

GTA HIGH RISE LAND INSIGHTS REPORT

Q2 - 2021
Published August 2021



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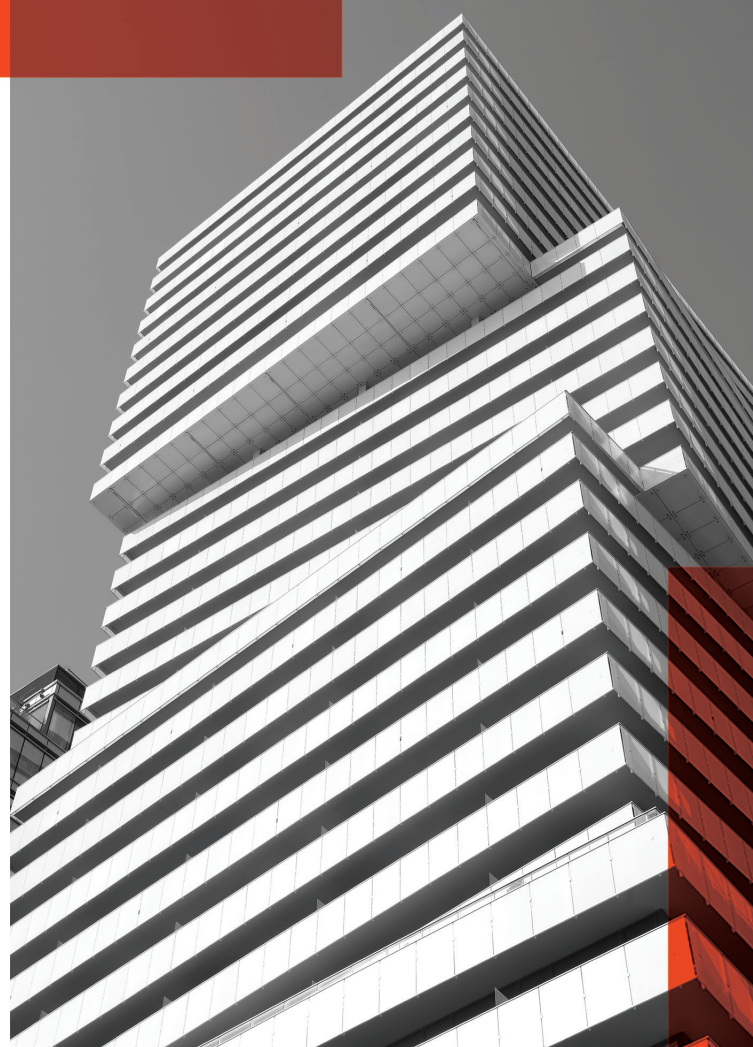
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CONTENTS

Introduction	5
Quarterly High-Density Land Prices in the GTA	7
Land Prices & Land-to-Revenue Ratio in the '416 Area' versus the '905 Area'	8
Breakdown of Land Prices by Area	9
Top Municipalities	10
Individual Transactions in Q2-2021 by Neighbourhood	11
Spatial Distribution of High-Density Land Sales in Toronto	12
Per-Buildable-SF Values by Planning Status in Toronto	13
Per-Buildable-SF Values & LRR by Building Type in Toronto	14
Per-Buildable-SF Land Values versus GFA Proposed by Area	15
Project Updates	17
3357 Kingston Road	17
129-141 Vaughan Road	18
25 Sewells Road	18
1500 & 1536 St. Clair Avenue West; 20, 32 - 36 Caledonia Road	19
5 & 43 Junction Road	19
287 - 291 Christie Street	20
148-158 Avenue Road & 220-234 Davenport Road	20
Final Thoughts	21
Renderings	23
Available renderings for zoning submitted or zoning approved sites	23



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Ben Myers
Bullpen Consulting
416 716 2096
www.bullpenconsulting.ca

Rick Van Andel
Liverpool Appraisal
647 223 3377
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Principal, Batory Management

