
Montreal Market Area Commercial Q3 2020 Statistics

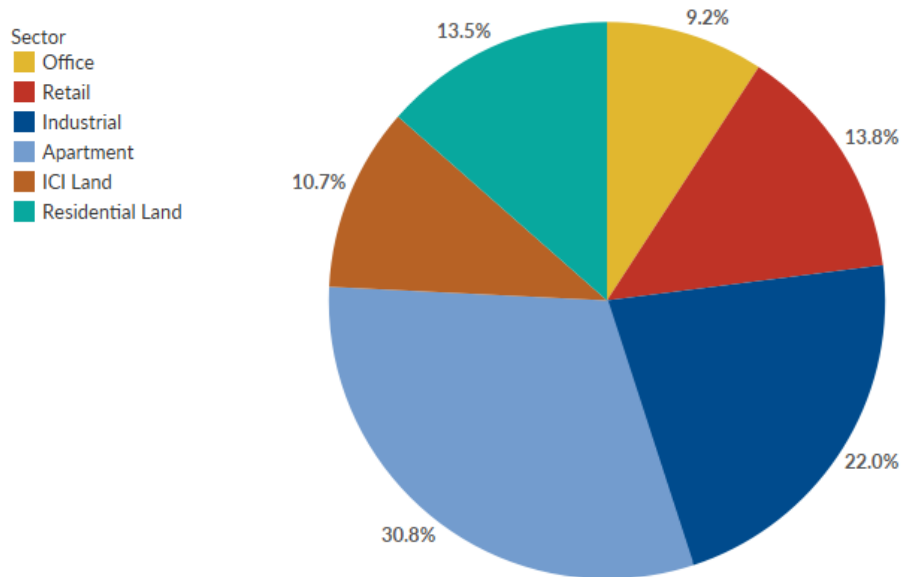
Data as of September 30, 2020



MMA Property Transactions

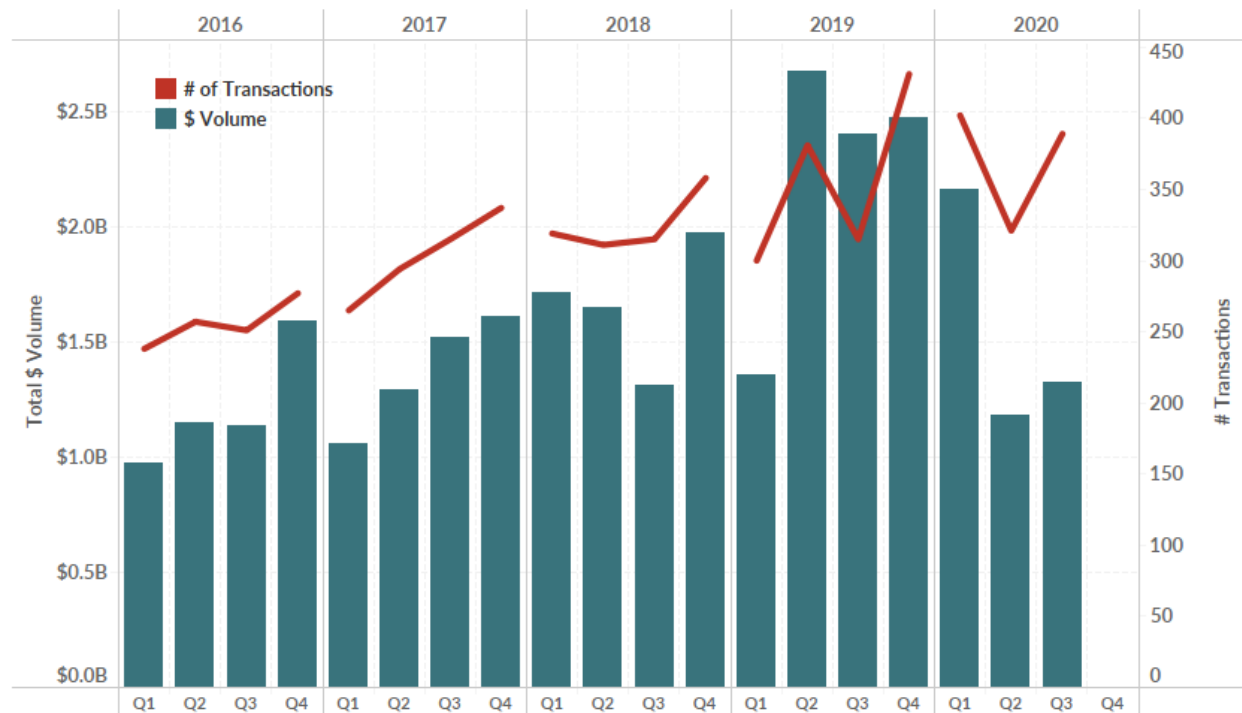
Investment activity continued to be affected by the COVID-19 pandemic in Q3 2020 as overall volumes were down -45% from Q3 2019.

