

GTA Q3-2016 Market Update

Condominiums / Rentals / Commercial Property

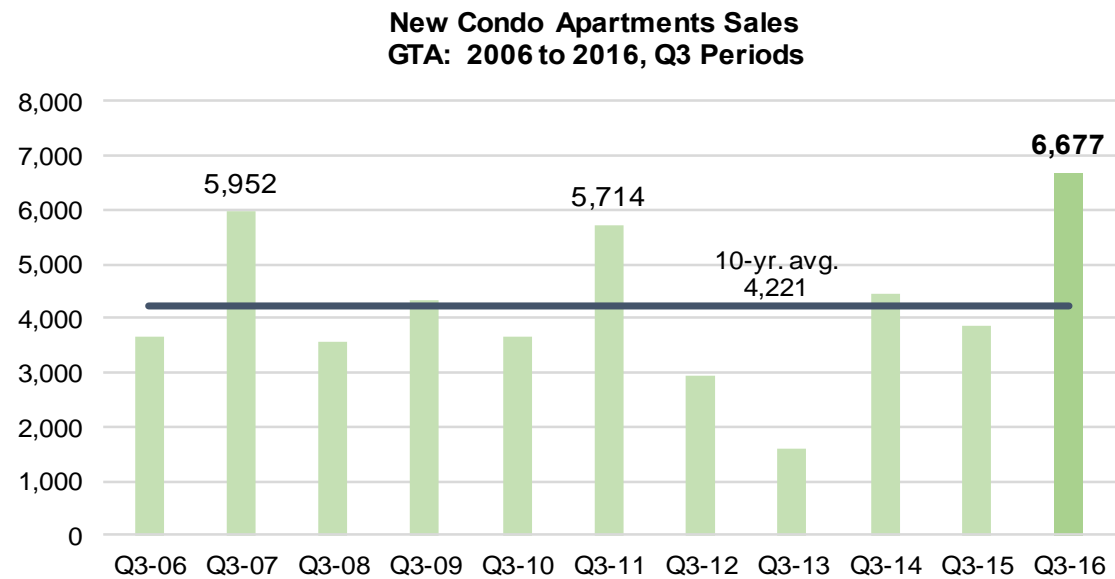


#UrbanQ3

URBANATION

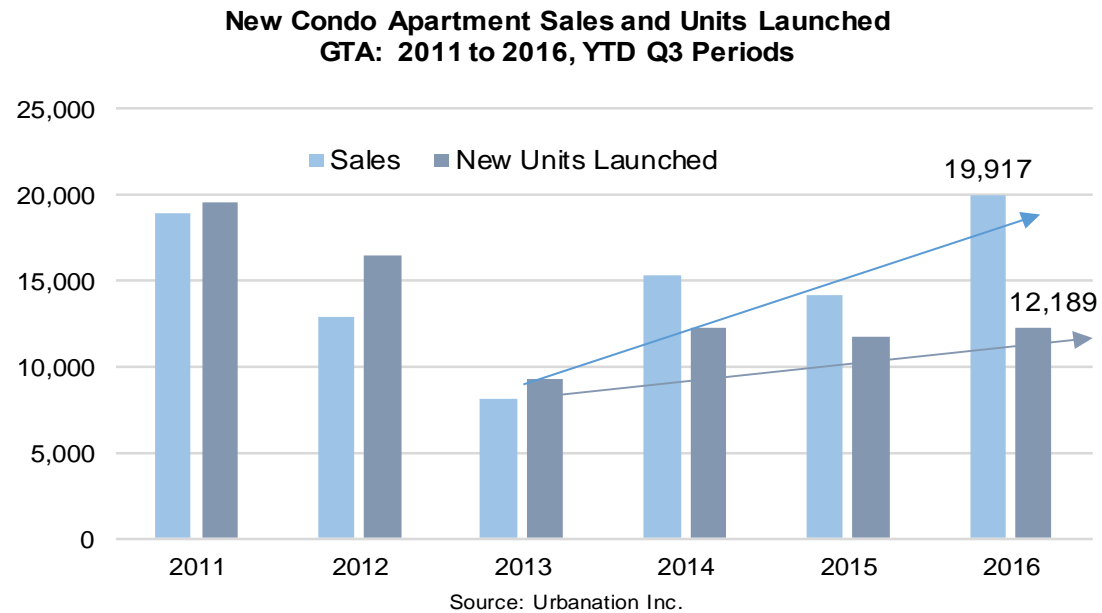
We've got the answers.

NEW CONDO SALES SOAR TO Q3 RECORD HIGH

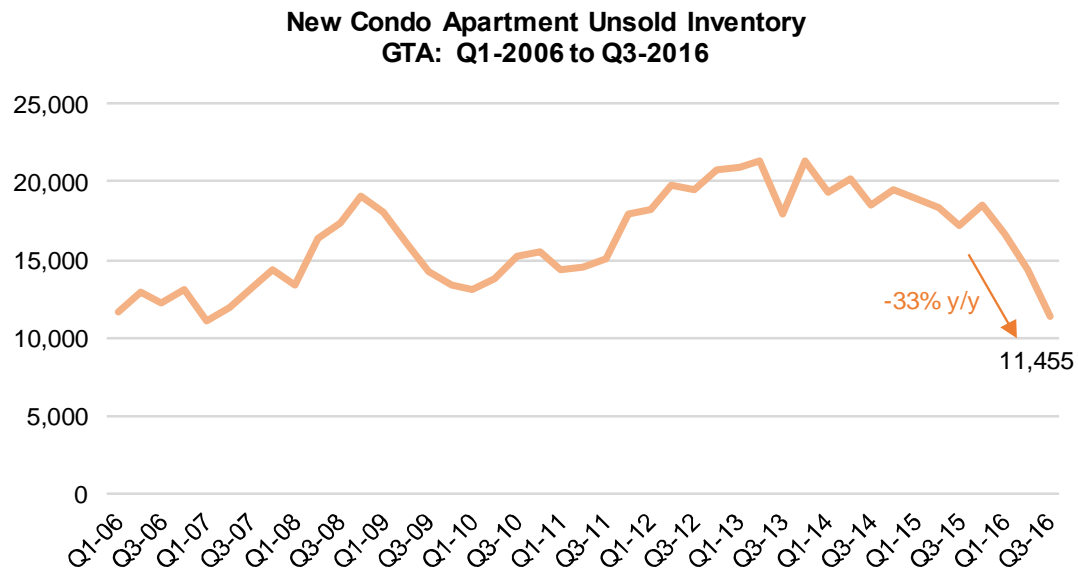


Source: Urbanation Inc.

