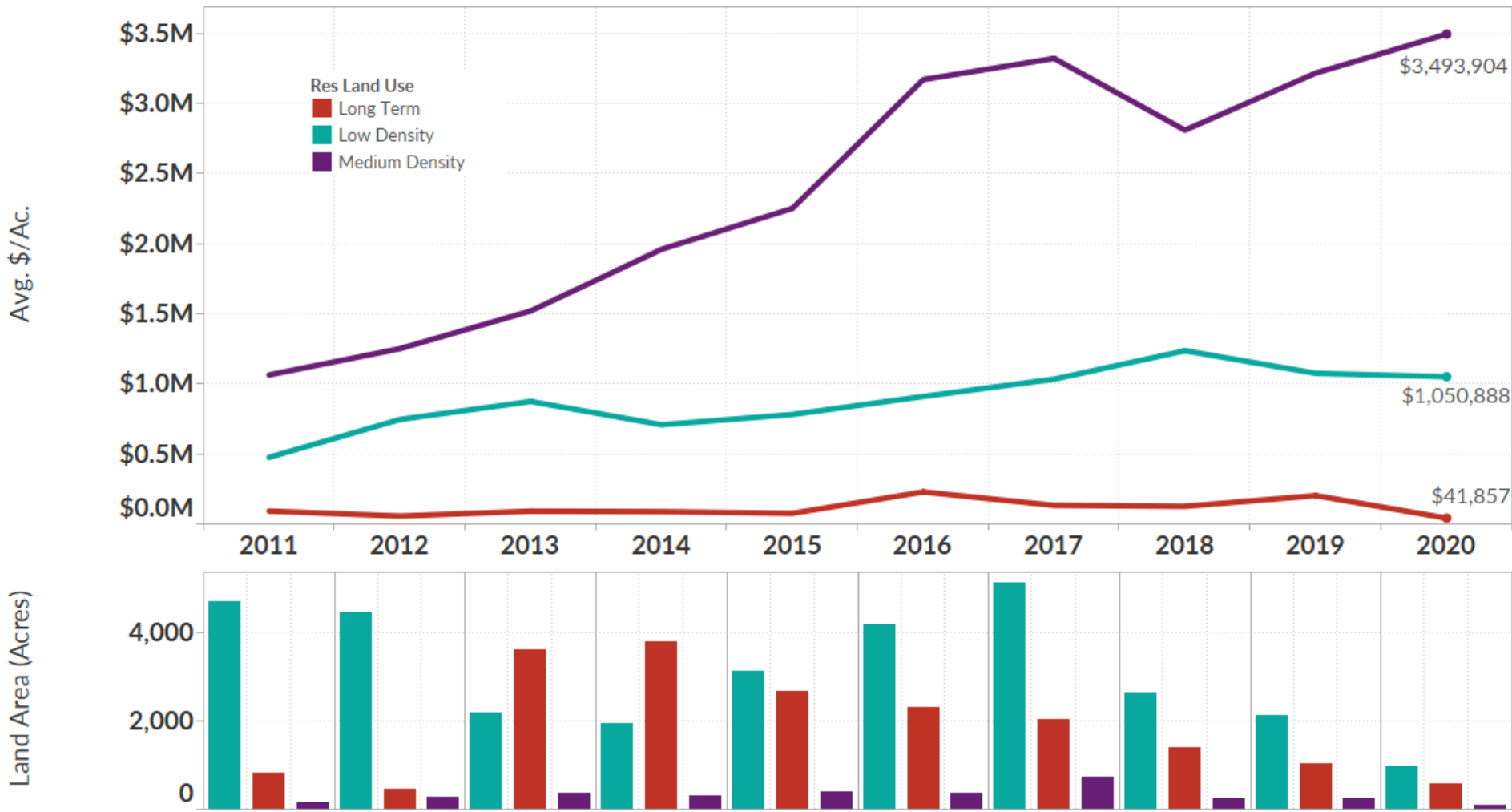


Price & Area Trends – Low Density/Medium Density/Long Term

The Q3 2020 average pricing at \$3.5M/acre for Medium Density deals, \$1.1M/acre for Low Density deals and \$42,000/acre for Long Term land deals.



