

ICI & RESIDENTIAL LAND & BUILDING REPORT Q1 2025



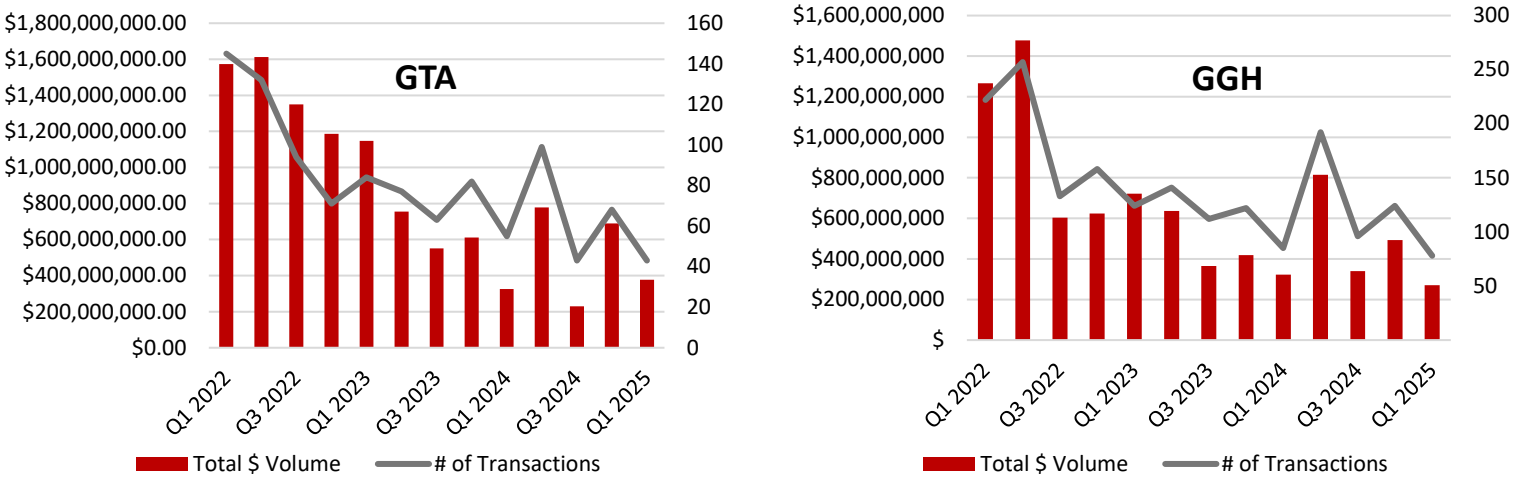
Q1 2025 ICI LAND SALES

Industrial building sales have seen notable fluctuations since early 2022. Total dollar volume peaked in Q2 2023 - approaching \$3B - after a dip in Q1 2023, which marked the lowest point in both sales volume and number of transactions. While the total number of transactions has generally declined since mid-2022, there was a sharp rebound in Q2 2024. However, sales volume remained below 2022 levels through early 2025, indicating fewer high-value deals or more cautious buyer sentiment. Vacancy and availability rates have been rising steadily since late 2022. The total available lease area more than quadrupled from Q1 2022 to Q4 2024. Vacancy rates increased from under 1% to a peak of 3% in late 2023 and early 2024 before dipping slightly to 2.8% in Q1 2025 which breaks a 9-quarter down trend. Similarly, the total available lease rate peaked at 4.7% in late 2023, softening to 4.1% in early 2025. These trends suggest a more tenant-favorable environment with increased space options and potentially more negotiation leverage. Estimated asking rates climbed steadily from \$14.59/sq.ft. in Q1 2022 to a peak of \$18.96/sq.ft. in Q2 2023. Since then, rates have gradually declined, landing at \$16.94/sq.ft. in Q1 2025. Despite this, development activity has remained robust. Completed space consistently increased quarter-over-quarter, signaling confidence among developers and long-term faith in market fundamentals.