DEMAND FOR NEW CONDOS FAR EXCEEDING NEW SUPPLY

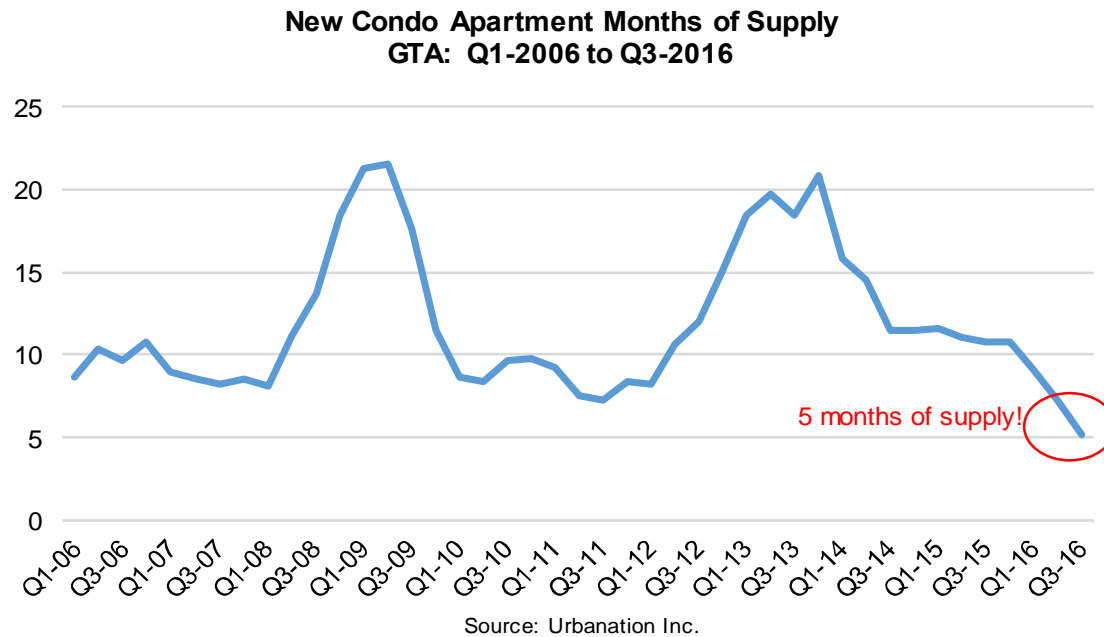


REMAINING INVENTORY PLUNGES TO DECADE LOW



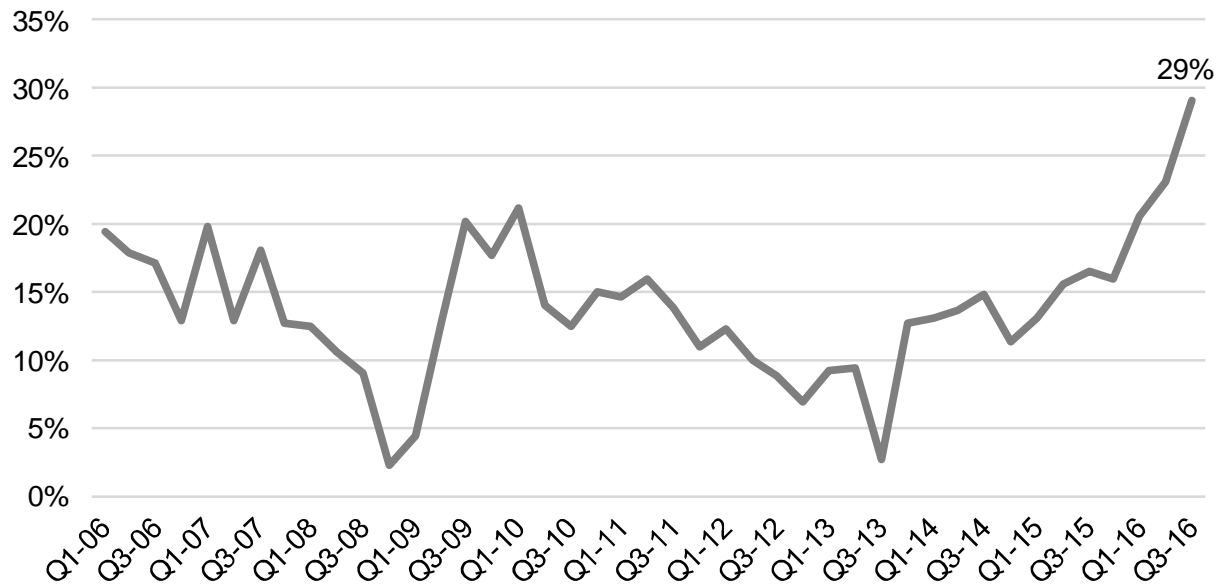
Source: Urbanation Inc.

ONLY FIVE MONTHS OF SUPPLY REMAINING



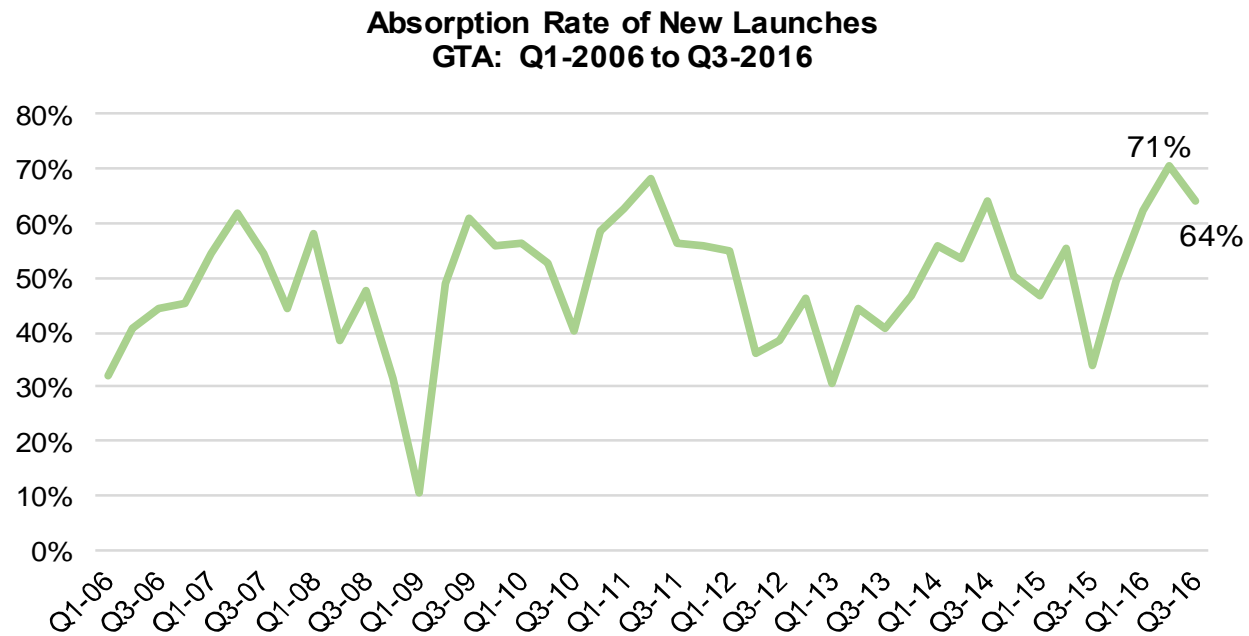
ABSORPTION OF EXISTING UNITS SPIKES

Quarterly Absorption Rate of Existing Inventory
GTA: Q1-2006 to Q3-2016



Source: Urbanation Inc.

NEW LAUNCHES ARE SELLING FAST



Source: Urbanation Inc.