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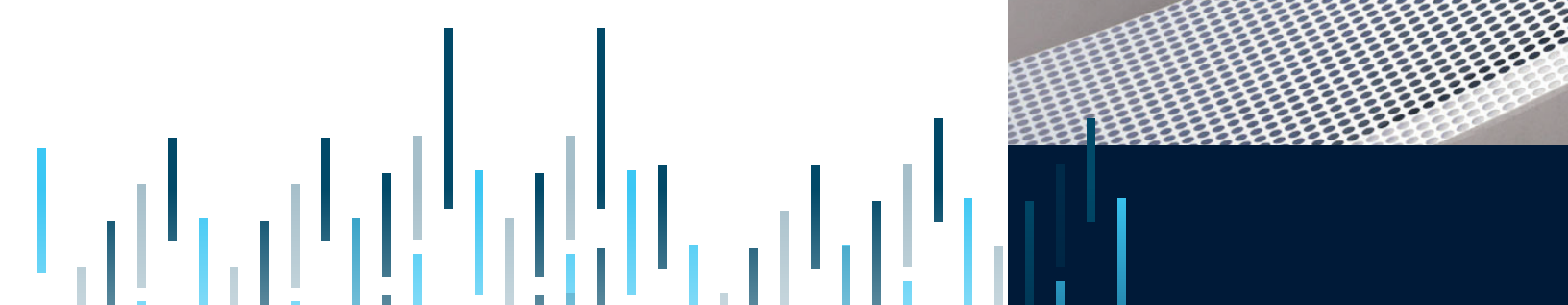
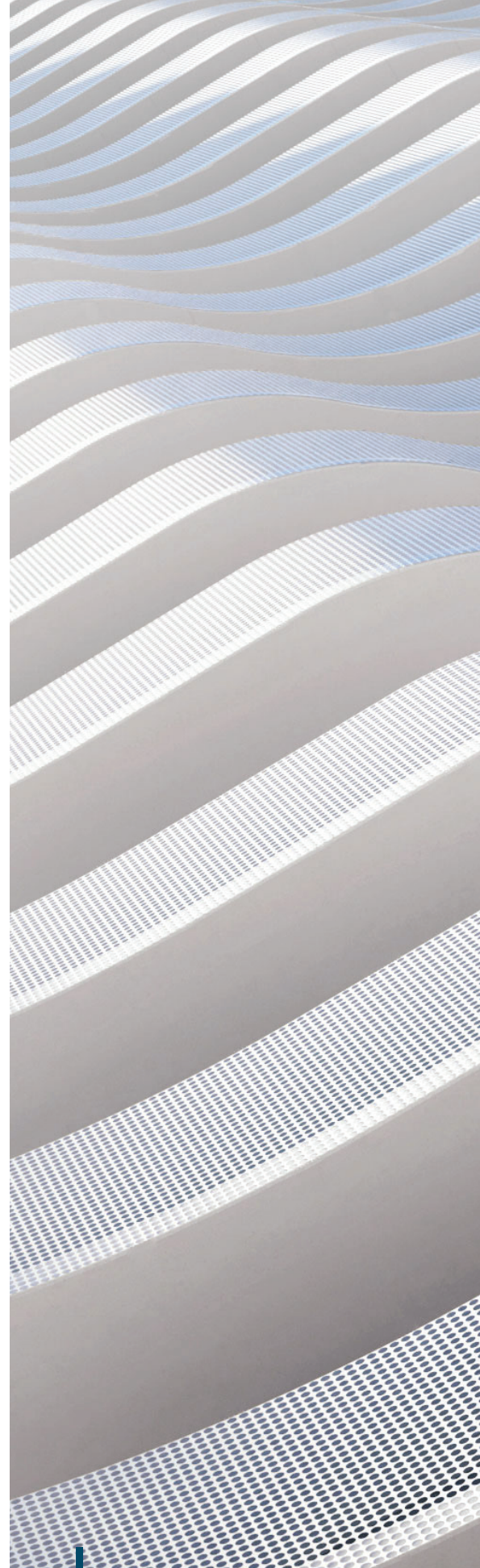
INTRODUCTION

Bullpen Research & Consulting Inc. (Bullpen), a residential market research and advisory firm, and Batory Management (Batory), a land-use planning and project management firm, have teamed up to review and provide projections on Greater Toronto Area (GTA) high-density land sales on a quarterly basis.