Q3 2020 Property Transactions - Total \$ Volume by Sector



Source: Altus Group

Property Transactions - All Sectors by Quarter



Source: Altus Group

Office Transactions

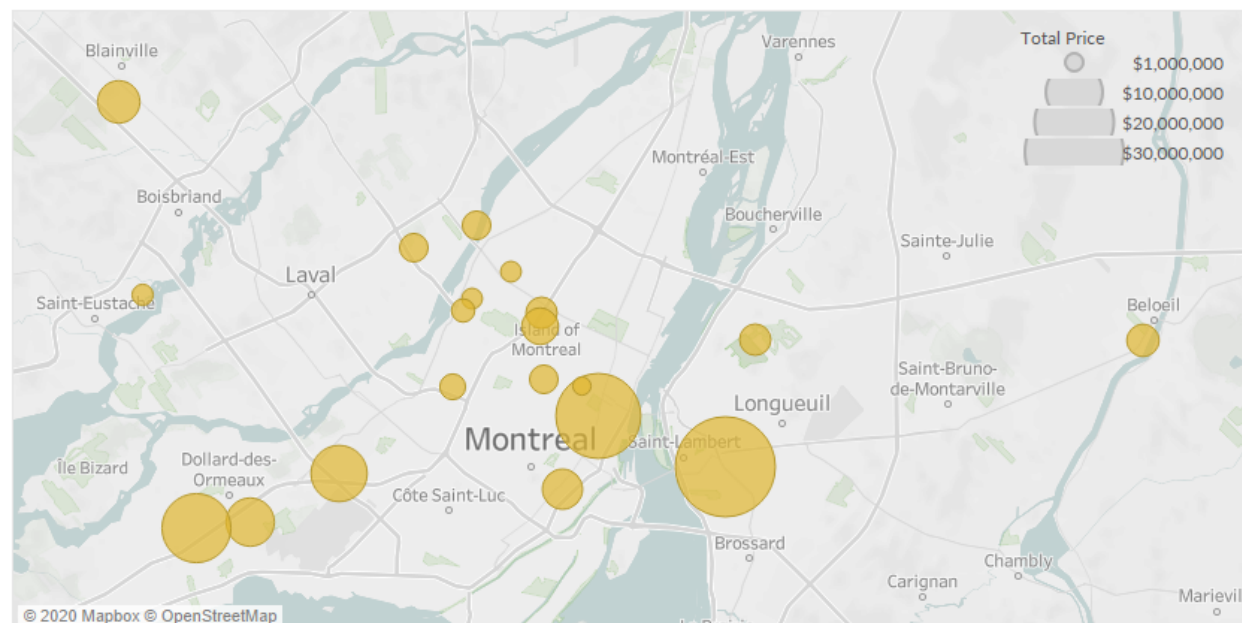
Office investment continued to struggle in Q3 2020, and year-to-date sales volumes were -41% the level registered in the first three quarters of 2019.