TOP SELLING NEW CONDO PROJECTS Q3-2016

New Q3 Launches

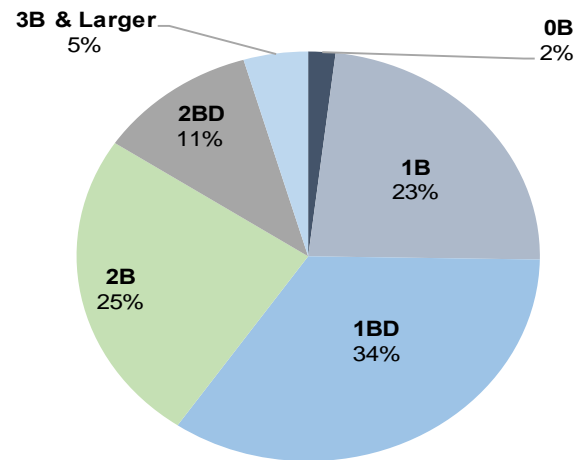
Project	Address	Submarket	Opening Date	Total Suites	Q3 Sales	% Sold	Sold Price (psf)
Halo Residences on Yonge	480 Yonge St	Downtown Core	Sep-16	413	402	97%	\$908
Rodeo Drive at Don Mills - Phase 1	169 The Donway	Don Mills	Jul-16	425	289	68%	\$611
Eight Cumberland	8 Cumberland St	Bloor-Yorkville	Aug-16	365	279	76%	\$916
The Park Club - Emerald City Ph 6	125 George Henry Blvd	Willowdale	Jul-16	340	262	77%	\$551
159SW	159 Wellesley St E	East Bloor/The Village	Jul-16	360	252	70%	\$665

Existing Projects

Project	Address	Submarket	Opening Date	Total Suites	Q3 Sales	% Sold	Sold Price (psf)
St. Lawrence Condos	158 Front St E	Downtown East	Aug-15	490	188	74%	\$651
The PJ Condos	283 Adelaide St W	Entertainment District	Oct-15	361	163	87%	\$688
150 Redpath	150 Redpath Ave	North Midtown	Jun-15	613	102	94%	\$635
Liberty Central by the Lake - Ph 2	49 East Liberty St	Liberty Village	Apr-15	302	92	94%	\$587
Pinnacle Grand Park 2	3975 Grand Park Dr	Mississauga City Centre	Oct-12	461	83	85%	\$440

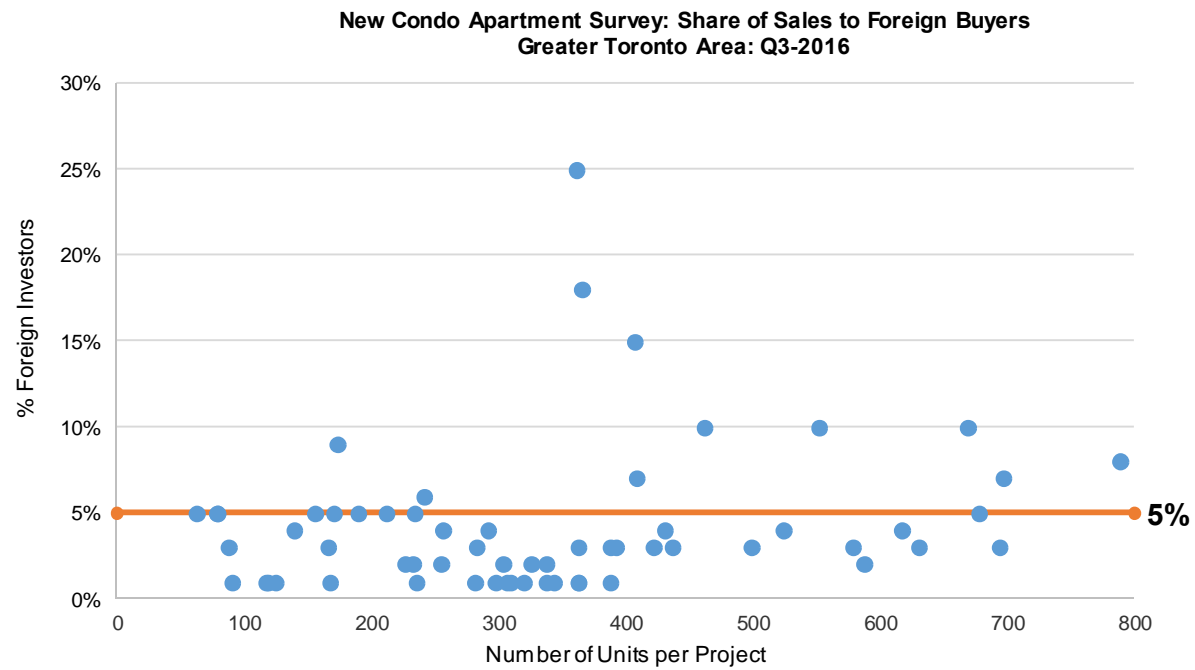
SALES MIX OF TOP 30 SELLING PROJECTS Q3-2016

Sales by Unit Type Among 30 Highest Volume Projects
Greater Toronto Area: Q3-2016

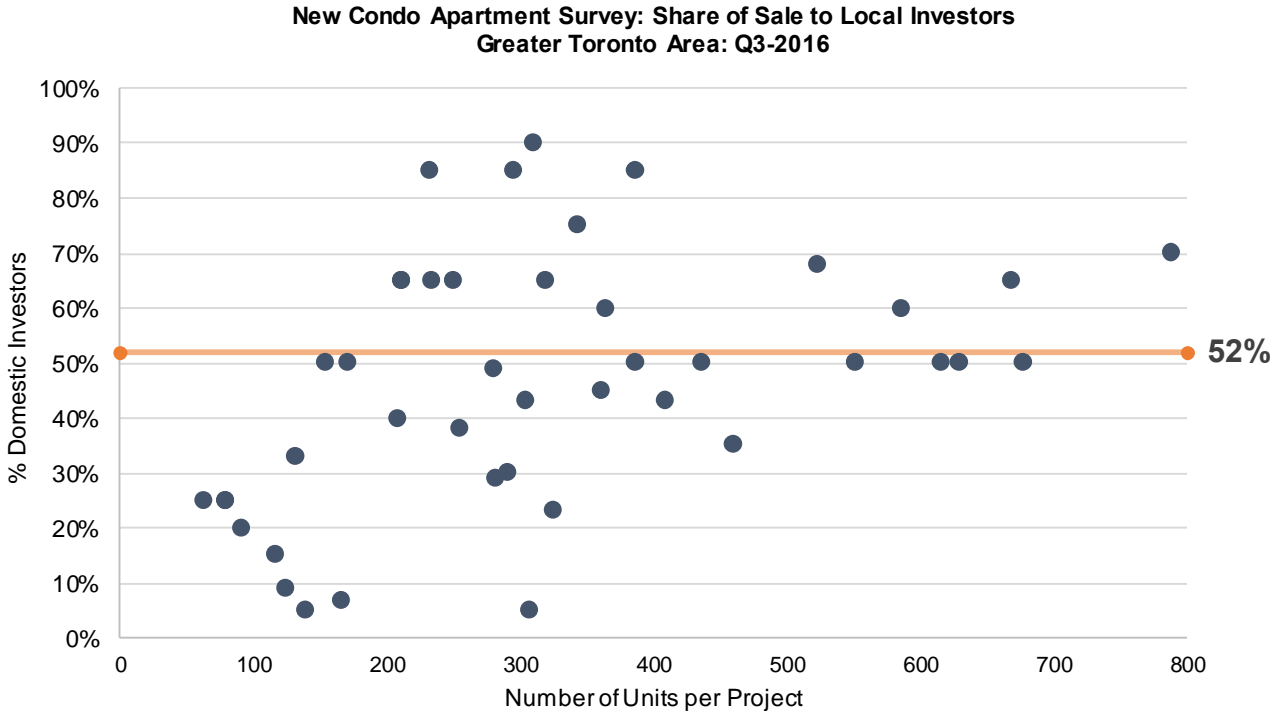


Source: Urbanation Inc.

