

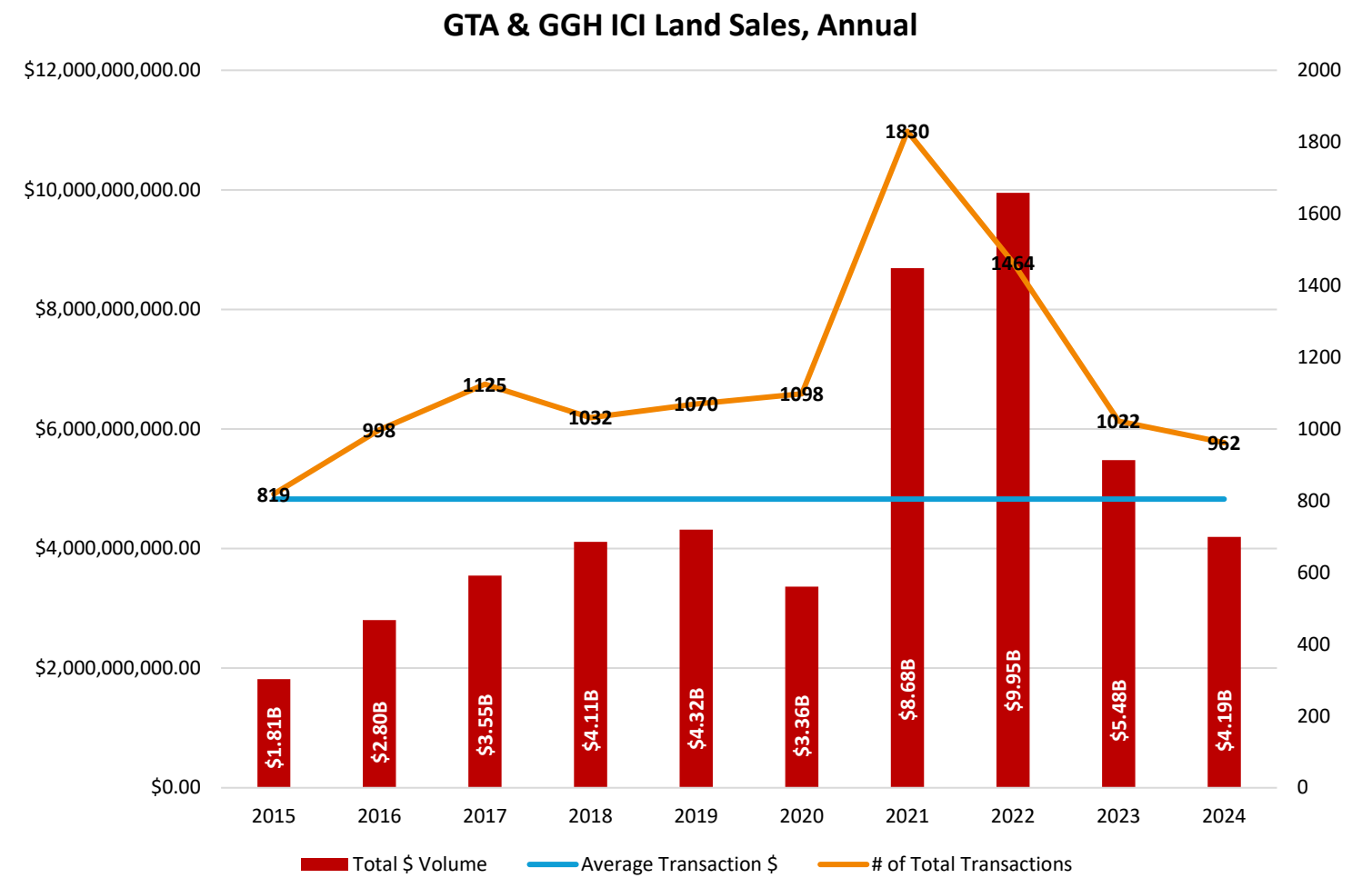
ICI & RESIDENTIAL LAND REPORT



10 YEAR - ICI LAND SALES

ICI Land Sector: By the end of Q4 2024, the Greater Toronto Area (GTA) industrial market recorded a total transaction volume of \$4.19 billion, reflecting a 23.5% decline compared to 2023. The uneven slowdown was influenced by various factors, including the capital gains tax increase effective on June 25, 2024, which prompted investors to rush transactions earlier in the year, leading to diminished activity in Q3. However, Q4 was notably better with increased activity signaling early signs of improving investor confidence. The Bank of Canada’s inflation-targeting measures achieved significant progress in August, as inflation reached the 2% target. This milestone was followed by substantial interest rate cuts through to December 11th, bringing the overnight rate down to 3.25%. While the move in rates are expected to bolster investor sentiment, the inherent time lag in the market suggests the full impact on investment activity will unfold gradually in 2025.