For a select sample of land transactions, we either present the active development application or Batory makes an assumption as to the potential development project that is likely to be proposed/approved at the site based on neighbourhood precedence and the existing planning framework. If the project has not been launched for sale at the time of writing, Bullpen will estimate the overall revenue for the project on an average price per-square-foot (psf) basis. This estimate is based on comparables, the projected height, the unit count, and other identifiable attributes that impact market value and sellability.

If the parcel of land sold is part of, or potentially part of a future land assembly, the projected gross floor area (GFA) for the overall development will be prorated based on the current quarter's lot size in relation to the overall assembled development site. For example, if a 0.5 acre property sells in the current quarter for \$10 million, and an apartment with 250,000 sf of GFA is proposed on the total assembled one acre site, Bullpen would apply half of the total GFA ($250,000 \times 50\% = 125,000$ sf) to the sales price to get \$80 per-buildable-sf (pbsf).

In the event that the land parcel trading is an additional property to be added to an existing assembly where a residential development application has already been submitted, this will be considered a pre-application project under its planning status.



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QUARTERLY HIGH-DENSITY LAND PRICES IN THE GTA

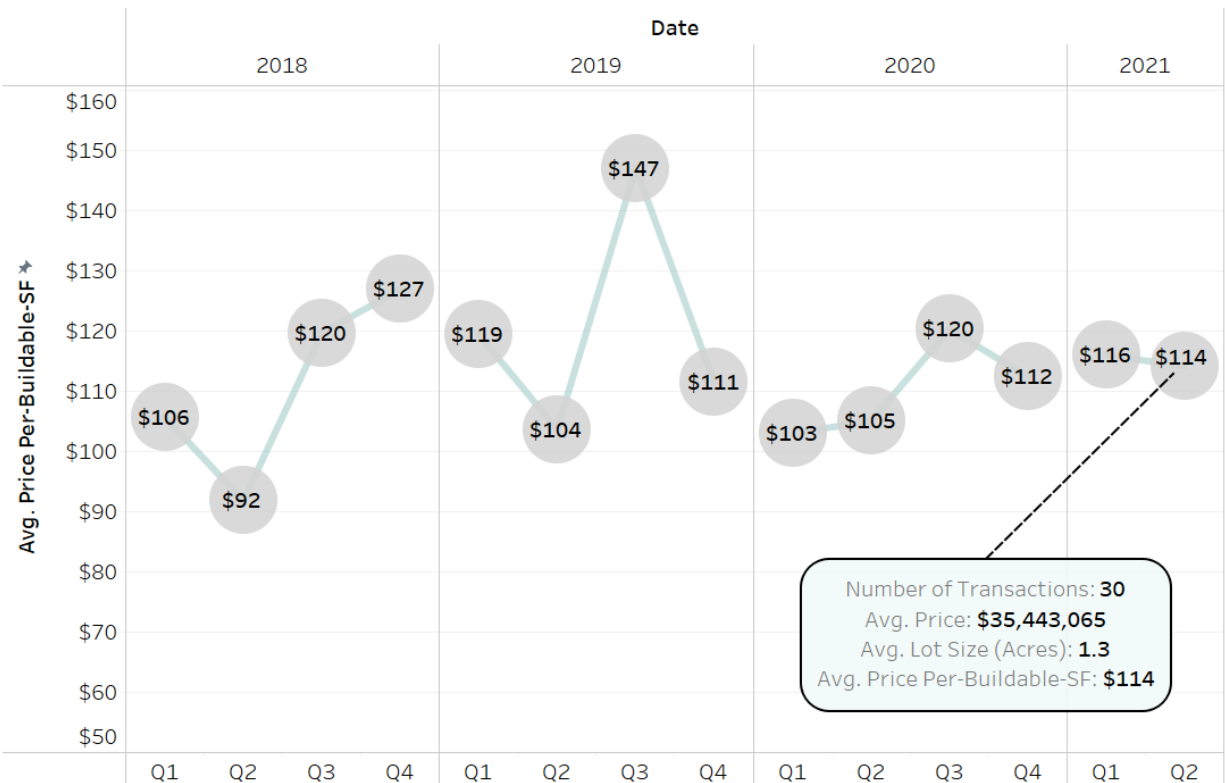
Figure 1 looks at the average price per-buildable-sf for GTA land transactions that were identified as having future development potential as either a condominium or rental apartment. The data is aggregated by quarter since Q1-2018, with additional summary data for Q2-2021 also shown.