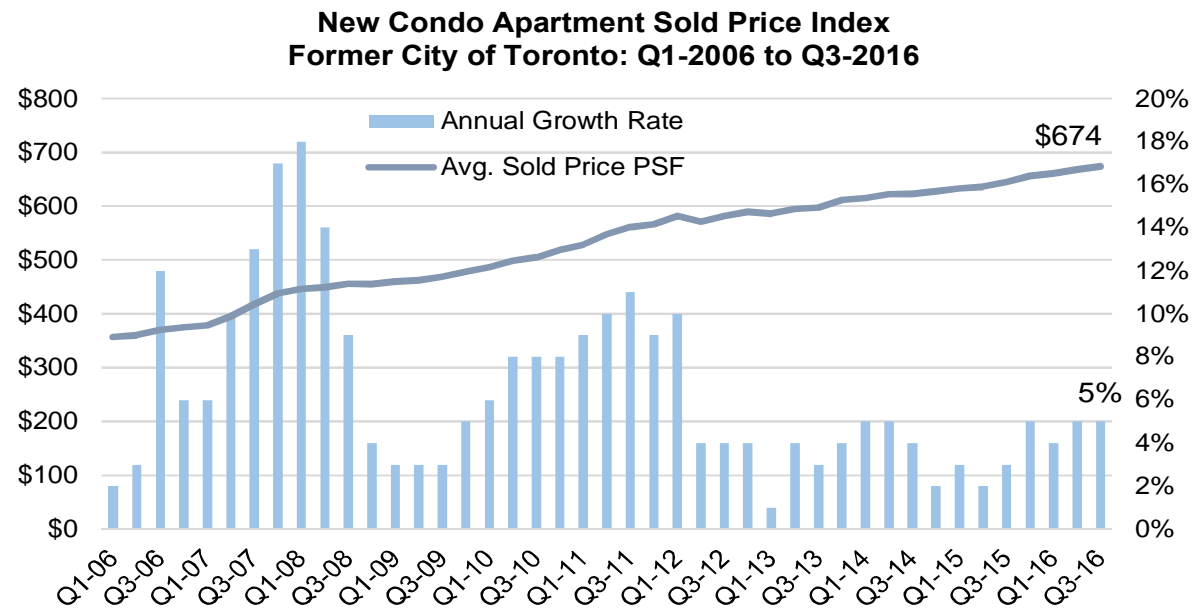
SURVEY: % OF UNITS SOLD TO FOREIGN BUYERS SHARE OF TOTAL SALES AS OF Q3-2016



SURVEY: % OF UNITS SOLD TO LOCAL INVESTORS SHARE OF TOTAL SALES AS OF Q3-2016



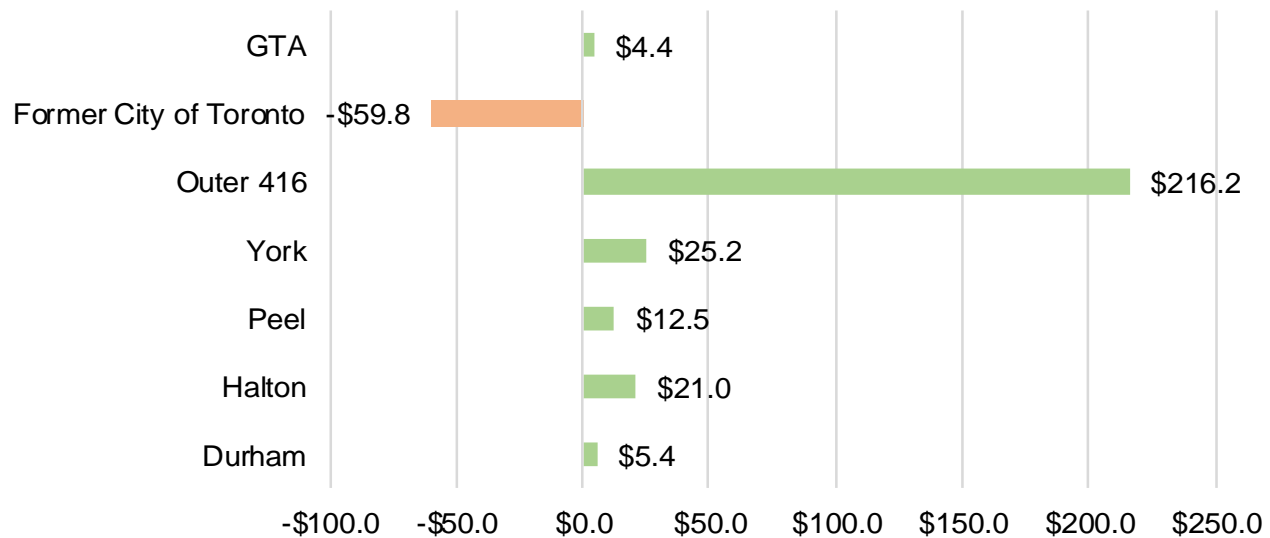
NEW CONDO PRICES CONTINUE TO INCREASE MODESTLY



Source: Urbanation Inc.

HIGH-RISE LAND ACQUISITIONS SHIFT OUT OF THE CORE

Change in Total Value of Apartment Site Sales by Region
GTA: YTD 2016 vs. YTD 2015 , Millions of dollars



Source: Urbanation Inc.