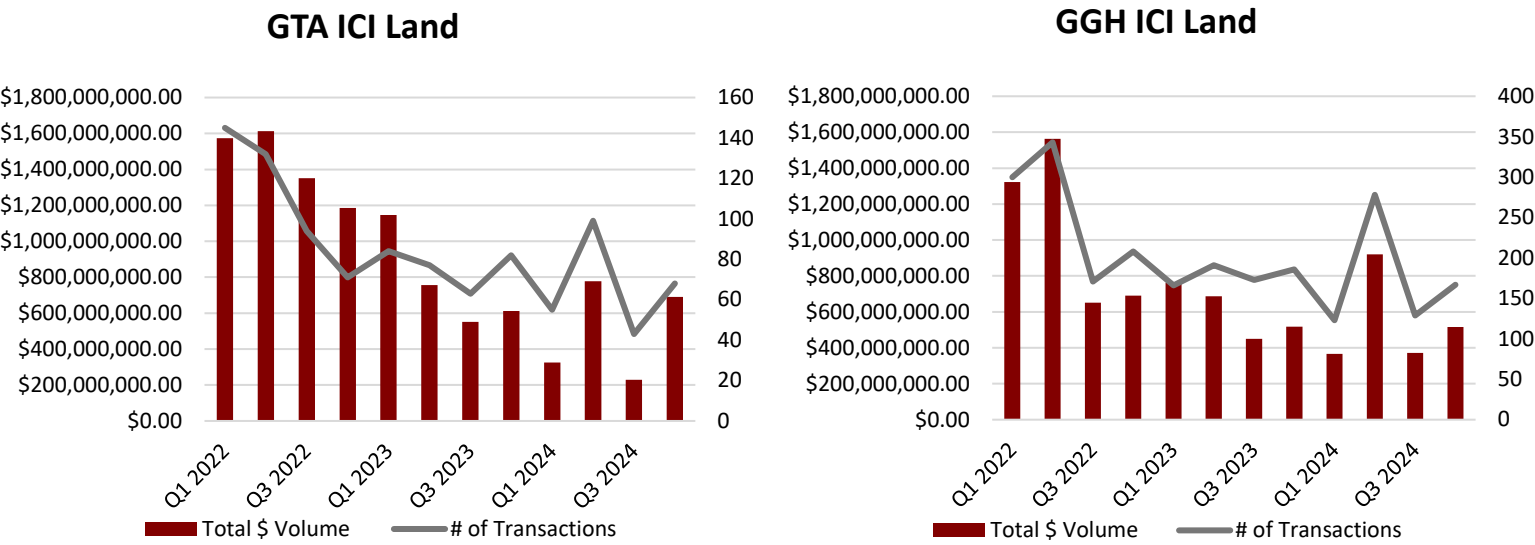
The Industrial availability rate has increased to 5.9% as of Q4 2024 based on COSTAR, up from the historically low availability of 2% in early 2022.



GTA & GGH ICI QUARTERLY LAND SALES

GTA - In 2024, the GTA industrial market saw the delivery of 10.5 million square feet of new space, contributing to a reduction in pre-leased inventory from 45 million square feet to approximately 41.4 million square feet. The overall GTA industrial availability rate increased to 4.8%, reflecting a softening market in Q4-2024 with an average net rent price drop of about 12% for new product (ALTUS building owner participation report). The most notable transaction within the GTA was in Mississauga, being the Prologis purchase valued at \$2.5 M per acre.

GGH – Most notable in the GGH market was the expansion of the Honda plant, acquiring a large industrial site in Alliston, as well as the sale of 78 Acre land by Broccolini to DSV Global Logistics, in which the Seller will be the developer/builder of a 1.3 M SQ FT logistic state of the art facility. Another two notable transactions were the large industrial site in Port Hope by Asahi to build a Lithium Battery plant of ~2 M SQ FT and the new acquisition by Amazon in Brantford from Panattoni. What is distinguishable is that the majority of large transactions within GGH were acquired by users.