	Q3 2020	#	YTD	#	YTD - Avg \$/SF
	\$ Volume		\$ Volume		
Island of Montréal	\$73.70M	13	\$851.97M	43	\$231
Laval	\$5.05M	2	\$31.25M	5	\$227
Longueuil	\$32.95M	2	\$50.45M	3	\$281
North Shore	\$6.75M	2	\$16.30M	5	\$232
South Shore	\$3.13M	1	\$28.43M	8	\$212
Grand Total	\$121.57M	20	\$978.39M	64	\$231

Office - Top Transactions Q3 2020

First Address	Region	Municipality	Total Price	Building Size	Price Per Sq. Foot
3141 Taschereau Boulevard	Longueuil	Greenfield Park	\$30,000,000	68,000	\$441
1001 Sherbrooke East Street	Island of Montréal	Le Plateau-Mont-R.	\$21,625,000	131,944	\$164
1 Frontenac Avenue	Island of Montréal	Pointe-Claire	\$14,250,000	66,418	\$215
4800 Dobrin Street	Island of Montréal	Saint-Laurent	\$9,500,000	79,752	\$119
334 Avro Avenue	Island of Montréal	Pointe-Claire	\$7,000,000	77,000	\$91

Office Property Transactions - Q3 2020



Retail Transactions

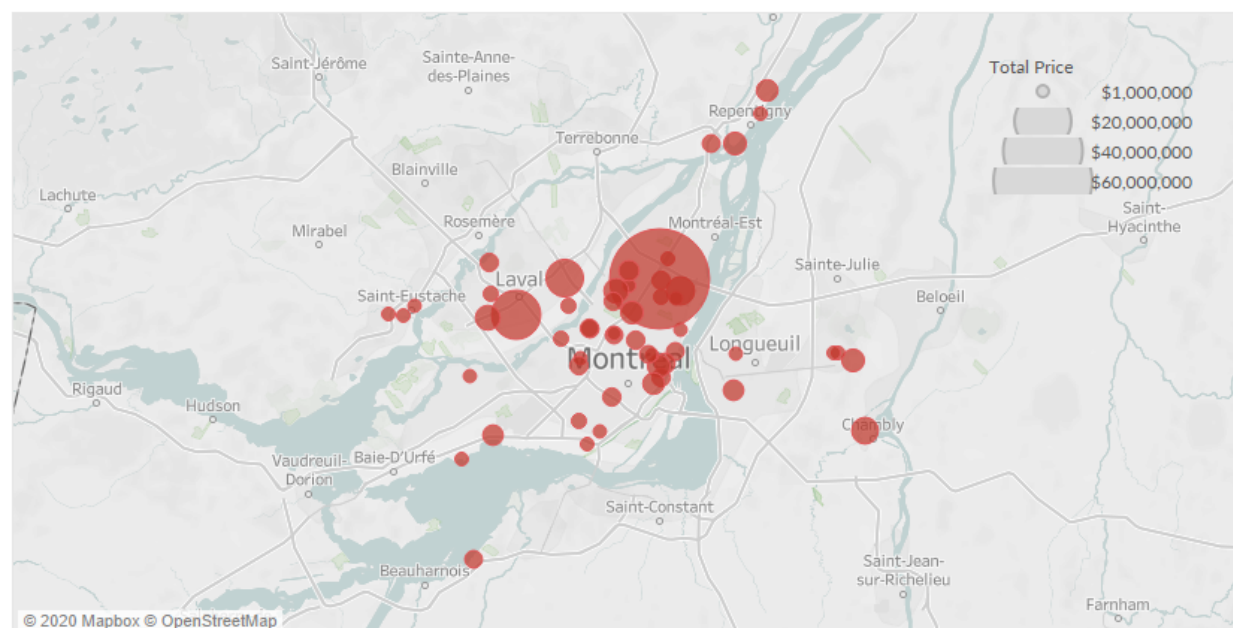
Retail sales saw a slight rebound in Q3 2020 compared with the previous quarter thanks in large part to a \$60M sale in Saint-Leonard and overall investments were in line with Q3 2019.

	Q3 2020		YTD		YTD - Avg \$/SF
	\$ Volume	#	\$ Volume	#	
Island of Montréal	\$123.64M	34	\$339.65M	89	\$312
Laval	\$31.73M	6	\$55.60M	15	\$283
Longueuil	\$3.61M	2	\$19.17M	5	\$175
North Shore	\$12.45M	7	\$80.58M	25	\$201
South Shore	\$11.56M	5	\$45.58M	21	\$240
Grand Total	\$182.98M	54	\$540.57M	155	\$277