NOTABLE 2016 HIGH-RISE LAND SALES



363-385 YONGE STREET

Purchaser: Cresford Developments

Sale Price: \$157,500,000

PSF for Proposed GFA: \$142

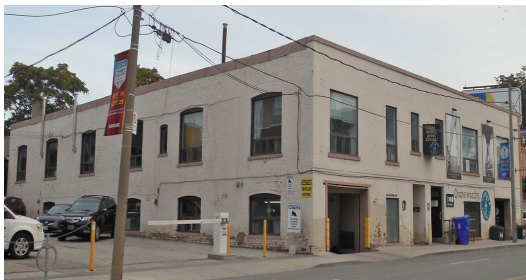


57 SPADINA AVENUE

Purchaser: Tricon Capital Group

Sale Price: \$32,900,000

PSF for Approved GFA: \$107



18-32 EASTERN AVENUE

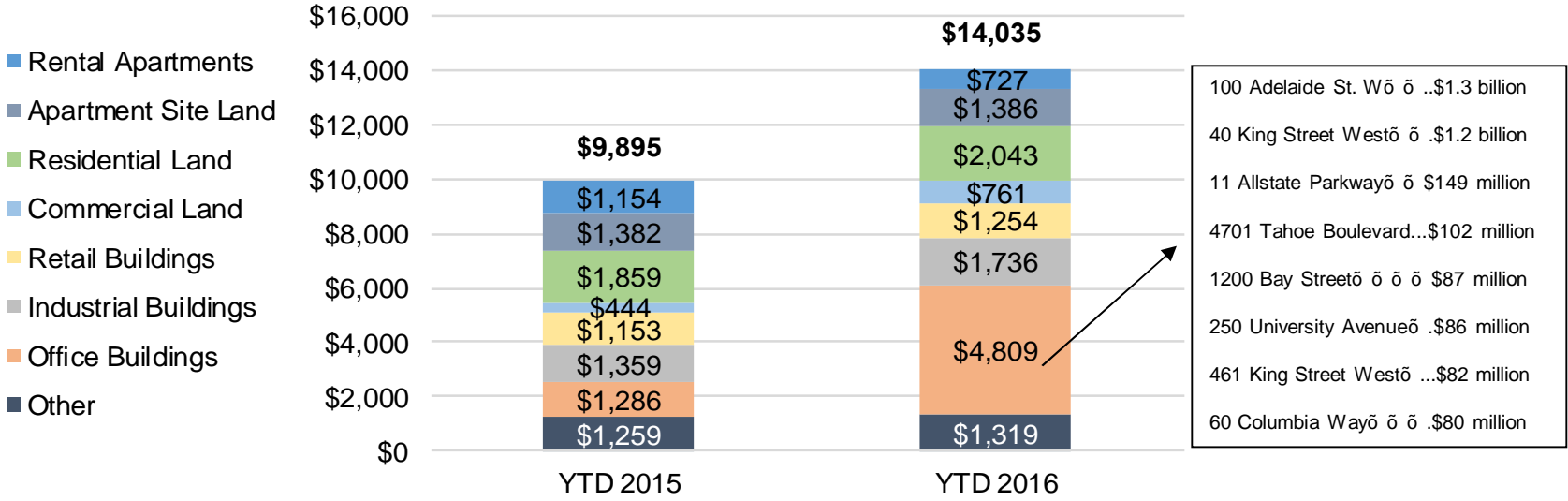
Purchaser: Alterra Developments

Sale Price: \$24,300,000

PSF for Proposed GFA: \$76

COMMERCIAL PROPERTY MARKET REACHES \$14 BILLION IN YTD SALES

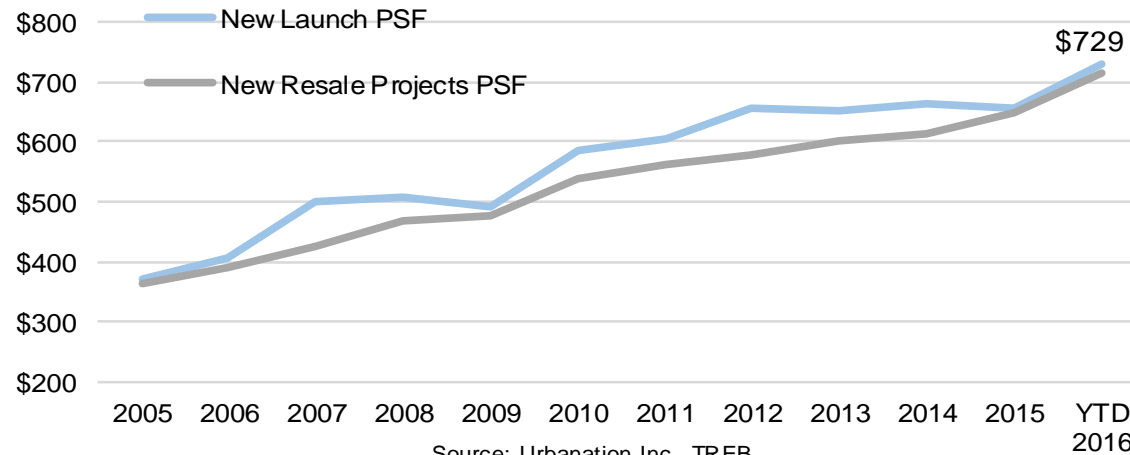
**Total Value of Commercial Property Transactions
Greater Toronto Area: YTD2016 vs. YTD 2015, In millions of dollars**



Source: Urbanation Inc.

RESALE PRICES STARTING TO PULL UP NEW LAUNCH PRICES

Average Prices PSF: New Launches vs. New Resale Projects*
Former City of Toronto: 12-month averages



Source: Urbanation Inc., TREB

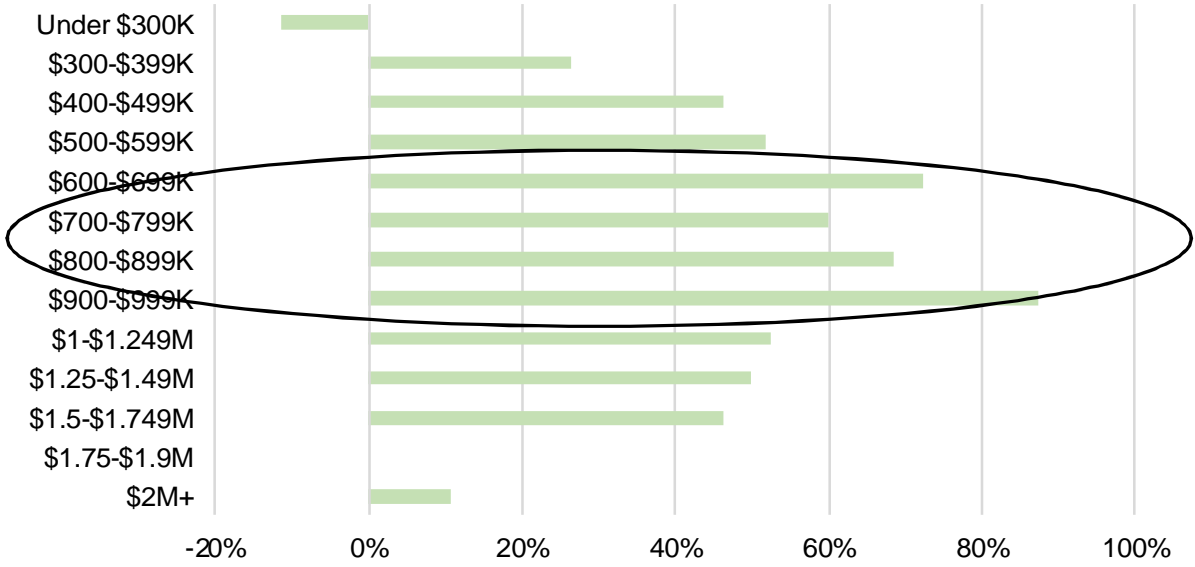
*Includes projects launched in latest 12 months and resale buildings registered in previous three year period