Residential Land Transactions - Price (\$/Ac.) & Area (Ac.) by Land Use
Greater Toronto Area - 2011 to Q3 2020



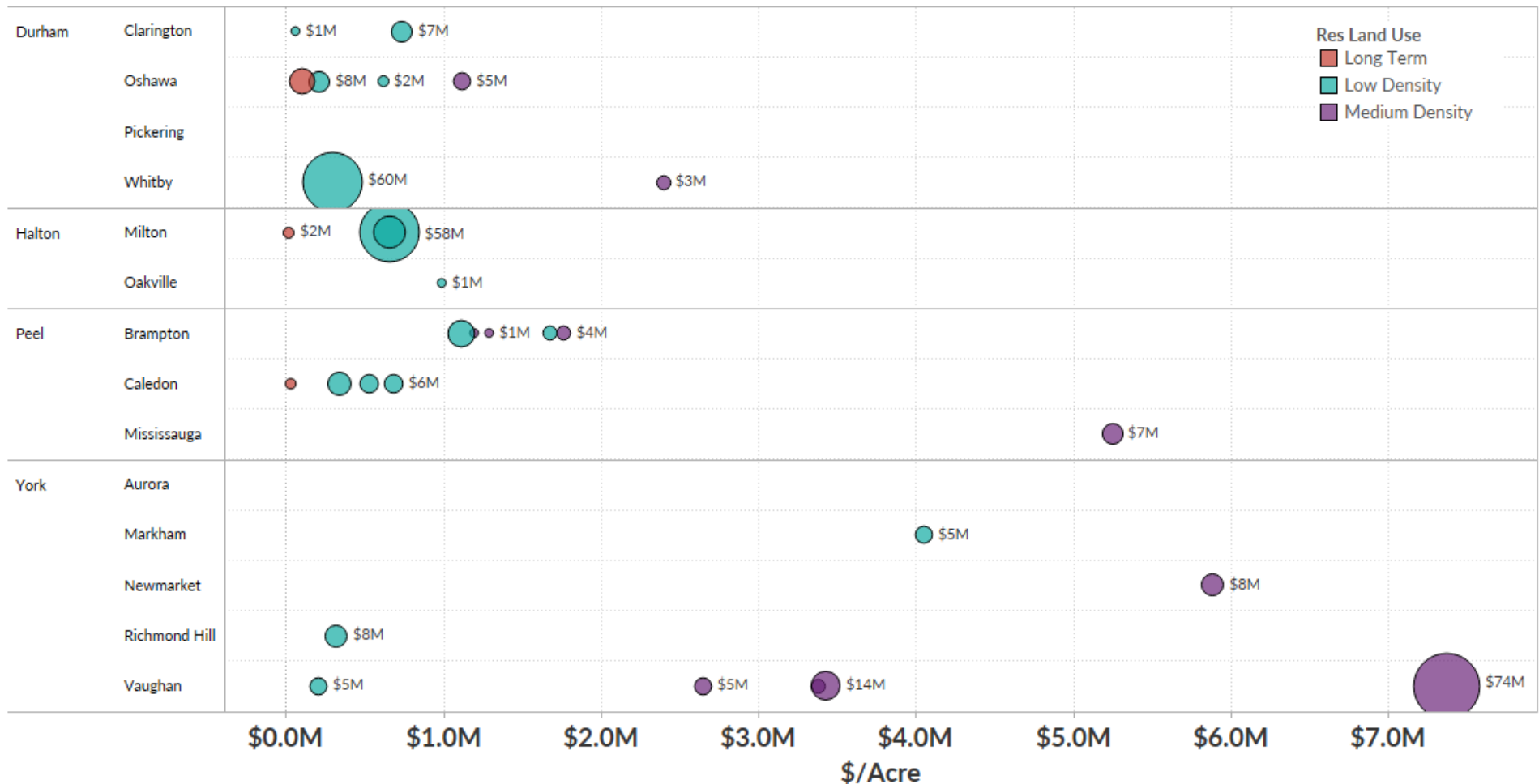
Municipal Comparison – Current Quarter

Notable deals this quarter included a \$74M Medium Density transaction for about \$7.4M/acre in Vaughan and a \$58M Low Density deal in Milton for about \$700,000/acre.