Q2-2021: \$114 per-buildable-sf

The average property sold for \$35.4 million in Q2-2021 - Bullpen and Batory reviewed 30 transactions with an average size of 1.4 acres.

On a per-buildable-sf basis, the average estimated price per-buildable-sf was \$114 in Q2-2021, an annual increase of 8.6% over the Q2-2020 price of \$105 pbsf, but down slightly from last quarter.

Figure 1: Average Price Per-Buildable-SF by Quarter, High-Density Land Sales in the GTA, Q1-2018 to Q2-2021



LAND PRICES & LAND-TO-REVENUE RATIO IN THE '416 AREA' VERSUS THE '905 AREA'

Figure 2 presents data on the City of Toronto (416 area code) and the suburban GTA (905 area code) high-density redevelopment land market over the last three and a half years. The data presented includes: transactions tracked by Bullpen/Batory in the GTA, the estimated overall average revenue for the development at the time of closing, the average land price per-buildable-sf, and the land-to-revenue ratio (per-buildable-sf land price / revenue psf).

The average price per-buildable-sf in 2021 was \$160 in the 416 area, which is a 27% increase over the 2020 average price per-buildable-sf of \$126, and 13% above the 2019 total.

The average price per-buildable-sf in 2021 in the 905 area was \$48 pbsf, which highlights a sharp difference in pricing between the 416 and the 905 areas. This represents an increase of 6% over the 2020 average price per-buildable-sf of \$45, but is lower than 2019's \$56 pbsf.

For newer readers of this report, it is worth repeating that Bullpen Consulting reviews the current market conditions and the competitive landscape surrounding each of the land sales and comes up with an overall average price per-square-foot that a condominium apartment might sell for at that location if it was on the market at the time of the sale (even if the site is earmarked as rental).

This is done to establish a reasonable "Land-to-Revenue Ratio" (LRR) estimation that can be tracked over time. How much will developers or other high-density land purchasers pay for property in relation to the going market rate for new condominium apartments, and how does that rate change based on location and time?

Figure 2: Sales, Estimated Revenue, Price Per-Buildable-SF & Land-to-Revenue Ratio for High-Density Land Transactions by Area Code and Year, GTA, Q1-2018 to Q2-2021

	2018	2019	2020	2021	Grand Total
416 Area	98 sales \$935 psf \$128 pbsf 14% LRR	97 sales \$1,047 psf \$142 pbsf 14% LRR	103 sales \$1,098 psf \$126 pbsf 11% LRR	42 sales \$1,267 psf \$160 pbsf 13% LRR	340 sales \$1,057 psf \$135 pbsf 13% LRR
905 Area	28 sales \$699 psf \$45 pbsf 6% LRR	30 sales \$744 psf \$56 pbsf 8% LRR	29 sales \$856 psf \$45 pbsf 5% LRR	28 sales \$893 psf \$48 pbsf 5% LRR	115 sales \$798 psf \$49 pbsf 6% LRR
Grand Total	126 sales \$883 psf \$110 pbsf 12% LRR	127 sales \$976 psf \$121 pbsf 12% LRR	132 sales \$1,045 psf \$108 pbsf 10% LRR	70 sales \$1,117 psf \$115 pbsf 10% LRR	455 sales \$992 psf \$113 pbsf 11% LRR