HIGHEST VALUED RESALE PROJECTS WITH AT LEAST 10 TRANSACTIONS IN Q3-2016

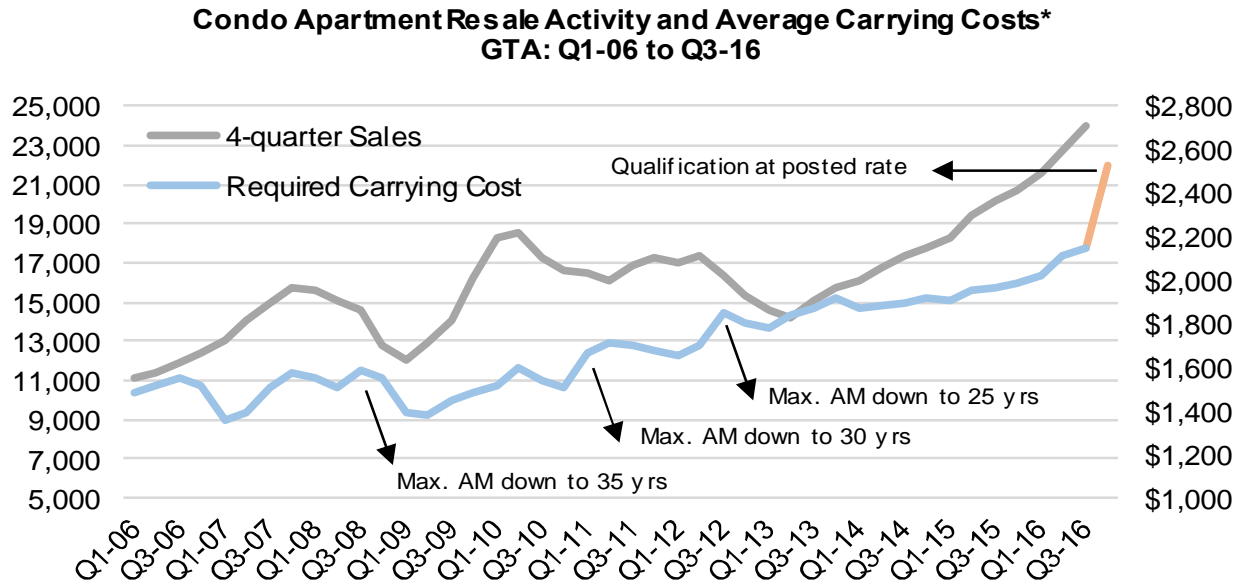
Project	Address	Submarket	Reg. Date	Q3 Sales	Avg. Suite		Avg. Price (psf)
					Size (sf)	Avg. Price	
Living Shangri-La Toronto	180 University Ave	Dow ntow n Core	Sep 2012	11	1,442	\$1,405,000	\$974
U Condominiums - East Tower	1080 Bay St	Dow ntow n Core	May 2016	10	686	\$647,000	\$944
Waterlink at Pier 27	39 Queens Quay E	Harbourfront	Oct 2015	14	822	\$753,000	\$916
Karma	15 Grenville St	Dow ntow n Core	Jul 2016	11	579	\$508,000	\$878
Theatre Park	224 King St W	Entertainment District	Oct 2015	14	775	\$666,000	\$860
Aura at College Park	386-388 Yonge St	Dow ntow n Core	Jan 2015	30	837	\$717,000	\$856
Chaz Yorkville	45 Charles St E	East Bloor/The Village	Sep 2015	18	586	\$498,000	\$849
Nicholas Residences	75 St Nicholas St	Dow ntow n Core	Apr 2015	17	590	\$499,000	\$846
Residences of College Park I	763 Bay St	Dow ntow n Core	Sep 2007	21	659	\$548,000	\$832
Market Wharf	1 Market St	Dow ntow n East	Apr 2013	12	806	\$671,000	\$832

CONDO SALES GROWING FASTEST IN \$600-999K RANGE

GTA Condo Resale Growth by Price Range
YTD Sep-16 vs. YTD Sep-15

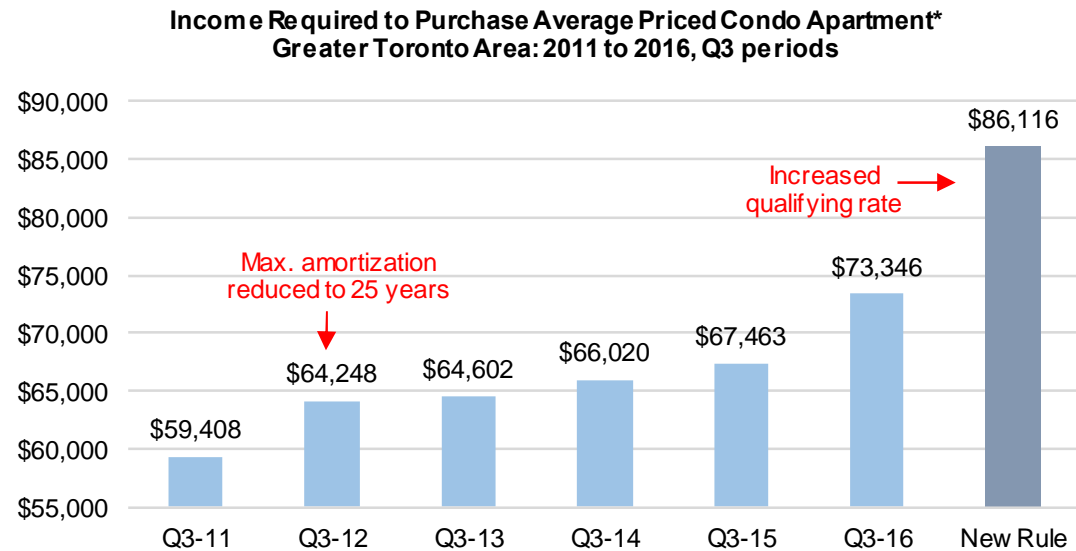


CONDO RESALE ACTIVITY EXPECTED TO SLOW FOLLOWING LATEST MORTGAGE RULE CHANGES



*Assumes av.g. condo price psf with constant 750 sf unit, 5-year rates, max. amortization, 5% down payment, includes maint. fees

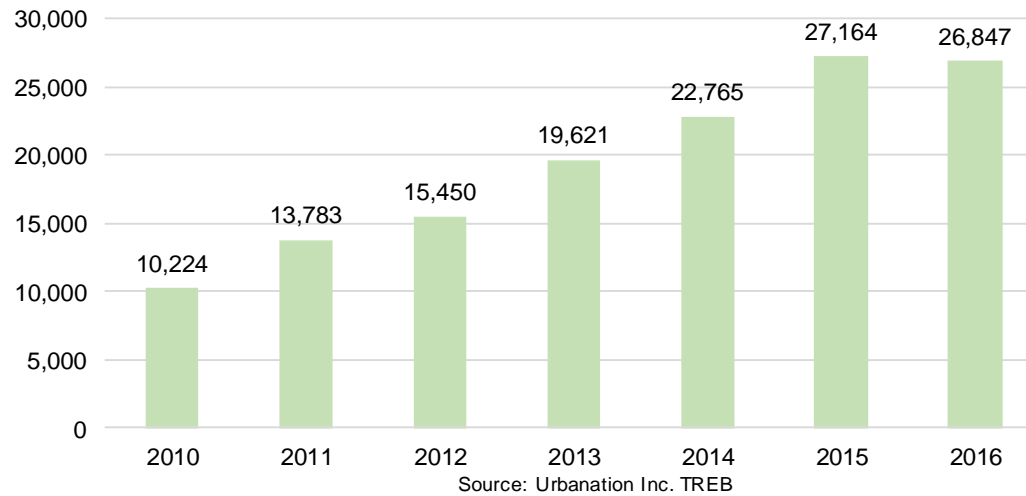
NEW RULES WILL ADD MORE PRESSURE ON RENTAL MARKET



*Based on five-year mortgage rates, 10% down payment, and a maximum GDS ratio of 39%
Source: Urbanation Inc., TREB/MLS, Statistics Canada