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

Greater Toronto Area - Q3 2020

Q3 2020

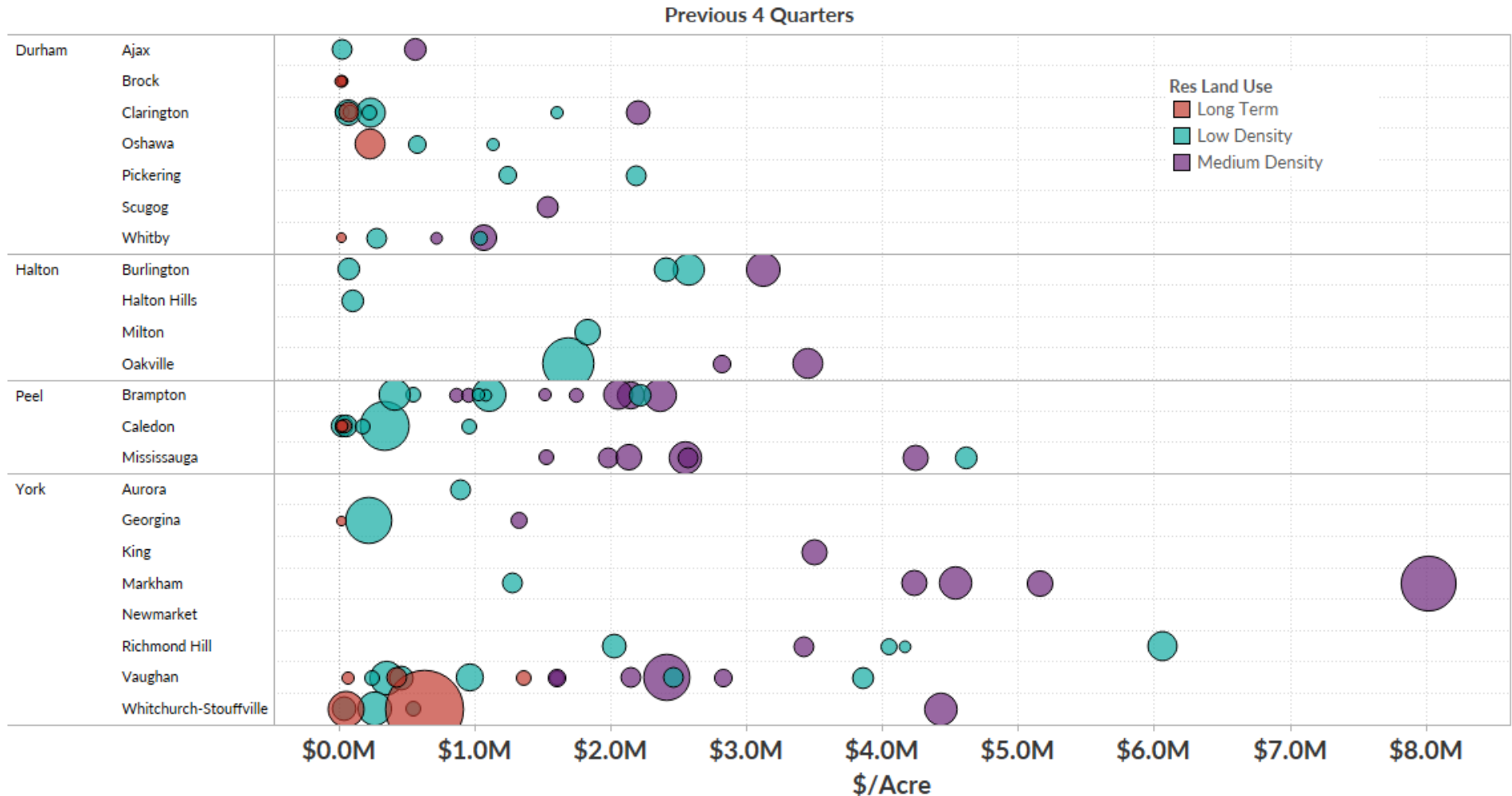


Municipal Comparison – Previous 4 Quarter

The previous 4 quarters included a \$65M Long Term Transaction in Whitchurch-Stouffville worth about \$600,000/acre, and a \$32M Medium Density transaction in Markham for about \$8.0M/acre.