GTA Q1 – Q4 2024

Date	Name	Municipality	Price	Size (AC)	Purchaser	Land Use
Jan-24	3255 King Vaughan Rd	Vaughan	\$45,000,000	41	Zzen Group	Commercial
May-24	5749 Regional Rd 30	Uxbridge	\$42,000,000	203	Harlo Capital	Golf Course
May-24	5122 First Line	Milton	\$55,638,000	50	Tribal Partners	Industrial
Jun-24	13523 & 13689 Torbram	Caledon	\$41,750,000	196	2696919 Ontario	Long-Term
Jun-24	Torbram Rd	Mississauga	\$84,670,000	18	Pearson Int’l Fuel	Industrial
Nov-24	5789 & 5811 Steeles Ave E	Scarborough	\$50,000,000	20.7	Carttera	Commercial
Dec-24	7564 Tenth Ln W	Mississauga	\$92,000,000	40.1	Prologis	Industrial

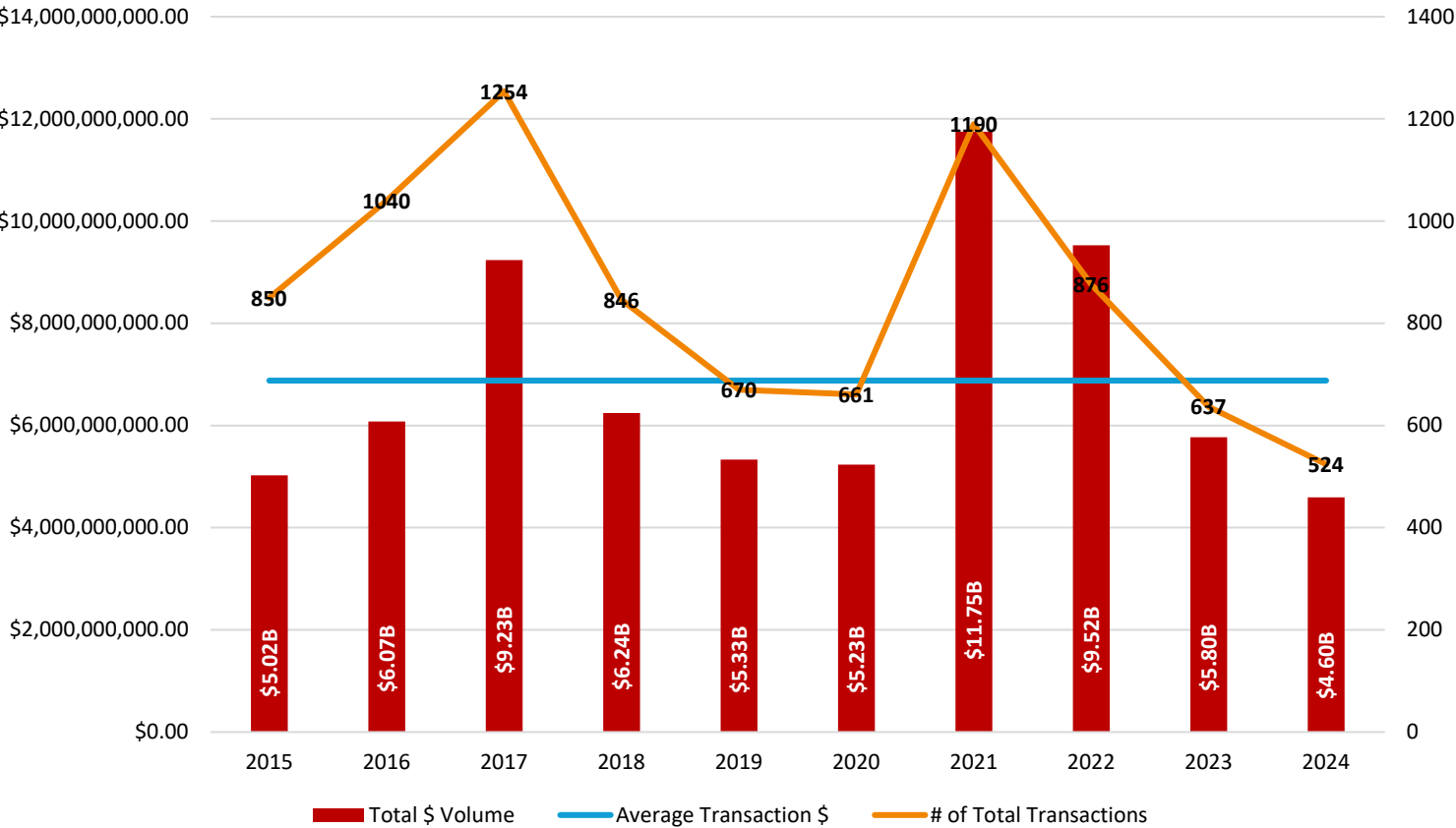
GGH Q1 – Q4 2024

Date	Name	Municipality	Price	Size (AC)	Purchaser	Land Use
Apr-24	Industrial Pkwy	New Tecumseth	\$75,000,000	153	Honda Motors	Industrial
Apr-24	7267 5 th Sdrd	Innisfil	\$84,119,000	78	DSV Solutions Inc.	Industrial
Jul-24	Industrial Drive	Hamilton	\$44,000,000	57	JP Metal	Industrial
Aug-24	304 Concession 11	Haldimand	\$24,000,000	344	Neostart Ltd.	Industrial
Nov-24	1100 Niagara St	Welland	\$39,939,750	53.3	Mountainview	Industrial
Nov-24	Kleinsmith Rd	Port Colborne	\$51,400,000	268	Asahi Kasei	Industrial
Dec-24	Rest Acres Rd	Brant	\$31,590,000	20.6	Amazon Canada	Industrial

10 YEAR – RESIDENTIAL LAND SALES

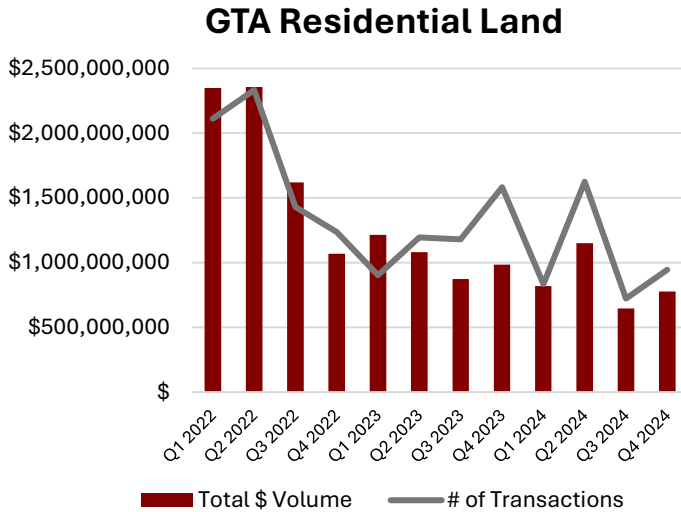
Residential Land Sector: The residential land market has faced significant challenges over the past two years, being the most impacted sector, as reflected by a low sales volume across both High-Rise and Low-Rise land transactions. Home prices remain soft in the re-sale market, putting further downward