Key Takeaways

- Sales activity is stabilizing after a volatile 2023, with early 2025 showing modest improvement.
- Vacancy is moderating after reaching multi-year highs, pointing to better market balance.
- Asking rates have cooled from peak highs but remain well above early 2022 levels.
- Development continues strong, showing long-term confidence in demand.
- Many of ICI transaction were done by USERS rather than developer/equity firms or investors, signaling a softening in the sector
- Q1 2025 was the 1st quarter after 9 consecutive quarter that we had a positive net absorption within the industrial market

Overall, while the market is adjusting from pandemic-era highs, it remains fundamentally healthy with encouraging signs of stabilization and sustained developer investment.



ICI Land Sales, Quarterly

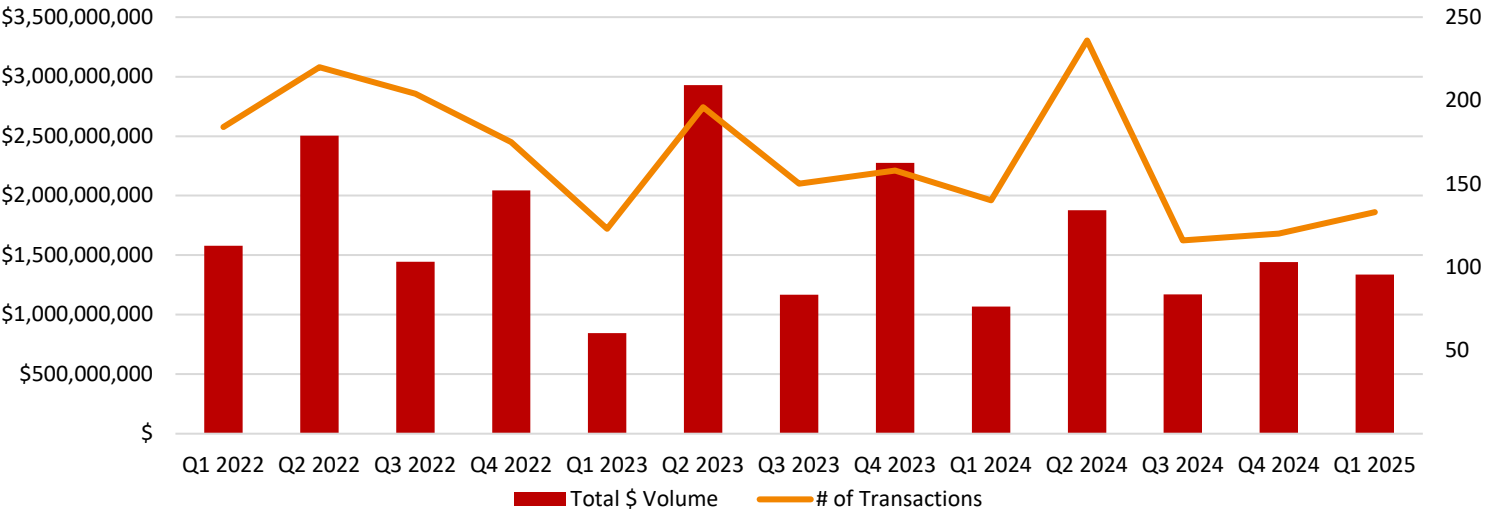
GTA Q1 2025						
Date	Name	Municipality	Price	Size (AC)	Purchaser	Land Use
Jan-25	Mount Pleasant Way	Milton	\$13,301,513	8.0	Broccolini	Industrial
Jan-25	Dublin Line	Milton	\$13,257,525	9.9	Rothman Real Estate	Industrial
Jan-25	Cap Court	Georgina	\$19,811,670	28.5	Mansteel Rebar	Industrial
Jan-25	11553 Tenth Line	Halton Hills	\$12,450,000	7.3	Winnipeg Motor Exp	Other
Jan-25	Coleraine Dr	Brampton	\$12,232,082	9.3	Orlando Corporation	Industrial
Jan-25	25 Aventura Ct	Mississauga	\$16,000,000	4.4	OLC Project Mgmt	Commercial
Mar-25	700 Flint Rd	North York	\$16,750,000	2.2	Reliable Waste Mgmt	Industrial
Mar-25	14900 7th Concession Rd	King	\$14,650,000	76.0	1001068627 Ontario	Recreation
Mar-25	5 Mansewood Ct	Halton Hills	\$16,000,000	4.4	Viola Ready Mix Inc.	Industrial