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

Greater Toronto Area - Q3 2019 to Q2 2020

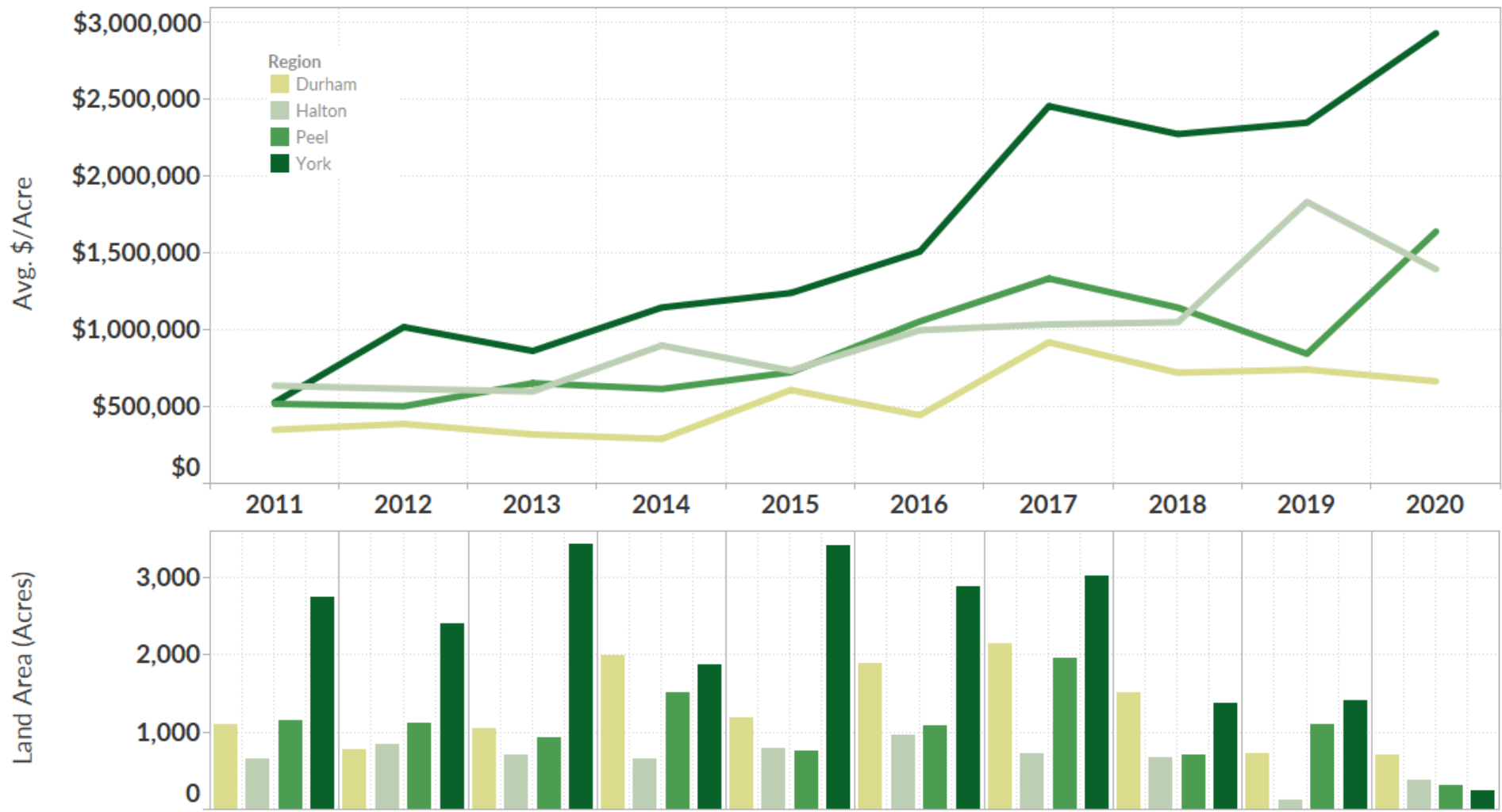


Regional Comparison – Low Density/Medium Density/Long Term

In the 905 area, Q3 2020 average price for Low Density, Medium Density and Long Term land transactions range from \$664,000/acre in Durham, \$1.4M/acre in Halton, \$1.6M/acre in Peel & \$2.9M/acre in York.