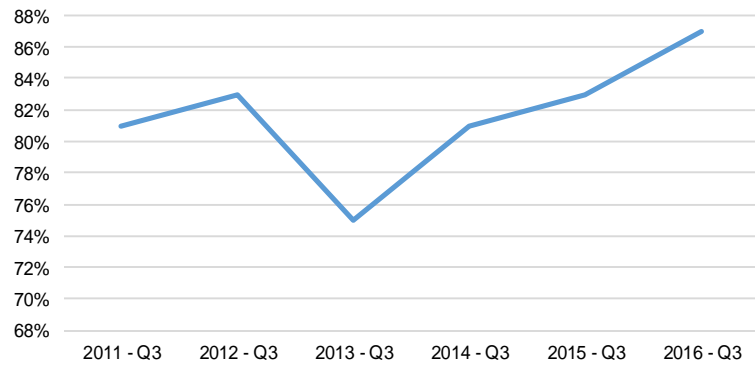
CONDO LEASE ACTIVITY HAS DOUBLED SINCE 2011

Annual Condo Apartment Leases
Greater Toronto Area: 2010 to Q3-2016, 12 month periods



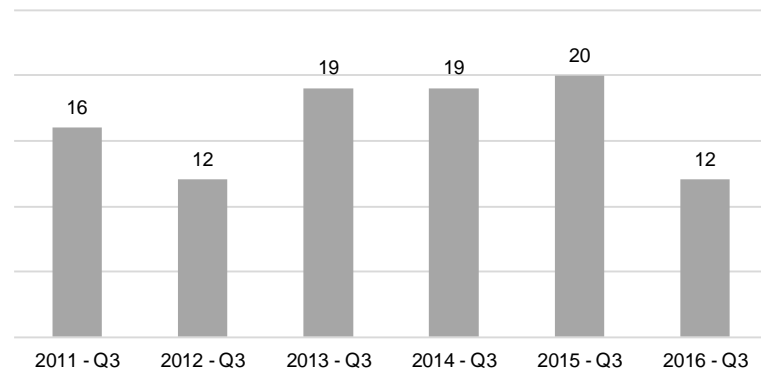
RENTAL CONDITIONS TIGHTEN DESPITE RISING SUPPLY

Condo Apartment Leases-to-Listings Ratio
Former City of Toronto: 2011 to 2016, Q3 periods



Source: Urbanation Inc. TREB

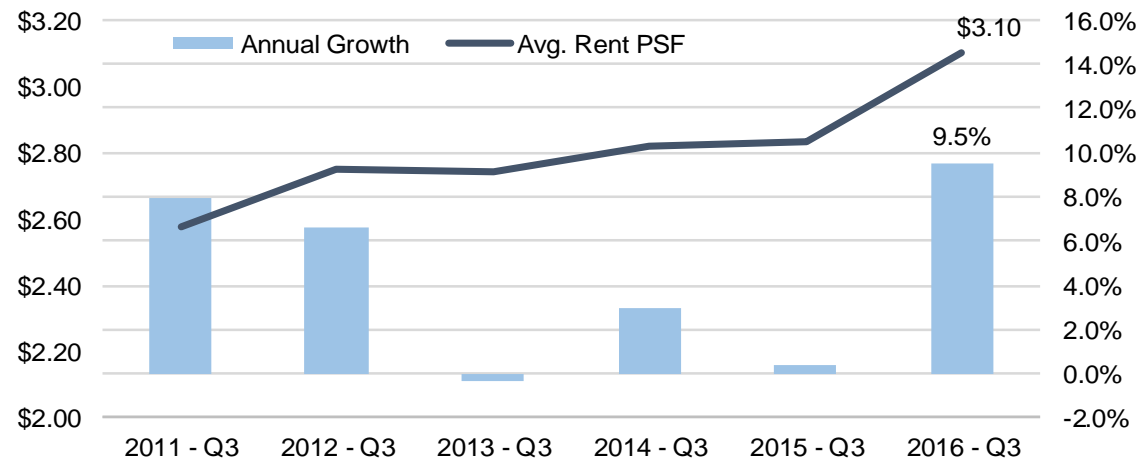
Condo Apartment Average Days on Market
Former City of Toronto: 2011 to 2016, Q3 periods



Source: Urbanation Inc. TREB

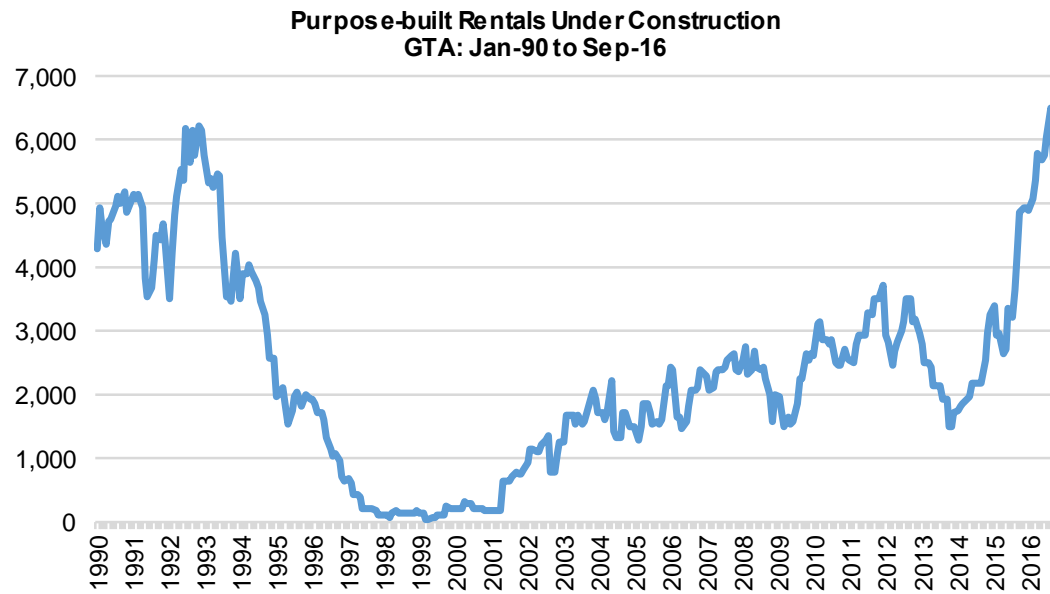
RENT GROWTH IS ACCELERATING

Condo Apartment Average Rent per Square Foot and Annual Growth
Former City of Toronto: 2011 to 2016, Q3 Periods



Source: Urbanation Inc. TREB

PURPOSE-BUILT RENTAL DEVELOPMENT AT 25 YEAR HIGH



NEW PURPOSE-BUILT COMPLETIONS



BALLIOL PARK (99 Davisville Ave & 118 Balliol St.)