In the 416 area in Q2-2021, the average purchaser paid for land at 13% of estimated revenue, which is an increase from 11% in 2020, and just below the land-to-revenue ratio of 14% in 2019 and 2018. In the 905 area, purchasers paid for land at 5% of revenue this year, identical to 2020, but lower than the 8% in 2019, and the 6% in 2018.

It should be noted at this juncture that these are very small sample sizes and include transactions in very diverse locations, in various stages of entitlement, and with very different risk profiles. The blending of data at a GTA level doesn't provide a lot of value on a quarterly basis given the limited number of trades and the changing composition of sales by area and planning status, but a longer term data aggregation can establish market benchmarks for back of the napkin calculations.

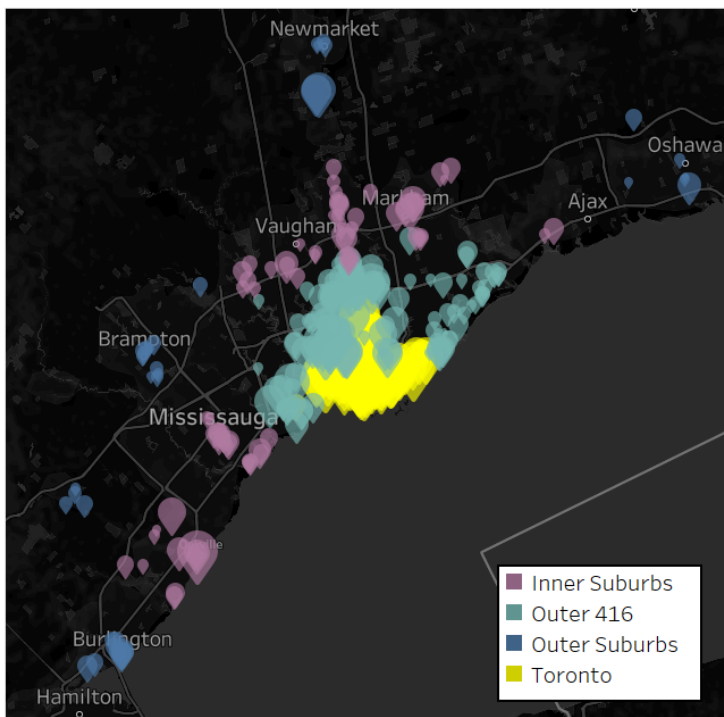
BREAKDOWN OF LAND PRICES BY AREA

Figure 3 further breaks down the data, chopping the 905 area into the inner and outer suburbs, and splitting the 416 area into the former City of Toronto and the outer 416 (York, North York, East York, Etobicoke and Scarborough). The left panel maps 3.5 years worth of transactions reviewed in the GTA High-Rise Land Insights Report, while the right panel looks at the data aggregated by area and year (2021 is January to June only).

Over the 3.5 year period, high-density lands in the former City of Toronto are 93% more expensive than the outer-416 area.

Figure 3: Location and Average Per-Buildable-SF Pricing by Area, GTA, Q1-2018 to Q2-2021

Location of High Density Land Transactions



Avg Price Per-Buildable-SF by Year

	Toronto	Outer 416	Inner Suburbs	Outer Suburbs
2018	\$146	\$85	\$52	\$50
2019	\$187	\$80	\$59	\$66
2020	\$154	\$94	\$61	\$35
2021	\$217	\$84	\$49	\$47
Grand Total	\$166	\$86	\$57	\$49

In 2021, the average land price in Toronto is \$217 psf, which is boosted by a couple of Yorkville transactions, and other trades that are part of a larger assembly where one piece is more expensive.

