

Q4 2016 RESIDENTIAL LAND SALES IN GTA

Q4 2016 total GTA land sales is \$1.6 billion. Selected Apartment Sites and Residential Land Sales are:


| APARTMENT SITE | RESIDENTIAL LAND |
|--|---|
| 215 Lake Shore Boulevard East, Toronto – 3.85 acres located west of Lower Sherbourne St. Closed on Oct 13, 2016 at \$166,050,000 or \$43,129,870 per acre. | 15717 Airport Road, Caledon – 148.62 acres located east of Hurontario St. and south of Highway 9. Closed on Oct 18, 2016 at \$97,050,000 or \$653,008 per acre. |
| 351-369 Lake Shore Boulevard East, Toronto - 5.15 acres located east of Parliament St. Closed on Nov 8, 2016 at \$58,000,000 or \$11,262,136 per acre. | Elgin Mills Rd East, Markham – 110.04 acres located south of Elgin Mills Rd East and west of Warden Ave. Closed on Oct 19, 2016 at \$80,060,080 or \$727,554 per acre. |
| 1926 Lake Shore Boulevard West, Toronto – 1.10 acres of located west of Parkside Dr. Closed on Nov 16, 2016 at \$40,000,000 or \$36,363,636 per acre. | 19 Innes Avenue, Toronto – 2.06 acres west of Dufferin Street and north of St Clair West Ave. Closed on Oct 7, 2016 at \$15,150,000 or \$7,354,369 per acre. |
| 492 Yonge Street, Toronto – 0.45 acres located south of Wellesley St. Closed on Nov 30, 2016 at \$67,000,000 or \$148,888,889 per acre. Proposed GFA 382,409 square feet or \$175 per buildable sf. | 262 Poplar Bank Sideroad, East Gwillimbury – 231.10 acres located east of Bathurst St. and north of Green Lane West. Closed on Dec 8, 2016 at \$111,413,076 or \$482,099 per acre. |
| 400 King Street West, Toronto – 0.65 acres of land area located east of Spadina Ave. Closed on Dec 15, 2016 at \$50,511,000 or \$77,709,231 per acre. | 10671 Huntington Road, Vaughan – 81.99 acres located south of Nashville Rd. Closed on Dec 8, 2016 at \$78,900,000 or \$962,312 per acre. |

Source: Urbanation



INDUSTRY COMMENTARY:

Real Estate Trades Then and Now ... Still increasing land sales volumes

The five year perspective over 2011 – 2016 shows that not only does 89% of the dollar volume in land sales is residential (i.e.: non-commercial) but the apartment-sites land volume doubled over the 2011-2016 period and the low-rise residential land dollar volume almost tripled over the same period. [Click here for more information](#) 

| Asset | 2016 |
|------------------------------|-------------------------|
| Land Total | \$5,864,707,676 |
| Industrial Buildings & Malls | \$2,206,434,907 |
| Office & Medical Buildings | \$4,466,716,311 |
| Residential Rental | \$939,015,444 |
| Retail Buildings & Plazas | \$1,650,552,123 |
| Others | \$1,420,145,718 |
| Totals | \$16,547,572,179 |

Source: Urbanation



LIFE LESSONS at PETRUS COMMERCIAL REALTY CORP - Lesson #76

Barack Obama vs. Donald Trump

| Barack Obama | Donald Trump |
|--|--|
| “Focusing your life solely on making a buck shows a poverty of ambition. It asks too little of yourself. And it will leave you unfulfilled.” | “If you're interested in 'balancing' work and pleasure, stop trying to balance them. Instead make your work more pleasurable”. |
| “You can put lipstick on a pig. It's still a pig.” | "I frankly don't have time for total political correctness." |
| “A change is brought about because ordinary people do extraordinary things.” | “Sometimes your best investments are the ones you don't make”. |
| “We may not be able to stop evil in the world, but how we treat one another is entirely up to us.” | “You have to think anyway, so why not think big”? |
| “Someone once said that every man is trying to live up to his father's expectations or make up for their father's mistakes....” | “Remember there's no such thing as an unrealistic goal – just unrealistic time frames.” |



INDUSTRY COMMENTARY:

Real Estate Trades Then and Now ... Still increasing land sales volumes

Real Estate Report [GTA] # 23.04 (May 6 2016) addressed the relationship between declining mortgage rates and increased dollar volume in GTA commercial trades with a particular focus on all land sales. As a follow up, increasing total sales dollar volumes in 2016 continued on its general increasing trend with a 14% increase in dollar volume year over year. Urbanation reports sales/purchases of \$16.5 billion in 2016, an increase over the \$14.4 billion in 2015 (*more than \$1 million in all trades not part of owned homes*).