GGH Q1 2025						
Date	Name	Municipality	Price	Size (AC)	Purchaser	Land Use
Jan-25	140 Lynden Rd	Brantford	\$14,000,000	8.5	Lynden Suites Holding	Industrial
Jan-25	1137 Powerline Rd	Brant	\$15,582,500	190.9	1000674604 Ontario Ltd	Agricultural
Jan-25	348 Harley Rd	Brant	\$10,000,000	211.2	588922 Ontario Inc.	Agricultural
Jan-25	1909 Wrigley Rd	North Dumfries	\$14,000,000	200.3	182 Construction	Agricultural
Mar-25	Stirling Cres	West Gwillimbury	\$19,375,000	14.2	Stirling Crescent	Industrial
Mar-25	6888 Line 13	New Tecumseth	\$7,100,000	54.0	Honda Canada Inc.	Industrial

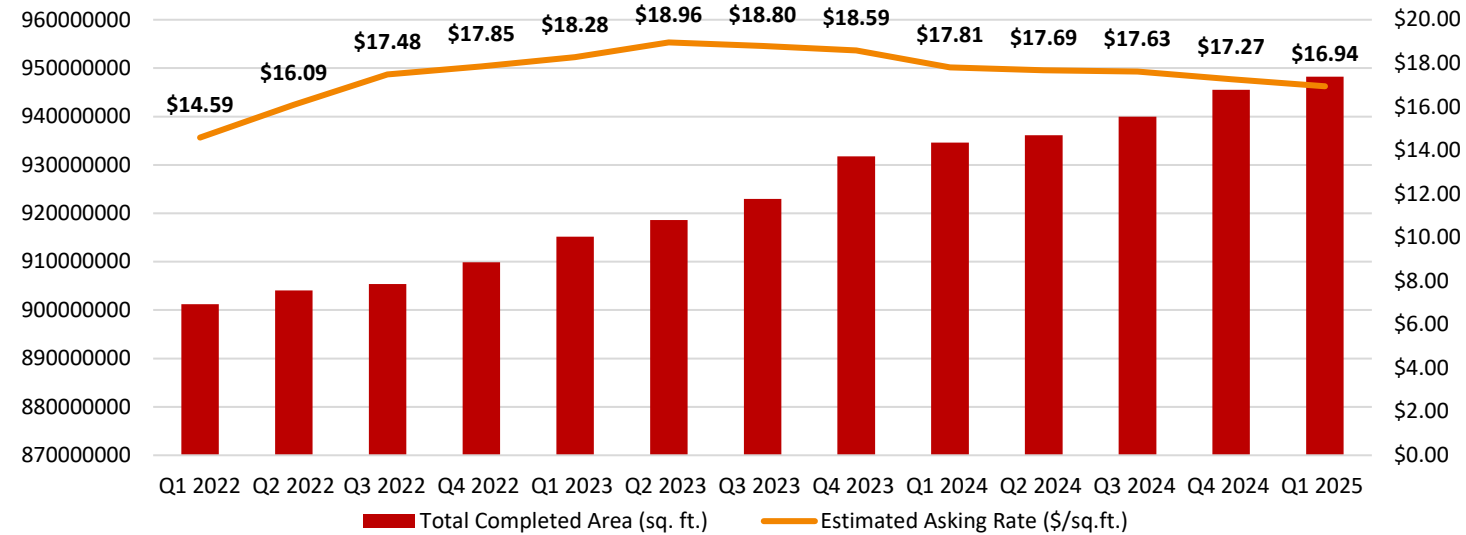
Transaction by User

GTA INDUSTRIAL MARKET SNAPSHOT

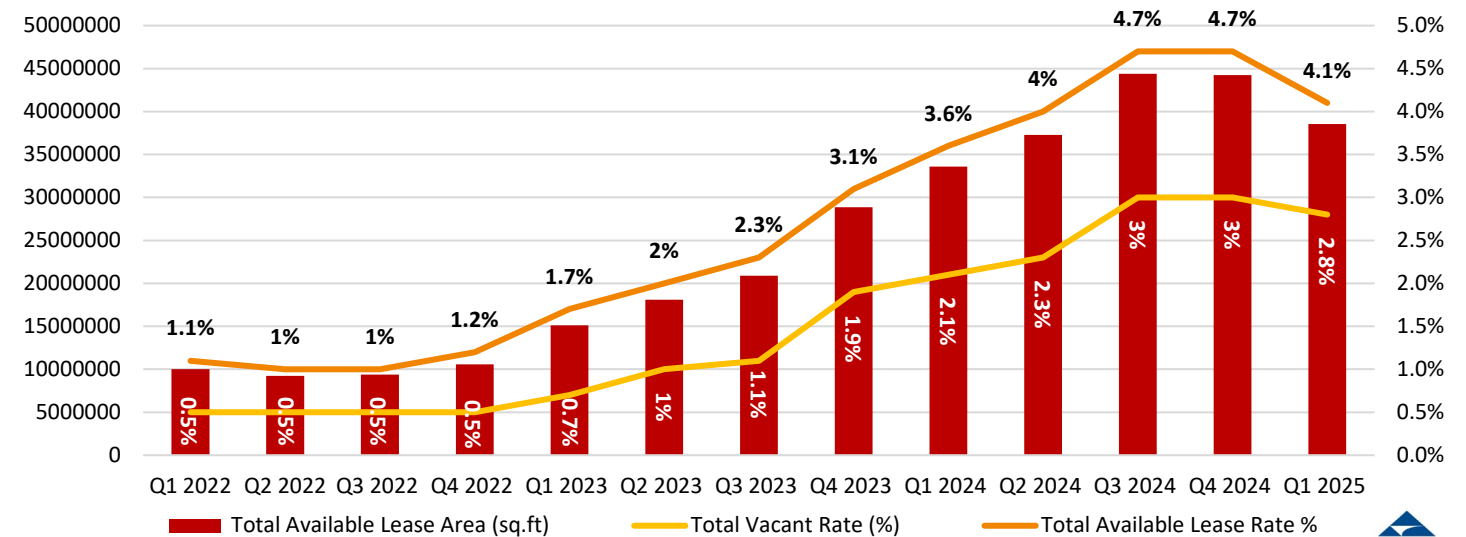
Industrial Building Sales



Estimated Asking Rate



Vacancy & Available Lease Rate

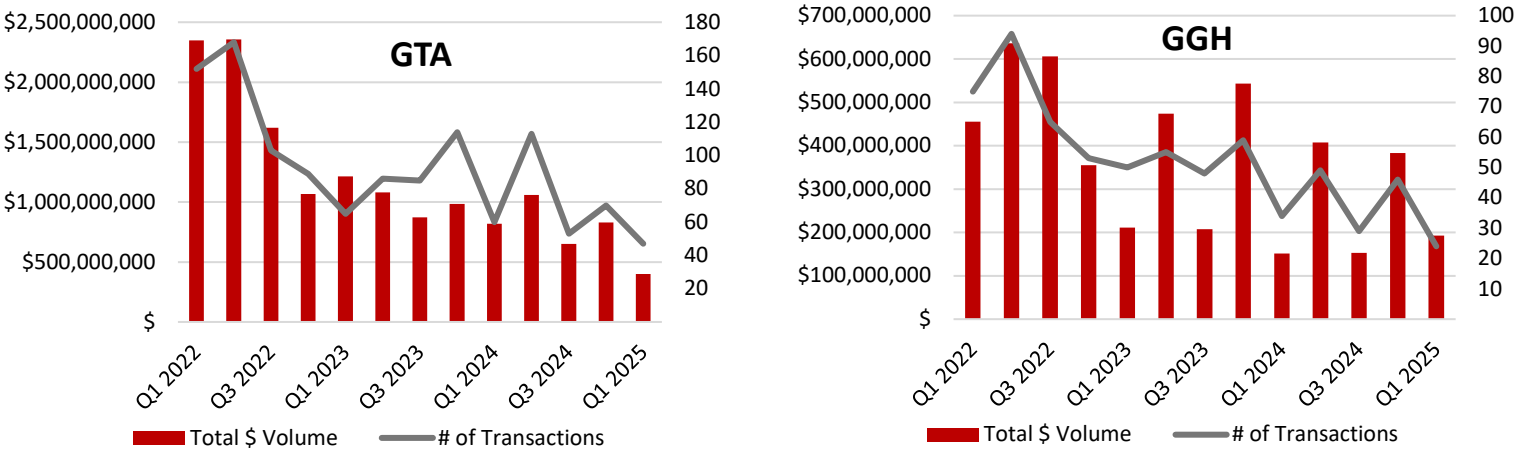


Q1 2025 RESIDENTIAL LAND SALES

Resale Housing Market: The market remains dominated by single-detached homes, followed by row houses and semi-detached units. Apartments, while smaller in share, maintain a consistent presence. The data suggests an ongoing emphasis on low-rise