The \$49 per-buildable-sf in the inner suburbs is lower than the previous three years, which is surprising given the sharp growth in values in Mississauga, Vaughan and Markham recently. However, this might have to do with larger lands trading, and more off-transit sites changing hands. Condo projects in previously untapped areas have experienced successful sales, opening the market for developers to lands they wouldn't have previously considered.

Over the last three years we have seen extremely successful launches in Newmarket, Brampton, Courtice, Bowmanville, Georgetown and Milton, and these outer-suburban markets are gaining a lot of attention from developers, but only at the right price.

TOP MUNICIPALITIES

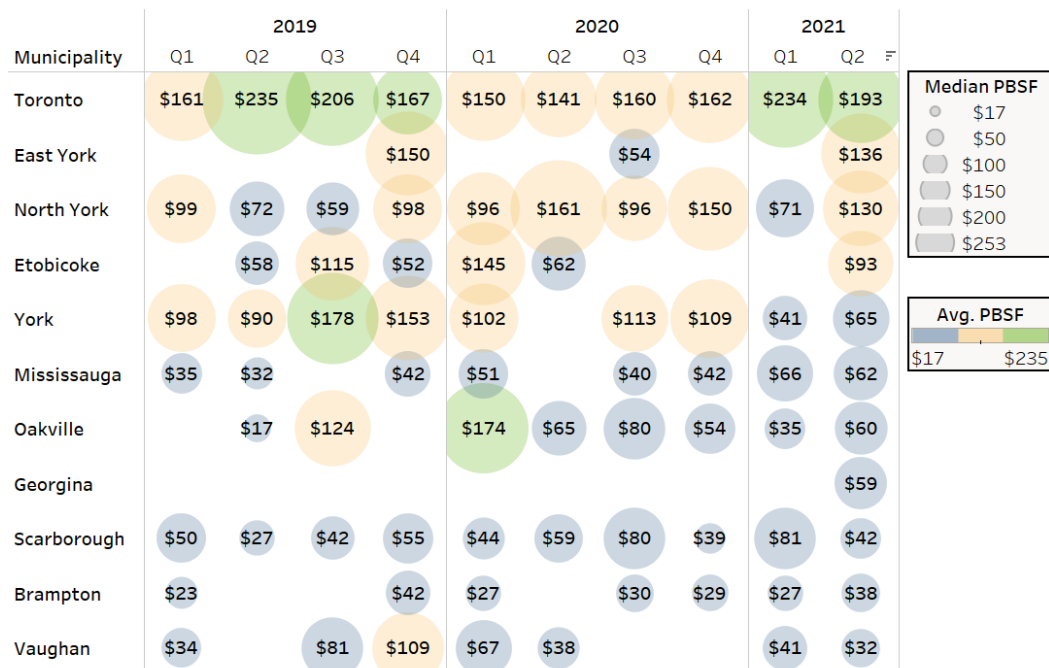
Figure 4 presents land pricing data on the GTA municipalities with high-density land sales in Q2-2021, and their previous quarterly results.

The average price per-buildable-sf in Toronto was \$234 pbsf in Q1-2021 and \$193 pbsf in Q2-2021.

North York had land trade for \$130 pbsf in the second quarter, below East York's \$136. Etobicoke properties sold for \$93 pbsf in Q2-2021, after having no high-density land sales since the second quarter of last year.

Brampton was the most active suburban market with three sales trading for approximately \$38 per-buildable-sf, up from \$27 pbsf in Q1-2021 and \$29 in Q4-2020.

Figure 4: Average Price Per-Buildable-SF by Municipality & Quarter (only munis w/ Q1-2021 sales), GTA, 2019 to 2021



INDIVIDUAL TRANSACTIONS IN Q2-2021 BY NEIGHBOURHOOD

Figure 5 breaks down the Q2-2021 high-density land transactions by neighbourhood, and includes our assumptions and forecasts on what will be approved and offered for sale at the properties that were sold. Please note that a signed deal/agreement on the land sale price may have been struck several months (in rare occurrences, years) before the actual closing date.