Retail - Top Transactions Q3 2020

First Address	Region	Municipality	Total Price	Building Size	Price Per Sq. Foot
7225 Langelier Boulevard	Island of Montréal	Saint-Léonard	\$60,000,000	346,286	\$173
2000 Chomedey Boulevard	Laval	Laval	\$14,500,000	26,200	\$553
1601 Saint-Martin Boulevard East	Laval	Laval	\$8,450,000	73,862	\$114
6583 Sherbrooke East Street	Island of Montréal	Mercier-Hochelaga-Maisonn...	\$4,800,000	5,627	\$853
840 de Périgny Boulevard	South Shore	Chambly	\$4,300,000	18,178	\$237

Retail Property Transactions - Q3 2020



Industrial Transactions

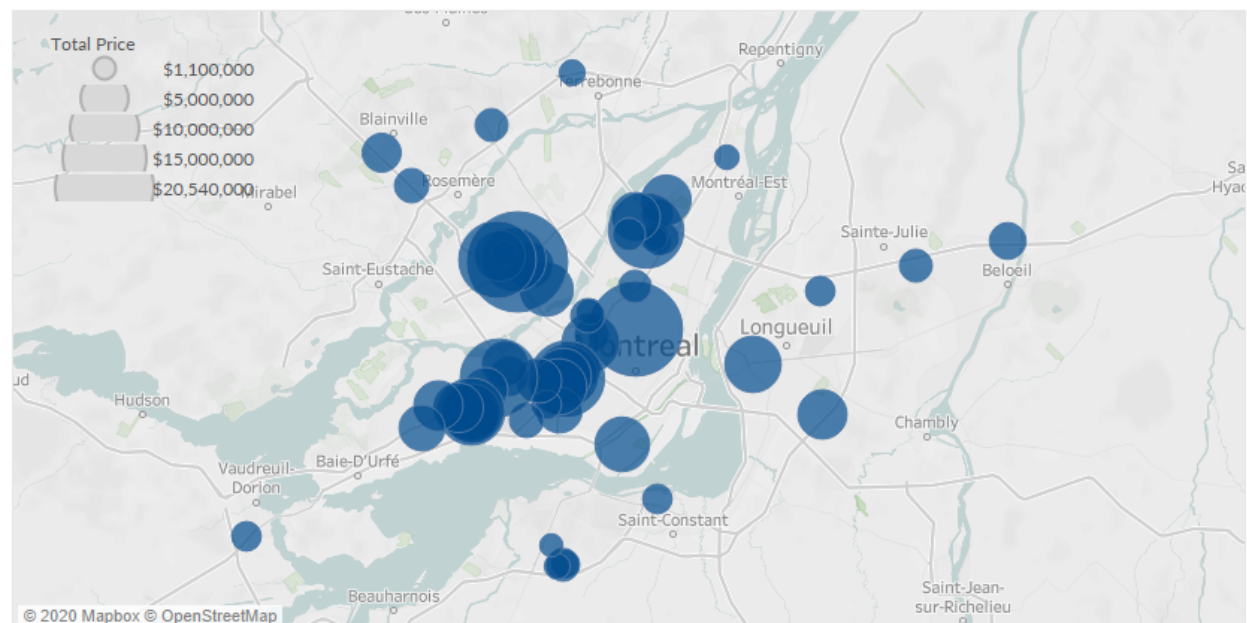
The industrial sector continued to perform relatively well in Q3 2020, as demand for warehouse and logistics space remains strong.

	Q3 2020		YTD		YTD - Avg \$/SF
	\$ Volume	#	\$ Volume	#	
Island of Montréal	\$197.72M	40	\$514.39M	96	\$119
Laval	\$57.75M	7	\$157.09M	23	\$140
Longueuil	\$11.45M	2	\$36.98M	7	\$114
North Shore	\$8.88M	4	\$64.39M	28	\$119
South Shore	\$16.45M	9	\$160.61M	30	\$144
Grand Total	\$292.25M	62	\$933.46M	184	\$125

Industrial - Top Transactions Q3 2020

First Address	Region	Municipality	Total Price	Building Size	Price Per Sq. Foot
1616 Highway 440 West	Laval	Laval	\$20,540,000	296,750	\$69
6600 Saint-Urbain Street	Island of Montréal	Rosemont-La Petite-Patrie	\$18,000,000	157,500	\$114
10655 Henri-Bourassa West Boulevard	Island of Montréal	Saint-Laurent	\$12,300,000	110,000	\$112
3755 des Laurentides Highway	Laval	Laval	\$12,300,000	127,395	\$97
340 Isabey Street	Island of Montréal	Saint-Laurent	\$11,700,000	118,160	\$99