living, which is typically more in demand among families and end-users. Sales Volume has seen pronounced seasonal spikes but is on a downward trend since 2022. Detached homes continue to lead in total volume. Townhouses and condos follow similar patterns but at lower levels. The sales dip aligns with affordability pressures, rising interest rates, and cautious consumer sentiment. Low-rise prices surged past \$1.8M in early 2022, but have now leveled off around \$1.54M. High-rise prices have also cooled, now averaging \$1.02M, down from their 2022 peak.

New Home Sales: Despite corrections, prices remain well above pre-2020 levels, underlining strong underlying value. Sales of new homes—both high-rise and low-rise—have plummeted since 2021 peaks. High-rise sales, once exceeding 4,000/month, dropped to just 248 units in March 2025. Low-rise sales are also subdued, at 152 units for the same month. The cooling market reflects supply-demand imbalances and cost challenges but also sets the stage for a healthier rebalancing. GTA Yearly Scheduled Completions reveals key insights: 2025 is projected to hit a historic peak in completions, with over 45,000 units expected—most of which are currently under construction. 2026–2028 show significant future completions, though many of these are still in pre-construction, indicating longer timelines and possible delays. After 2028, scheduled completions taper off sharply, hinting at a potential future supply crunch if new projects aren’t launched soon. The presence of standing inventory in 2025 suggests a growing risk of units sitting unsold, especially in a slower market.

- Key Takeaways:** Land sales have slowed significantly, reflecting the ongoing housing sales trend, with Land prices adjusting accordingly.
- 2025 is a pivotal year with high completions, but softening sales and elevated inventory signal potential challenges for absorption.
 - Developers will need to adjust pricing and provide additional incentives to match buyer capacity.
 - Future supply will be tightening post-2028, which supports price stability/renewed growth in the long term and create supply shortage within the condo market
 - Buyers: The market has transitioned—from overheated to more measured.