Note: Bullpen Consulting is often involved in the underwriting and market analysis of land sales that appear on this list, and has inside knowledge on what the developer is going to pursue in terms of total GFA and/or revenue, however, that data is confidential and has not been provided to Batory Management for their assessments of these sites or included in this report.

The 30 land sales in Q2-2021 had an average size of 1.3 acres, with an estimated average project height of 23-storeys. With an average price per-buildable-sf of \$114, the most expensive areas include the Beach at \$357 pbsf, Yorkville at \$329 pbsf, and Forest Hill at \$231 pbsf. The areas with the lowest average price per-buildable-sf include Vaughan's Woodbridge community at \$32 pbsf, Scarborough's Golden Mile area at \$27 pbsf, and South Brampton at \$27 pbsf.

Please note that the expensive Beach property was only part of a larger assembly, with the blended assembly (put together between 2018 and 2021) at around \$180 pbsf. Bullpen and Batory want to present a value for parts of the assembly, but on occasion one portion of the combined development site may be much higher than the blended total.

Figure 5: Summary Data on High-Density Land Transactions by Neighbourhood, GTA, Q2-2021

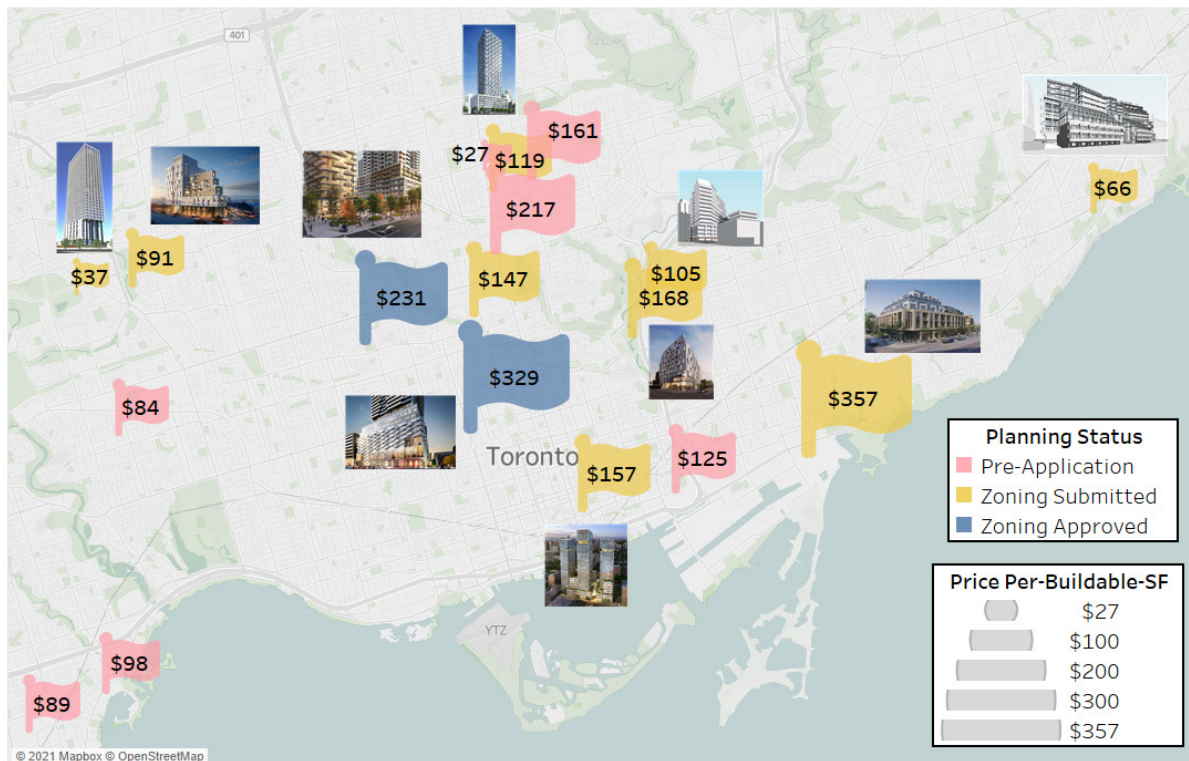
	Number of Records	Avg. Lot Size (Acres)	Avg. Estimated / Proposed Height	Avg. Price	Avg. Price Per-Buildable-SF	Avg. Land-to-Revenue Ratio
The Beach	1	0.2	6	\$8,100,000	\$357	29%
Yorkville	1	1.4	68	\$300,000,000	\$329	16%
Forest Hill	1	1.9	36	\$204,864,220	\$231	19%
Davisville	3	0.4	18	\$18,000,001	\$166	13%
Downtown East	1	2.1	33	\$128,969,000	\$157	13%
Deer Park	1	0.2	39	\$15,000,000	\$147	7%
Downsview	2	1.0	12	\$26,250,000	\$143	14%
Broadview North	2	0.7	11	\$19,603,428	\$136	12%
Riverside	1	0.2	14	\$7,030,000	\$125	11%
Newtonbrook	1	0.8	20	\$22,854,551	\$105	9%
Humber Bay Shores	1	0.7	50	\$40,000,000	\$98	8%
Keeleisdale	1	0.5	14	\$15,300,000	\$91	10%