Industrial Property Transactions - Q3 2020



Apartment Transactions

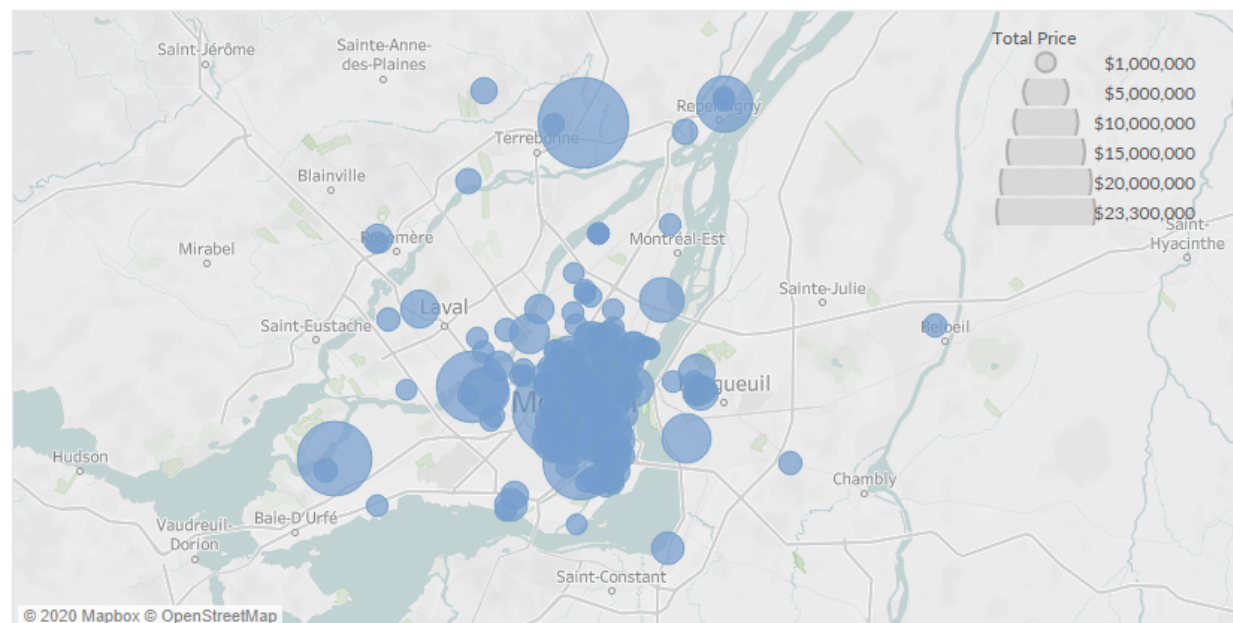
Transaction volumes year-to-date are down -25% from last year, however, multi-family continues to be the strongest performing sector in the Montreal market.

	Q3 2020		YTD		YTD - Avg \$/Unit
	\$ Volume	#	\$ Volume	#	
Island of Montréal	\$338.58M	156	\$1,161.87M	443	\$226,096
Laval	\$9.12M	6	\$51.66M	18	\$150,987
Longueuil	\$18.75M	11	\$62.43M	34	\$119,234
North Shore	\$36.01M	9	\$92.33M	35	\$145,713
South Shore	\$5.54M	2	\$58.08M	13	\$152,825
Grand Total	\$407.98M	184	\$1,426.36M	543	\$210,089

Apartment - Top Transactions Q3 2020

First Address	Region	Municipality	Total Price	Number of Units	Price Per Uni
6225 Northcrest Place	Island of Montréal	Côte-des-Neiges-Notre-Dame-..	\$23,300,000	122	\$190,984
405 Sicard Street	North Shore	Mascouche	\$19,000,000	73	\$260,274
1020 Décarie Boulevard	Island of Montréal	Côte-des-Neiges-Notre-Dame-..	\$13,000,000	28	\$367,921
16587 Terrasse Richelieu	Island of Montréal	L'Île-Bizard-Sainte-Geneviève	\$12,850,000	10	\$128,500
12280 Laurentien Boulevard	Island of Montréal	Ahuntsic-Cartierville	\$11,765,000	110	\$106,954