pressure on the new build market; however, by Q4-2024, the re-sale market pricing has begun to stabilize. A steep rise in development charges for new construction, economic uncertainty, lack of availability of capital, and significant changes in the risk appetite of investors has exacerbated the situation across the GTA. Builders are also feeling the brunt of the economic malaise as evidenced by low sales for preconstruction units. The total transaction volume in 2024 for all residential land sales was the lowest within the last 10 years, with \$4.6 B in sales, down from the average of \$6.9 B (-33% on average). The High-Rise market recorded only 4,590 units sold in 2024 (Urbanation), while the Low-Rise market saw its 3rd worst performance with just over 5,000 units sold in 2024 (Altus). Builders are sitting on many approved sites that are ready to be launched to market. However, these projects remain on hold due to the lack of sales demand. As a result, High-Rise land prices have dropped significantly from their peak, and Low-Rise land prices are further adjusting to the new reality. We are optimistic of the positive impact from newly introduced CMHC policies regarding increased price caps for insured mortgages (\$1.5 million), increased amortizations (30 yrs), refinancing up to 90% of the home value and low rate mortgages for secondary suites. We believe these changes will be a positive catalyst for the residential low-rise housing market comeback in 2025, resulting in improved activity for low-rise land sales. It is likely that the High-Rise market recovery will take longer, well into 2026-2027.