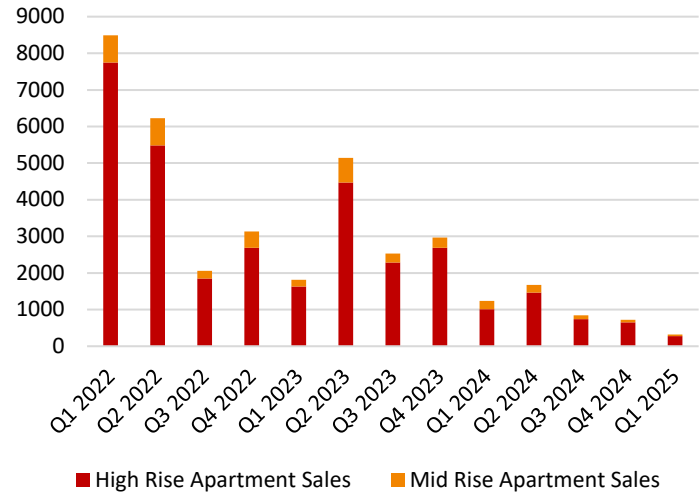


Residential Land Sales, Quarterly						
GTA Q1 2025						
Date	Name	Municipality	Price	Size (AC)	Purchaser	Land Use
Jan-25	16860 & 16920 Leslie St	Newmarket	\$50,000,000	39.8	City Park Homes	LD Res
Jan-25	Dundas St W	Oakville	\$33,000,000	26.4	ARGO Development	LD Res
Jan-25	253 Queen St E	Brampton	\$17,600,000	3.9	Manga Hotel Group	HD Res
Jan-25	10309 McVean Dr	Brampton	\$22,000,000	20.0	Royal Pine Homes	LD Res
Feb-25	1549 Avenue Rd	North York	\$21,250,000	0.6	First Capital Realty	HD Res
Feb-25	11190 Leslie St	Richmond Hill	\$44,500,000	47.2	Medallion	LD Res
Feb-25	4631 Steeles Ave E, 47 Redlea Ave	Scarborough	\$25,397,600	1.5	HBNG Holborn Group	HD Res
Feb-25	Mayfield Rd	Caledon	\$16,756,897	16.1	Mayfield Gore Dev't	LD Res
Mar-25	895 Lawrence Ave E	North York	\$32,000,000	1.9	BAZIS	HD Res
GGH Q1 2025						
Date	Name	Municipality	Price	Size (AC)	Purchaser	Land Use
Jan-25	Courtland Ave E	Kitchener	\$22,750,000	6.4	Courtland Kitchener	HD Res
Jan-25	481 First Rd W	Hamilton	\$37,550,000	33.1	Dawsco Property	MD Res
Jan-25	Broadacre Dr	Kitchener	\$8,160,000	3.7	Fusion Homes	LD Res
Jan-25	189 Summerset Dr	Barrie	\$23,000,000	11.1	Gracious Living Home	MD Res
Jan-25	98 James St S	Hamilton	\$13,000,000	0.3	Hamilton 98 GP Inc.	HD Res
Mar-25	5528 Ferry St	Niagara Falls	\$22,050,000	2.7	1000835091 Ontario	HD Res