Developer: Shiplake Management

Occupancy Date: June & September 2016

Total Units: 521 (two buildings)

Absorption: 67%

Avg. Rent PSF: \$3.24



66 ISABELLA

Developer: Mohican Holdings / Park Property Management

Occupancy Date: February 2016

Total Units: 211

Absorption: 100%

Avg. Rent PSF: \$3.15



SKYRISE RENTAL RESIDENCE (2550 Eglinton Ave. W, Mississauga)

Developer: Daniels / Sun Life

Occupancy Date: June 2016

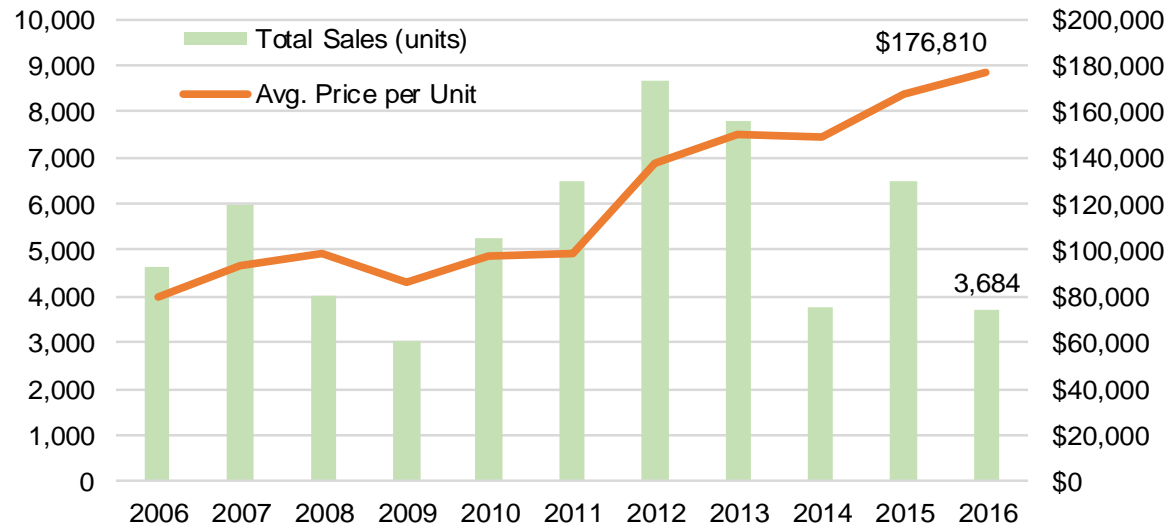
Total Units: 323

Absorption: 100%

Avg. Rent PSF: \$2.37

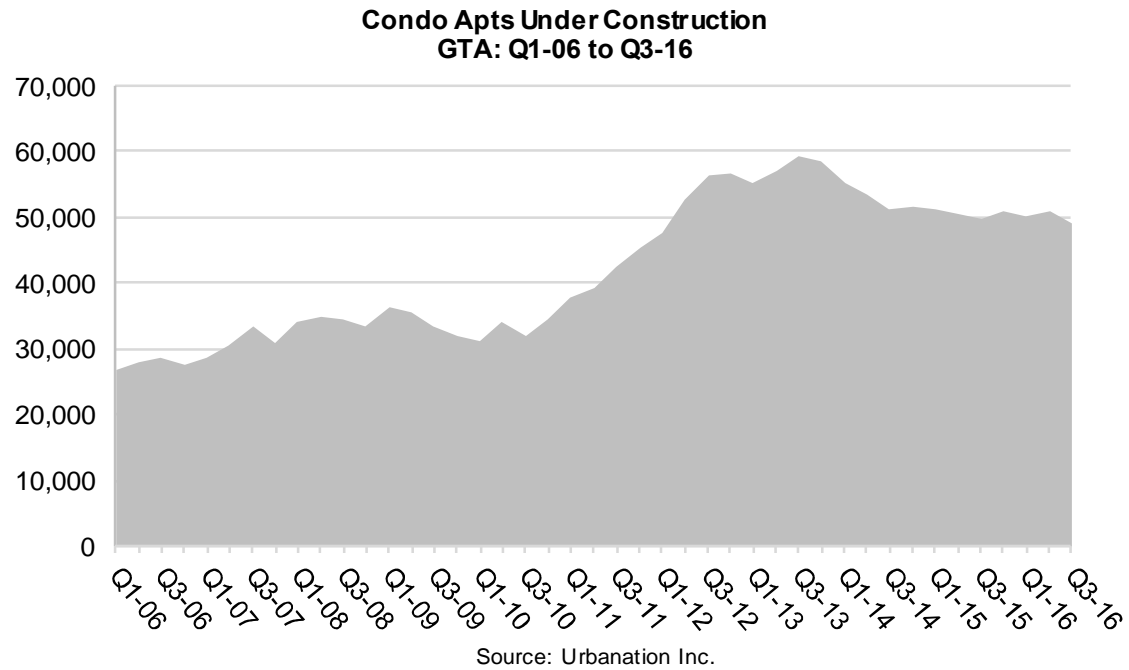
RENTAL BUILDING SALES TRENDING DOWN

Total Rental Apartment Sales and Average Prices
Greater Toronto Area: 2006 to 2016, YTD Periods



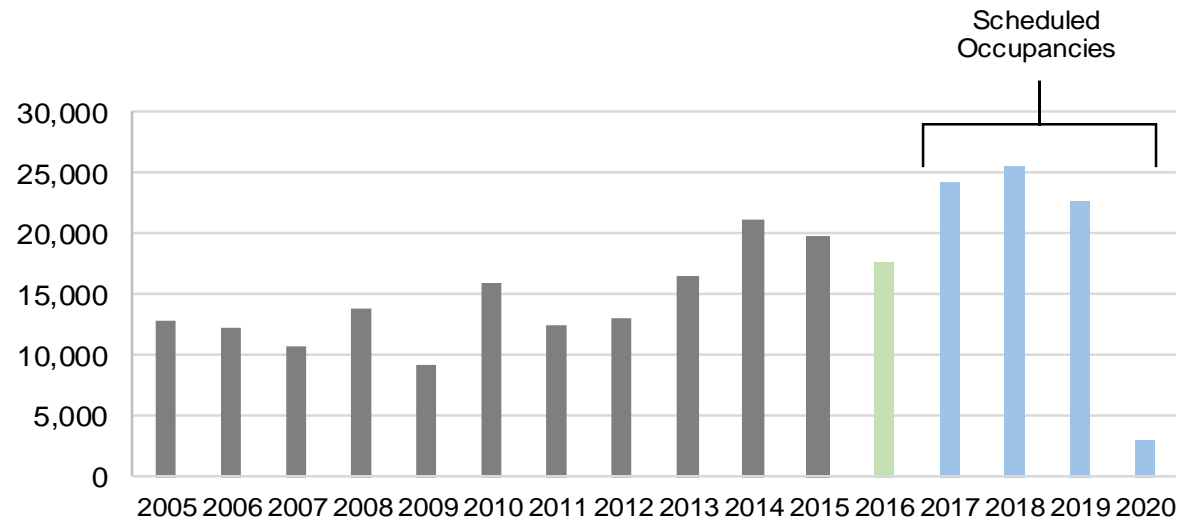
Source: Urbanation Inc.

CONDO CONSTRUCTION LEVELING OUT



CONDO COMPLETIONS TO RISE THROUGH TO 2019

Historical Annual Condo Completions and Scheduled Occupancies
GTA: 2005 to 2018



Source: Urbanation Inc.

STATS ABOUT THE 24K UNITS COMPLETING IN 2017

- Represents 8% growth in the condo stock
- 92% Pre-sold = 1,940 Unsold Units = 8 months of supply
- Avg. Pre-sale Price = \$593 psf
- Avg. YTD Resale Price for units completed > 2015 = \$666 psf
- Avg. Holding Cost with 25% down = \$2.85 psf*
- Avg. YTD Rent for units completed > 2015 = \$2.85 psf

*based on a 700 sf unit, 2.5% interest rate, 25-year amortization, and includes property taxes and maintenance fees

URBANATION

NEW REPORTS COMING SOON

- Submarket Reports
- Market Outlook Reports
- Major Market Rental Reports