Apartment Property Transactions - Q3 2020



ICI Land Transactions

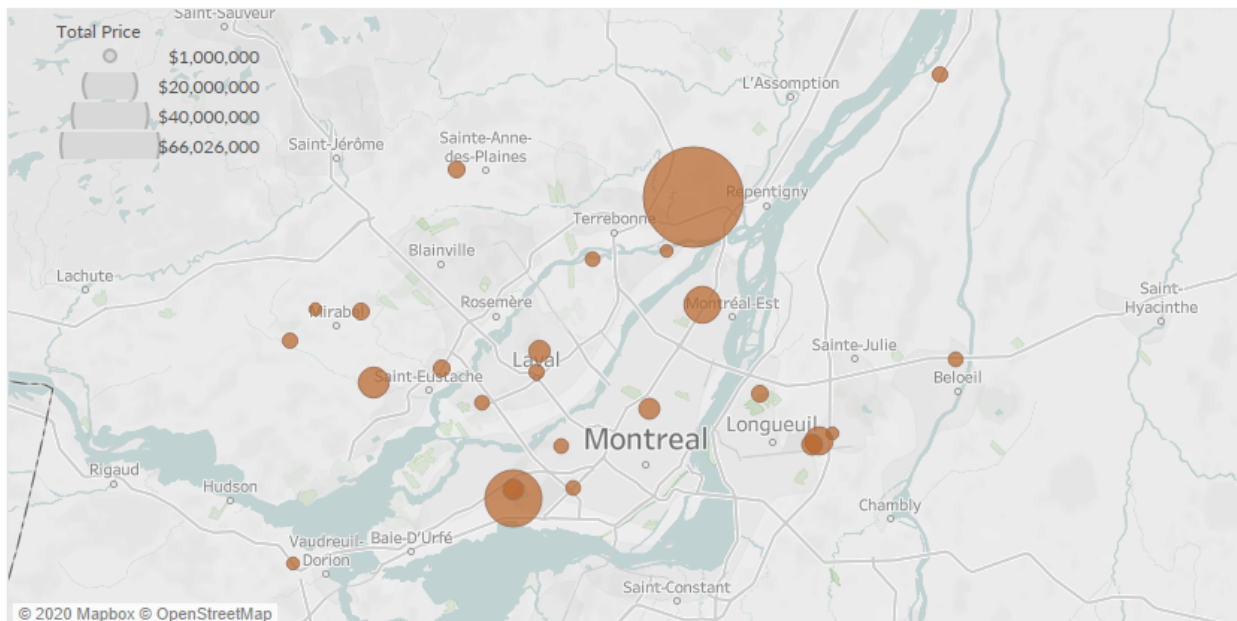
ICI Land activity has been a bright spot in 2020, as transaction volumes year-to-date are up +21% compared with last year.

	Q3 2020		YTD		YTD - Avg \$/Acre
	\$ Volume	#	\$ Volume	#	
Island of Montréal	\$38.16M	7	\$107.45M	13	\$996,486
Laval	\$8.45M	5	\$42.84M	13	\$660,050
Longueuil	\$9.84M	3	\$13.09M	4	\$423,050
North Shore	\$80.41M	11	\$95.46M	16	\$176,227
South Shore	\$4.98M	4	\$45.27M	20	\$204,656
Grand Total	\$141.85M	30	\$304.11M	66	\$410,272

ICI Land - Top Transactions Q3 2020

First Address	Region	Municipality	Total Price	Lot Area	Price Per Acre
des Quatres Arpents Road	North Shore	Terrebonne	\$25,332,098	207.112	Null
LOT Terrebonne	North Shore	Terrebonne	\$24,488,910	220.840	\$110,890
151 Reverchon Avenue	Island of Montréal	Pointe-Claire	\$21,250,000	15.276	\$1,391,618
LOT Terrebonne .	North Shore	Terrebonne	\$7,428,175	33.437	\$222,201
LOT Terrebonne.	North Shore	Terrebonne	\$7,036,230	31.673	\$222,173