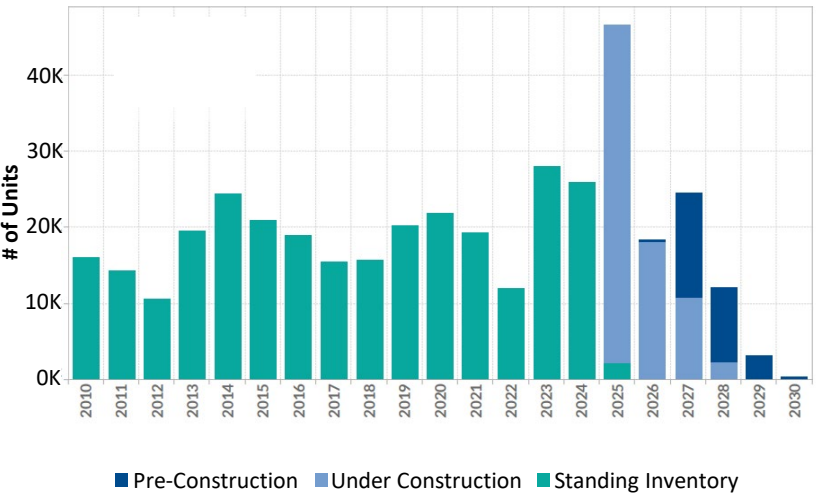
Transaction sold under receivership

GTA RESIDENTIAL MARKET SNAPSHOT

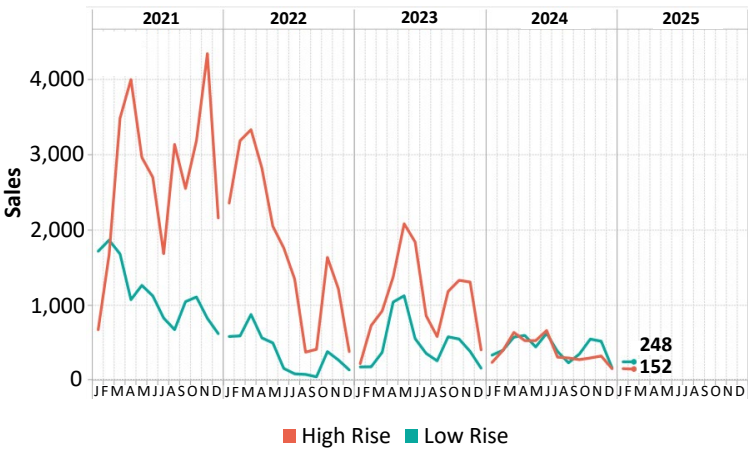
Pre-Construction Apartment Sales by Quarter



Scheduled Apartment Completions in 2025



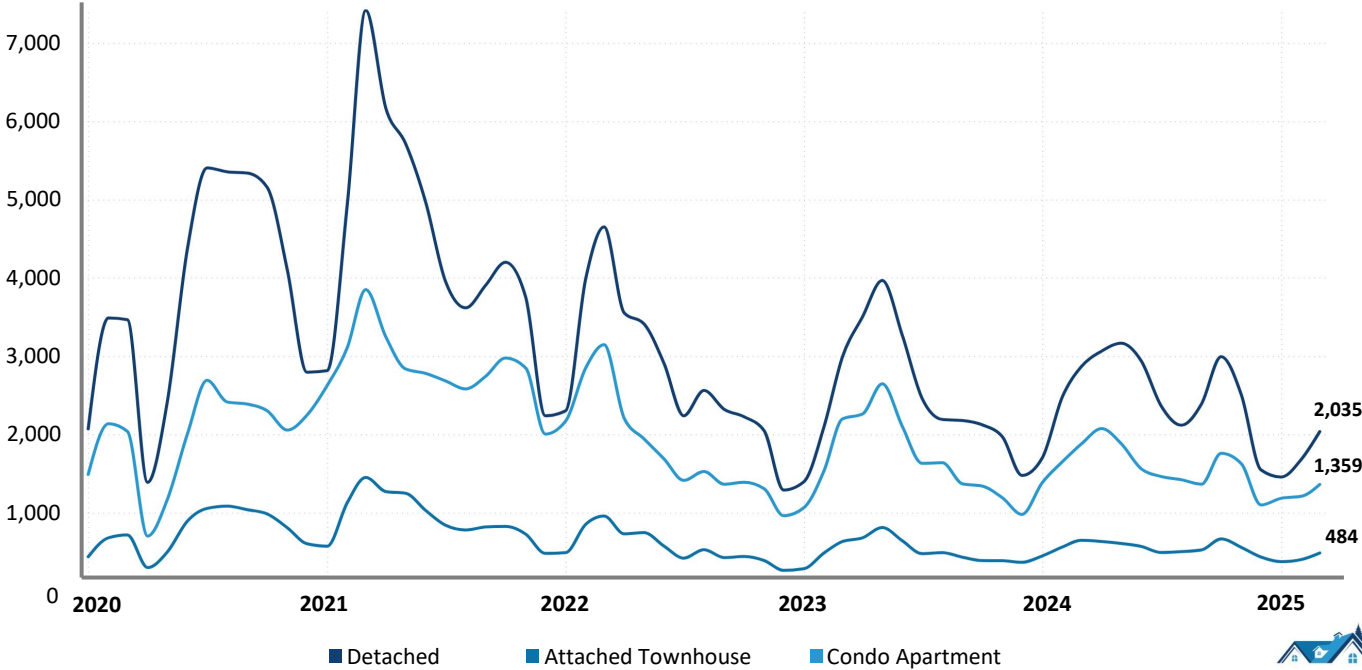
Monthly New Home Sales Pre Construction



Monthly New Home Pre Construction Benchmark Price



Sales Volume by Property Type – Resale Market (TREB)



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- **Development land parcels**
- **Assembled houses on over-sized lots**
- **Prime urban high-rise redevelopment sites**



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