The five year perspective over 2011 – 2016 also shows an increase of 17% in total sales and a 44% increase in all land dollar volumes. Of interest, not only does 89% of the dollar volume in land sales is residential (ie: non-commercial) but the apartment-sites land volume doubled over the 2011-2016 period and the low-rise residential land dollar volume almost tripled over the same period.

| | Total | All Land | All Others |
|------|-----------------|----------------|---------------|
| Year | \$ Billions | \$ Billions | \$ Billions |
| 1995 | \$3.829 | \$1.099 | \$2.730 |
| 1996 | \$3.563 | \$0.812 | \$2.751 |
| 1997 | \$6.426 | \$1.816 | \$4.610 |
| 1998 | \$5.959 | \$1.515 | \$4.444 |
| 1999 | \$5.395 | \$1.596 | \$3.799 |
| 2000 | \$5.513 | \$1.799 | \$3.714 |
| 2001 | \$8.938 | \$1.722 | \$7.216 |
| 2002 | \$8.071 | \$3.052 | \$5.019 |
| 2003 | \$7.360 | \$3.346 | \$4.014 |
| 2004 | \$9.999 | \$3.729 | \$6.270 |
| 2005 | \$12.204 | \$4.094 | \$8.110 |
| 2006 | \$11.679 | \$4.881 | \$6.798 |
| 2007 | \$13.202 | \$4.878 | \$8.324 |
| 2008 | \$9.745 | \$3.630 | \$6.115 |
| 2009 | \$5.742 | \$2.191 | \$3.551 |
| 2010 | \$9.341 | \$2.571 | \$6.770 |
| 2011 | \$12.878 | \$3.256 | 9.622 |
| 2012 | \$15.200 | \$3.978 | \$11.222 |
| 2013 | \$13.200 | \$3.454 | \$9.746 |
| 2014 | \$13.300 | \$4.050 | \$9.250 |
| 2015 | \$14.400 | \$5.403 | \$8.997 |
| 2016 | \$16.548 | \$5.865 | 10.683 |

| Asset | 2011 | | 2016 | |
|------------------------------|-------------------------|-------------|-------------------------|-------------|
| Land Total | \$3,256,312,098 | 25% | \$5,864,707,676 | 35% |
| Industrial Buildings & Malls | \$1,684,942,089 | 13% | \$2,206,434,907 | 13% |
| Office & Medical Buildings | \$2,256,384,207 | 18% | \$4,466,716,311 | 27% |
| Residential Rental | \$933,719,961 | 7% | \$939,015,444 | 6% |
| Retail Buildings & Plazas | \$4,103,162,340 | 32% | \$1,650,552,123 | 10% |
| Others | \$643,914,102 | 5% | \$1,420,145,718 | 9% |
| Totals | \$12,878,434,797 | 100% | \$16,547,572,179 | 100% |

| Type | 2011 | | 2016 | |
|--------------------------------------|------------------------|-------------|------------------------|-------------|
| Land - Apartment Sites | \$922,588,180 | 28% | \$1,840,203,770 | 31% |
| Land - Commercial, Office & Retail | \$413,421,694 | 13% | \$414,789,951 | 7% |
| Land - House & Townhouse Lots, Parks | \$479,878,513 | 15% | \$660,412,992 | 11% |
| Land - Industrial | \$334,398,894 | 10% | \$459,868,987 | 8% |
| Land - Residential | \$791,051,641 | 24% | \$2,191,810,523 | 37% |
| Land - Rural | \$314,973,176 | 10% | \$297,621,453 | 5% |
| Totals | \$3,256,312,098 | 100% | \$5,864,707,676 | 100% |

Source: Urbanation