ICI Land Property Transactions - Q3 2020



Residential Land Transactions

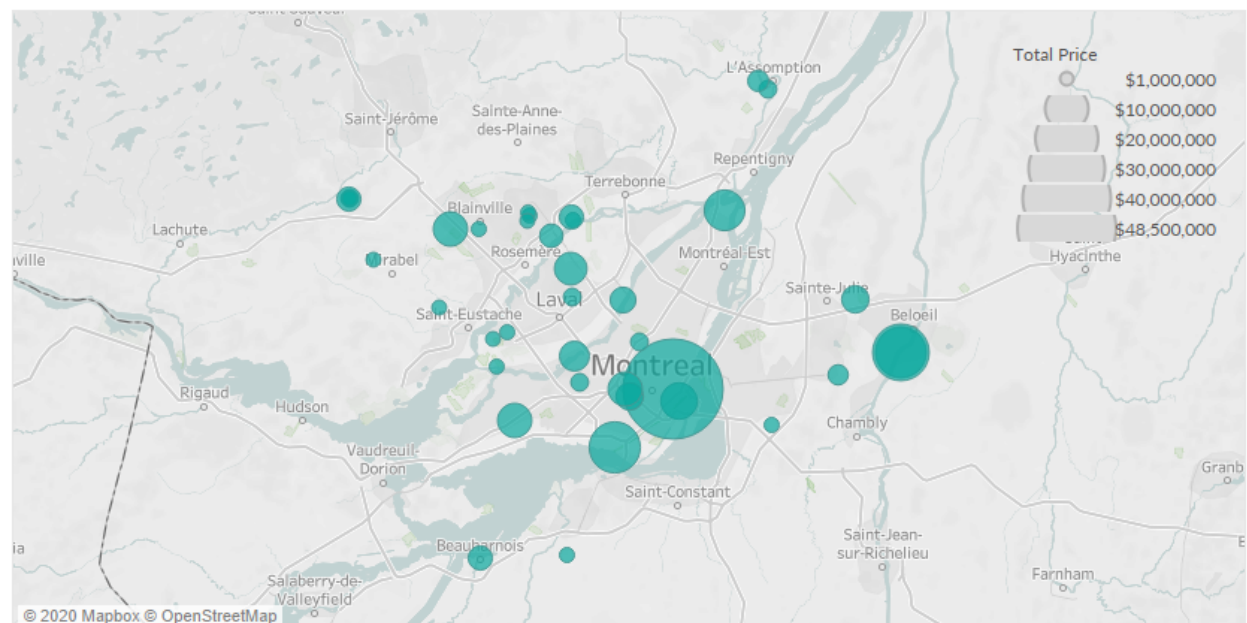
Investment activity in residential land picked up in Q3 2020 and was higher than Q3 2019, however, year-to-date sales are still well behind 2019.

	Q3 2020		YTD		YTD - Avg \$/Acre
	\$ Volume	#	\$ Volume	#	
Island of Montréal	\$93.32M	9	\$275.68M	39	\$5,308,964
Laval	\$17.77M	7	\$70.08M	19	\$1,171,307
Longueuil			\$1.00M	1	\$322,685
North Shore	\$29.32M	16	\$45.97M	23	\$791,169
South Shore	\$38.77M	7	\$49.55M	12	\$984,044
Grand Total	\$179.17M	39	\$442.28M	94	\$1,784,285

Residential Land - Top Transactions Q3 2020

First Address	Region	Municipality	Total Price	Lot Area	Price Per Acre
1445 de la Montagne Street	Island of Montréal	Ville-Marie	\$48,500,000	0.729	Null
des Patriotes Road	South Shore	Otterburn Park	\$15,533,703	44.466	\$353,039
500 Notre-Dame Street	Island of Montréal	Lachine	\$12,620,000	28.178	\$450,714
1290 des Patriotes Road	South Shore	Otterburn Park	\$12,466,297	35.259	\$353,566
15777 Sherbrooke East Street	Island of Montréal	Rivière-des-Prairies-Pointe-aux-Tr..	\$8,000,000	4.410	\$1,814,051

Residential Land Property Transactions - Q3 2020



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