Low/Medium Density & Long Term Res. Land by Region & Price (\$/Ac.)

905 Regions - 2011 to Q3 2020

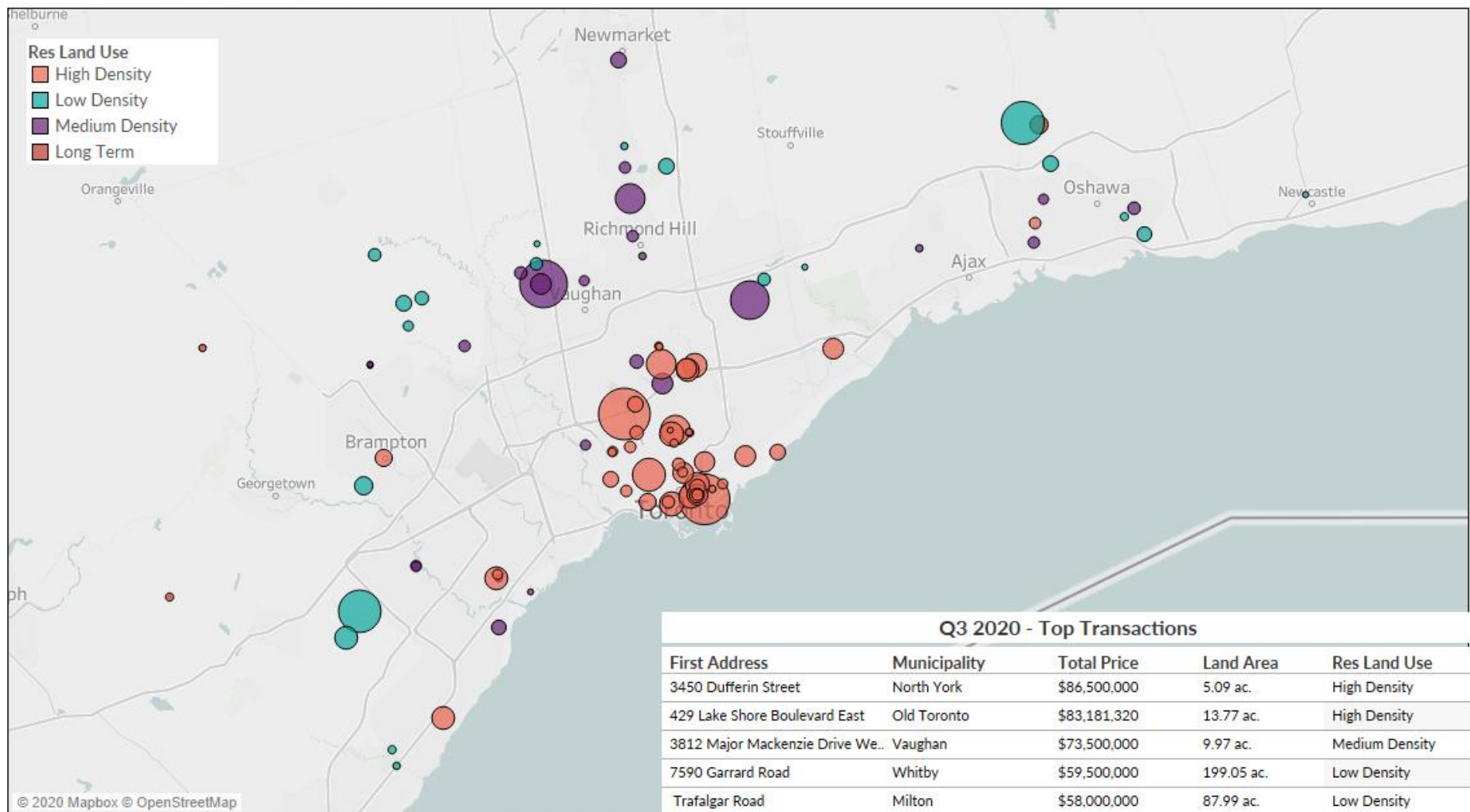


Geographic Distribution

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 - Q3 2020



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