GTA & GGH Residential Land Sales, Annual

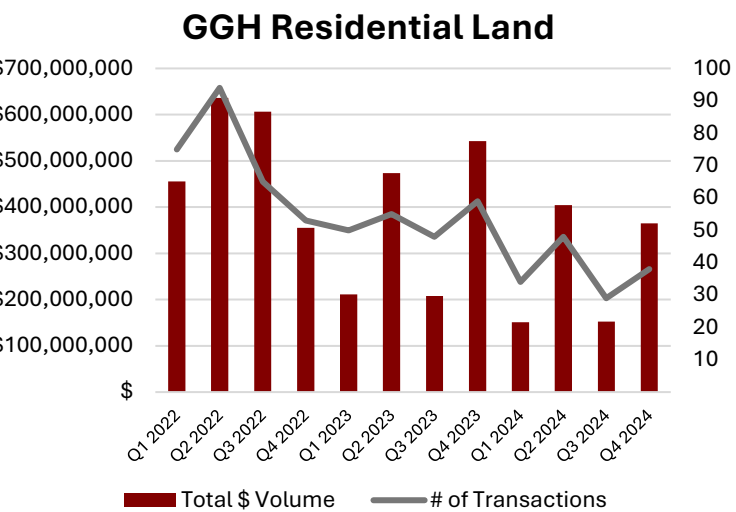


GTA & GGH QUARTERLY RESIDENTIAL LAND SALES

GTA- In 2024, of the top 11 transactions, 3 were distress sales. There were three residential land transactions each over \$100 M in value. The most notable was a low-rise land purchase by Solmar in Caledon, in which the land was up-zoned at the time of the purchase. The project on Bovaird was also part of an approved heritage height secondary plan, transacting at a value of approx. \$1 M per acre.



GGH - What was noticeable in GGH was that half of the seven transactions were high-density, with 3 being distressed sales. The most notable is the Dorr Capital transaction, for which they were the financier on the original project. They now partnered up with a builder and bought the project under distress, to complete it.



GTA Q1 – Q4 2024

Date	Name	Municipality	Price	Size (AC)	Purchaser	Land Use
Jan-24	Donald Cousens Pkwy	Markham	\$62,900,000	7.7	Camcos Living	MD Res
Feb-24	2055 Bovaird Dr W	Brampton	\$122,500,000	98	Giampaolo Inv.	LD-MD Res
Apr-24	Warden Ave	Markham	\$70,500,000	59.4	Treasure Hill	LD Res
May-24	45-47 Sheppard Ave E	North York	\$83,500,000	3	LEV Living	HD Res
Jun-24	12561 Centreville Creek	Caledon	\$125,000,000	98	Solmar	LD Res
Sep-24	12530 Chinguacousy Rd	Caledon	\$38,000,000	45	Fieldgate	LD Res
Oct-24	100 Steeles Ave W	Vaughan	\$50,000,000	5.1	GALA Dev	HD Res
Nov-24	12900 McLaughlin Rd	Caledon	\$65,000,000	101.3	Cortel Group	LD Res
Nov-24	10747 Bayview Ave	Richmond Hill	\$37,290,000	9.2	Fengate	MD Res
Nov-24	10565 Warden Ave	Markham	\$119,055,422	115.7	DECO Homes	MD Res
Dec-24	Elgin Mills Rd	Markham	\$86,610,302	43.3	Treasure Hill	MD Res

GGH Q1 – Q4 2024

Date	Name	Municipality	Price	Size (AC)	Purchaser	Land Use
Mar-24	223-233 Jones Rd	Hamilton	\$31,556,202	17.3	Melrose Invs	MD Res
May-24	925 Chilligo Rd	Cambridge	\$30,000,000	180	Cachet Homes	LD Res
Jun-24	132 Clair Rd W	Guelph	\$50,000,000	101	Mattamy Homes	LD Res
Jun-24	Chilligo Rd	Cambridge	\$49,960,000	124	Greybrook Realty	LD Res
Oct-24	28 Westhill Dr	Waterloo	\$38,000,000	2.6	Realstar Group	HD Res
Oct-24	1333 Weber St E	Kitchener	\$73,572,114	3.6	Dorr Capital	HD Res
Nov-24	6880 Stanley Ave	Niagara Falls	\$26,800,000	2.3	Fallsview Group	HD Res

Land & Investment Group provides a commercial clients with relevant analysis, strategies, and sound advice for revealing the highest underlying value of your property. Our clients range from corporations to private investors in the Greater Toronto Area. We specialize in providing:

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- **Advisory Services**
- **Acquisition & Disposition Strategies**

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- **Assembled houses on over-sized lots**
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