Mimico	1	2.1	19	\$28,250,000	\$89	8%
Junction	1	0.5	11	\$9,152,000	\$84	8%
Birch Cliff	1	0.3	12	\$4,500,000	\$66	7%
Weston	2	0.3	25	\$6,450,000	\$53	6%
Guildwood	1	0.6	12	\$4,800,000	\$34	4%
Golden Mile	1	0.4	40	\$9,000,000	\$27	3%
Mississauga City Centre	1	0.2	35	\$3,595,175	\$62	6%
Downtown Brampton	1	2.8	23	\$34,250,000	\$60	7%
Bronte	1	1.5	12	\$14,520,000	\$60	5%
Keswick	1	10.3	7	\$13,000,000	\$59	8%
Woodbridge	1	0.3	34	\$1,750,000	\$32	3%
South Brampton	2	3.8	32	\$19,875,069	\$27	3%
416 Area	30	1.3	23	\$35,443,065	\$114	10%
905 Area						

SPATIAL DISTRIBUTION OF HIGH-DENSITY LAND SALES IN TORONTO

Figure 6 maps the second quarter land sales in south Toronto only, showing pricing on a per-buildable-sf foot basis. The size of the markers corresponds to the price, and the colour indicates the planning status. The project renderings are shown where available.

The most notable transaction being tracked in this report is a receivership deal in Yorkville that sold for \$300 million or \$329 pbsf. It previously sold for just under \$269 million or around \$250 pbsf in 2017.

Figure 6: Location, Planning Status and Price Per-Buildable-SF, High-Density Land Transactions in Downtown Toronto, Q2-2021



In the Downtown East area, Tricon Residential has purchased 2.14-acres of high-density land from ONE Properties for \$129 million or \$157 per-buildable-sf. Tricon intends to build two rental apartment towers as part of mixed-use development, while RENx reports that ONE Properties has retained a portion of the site where it plans to build a 25-storey condominium.

Another noteworthy trade occurred at the northeast corner of St. Clair Avenue West and Bathurst Street, where KingSett and BentallGreenOak received planning approvals for a three-tower development (1.91-acre). Canderel recently paid \$102.43 million for a 50% stake in the property (\$231 pbsf), and the Canderel COO told RENx that the deal took BentallGreenOak out and KingSett remained involved as a lender for the project.

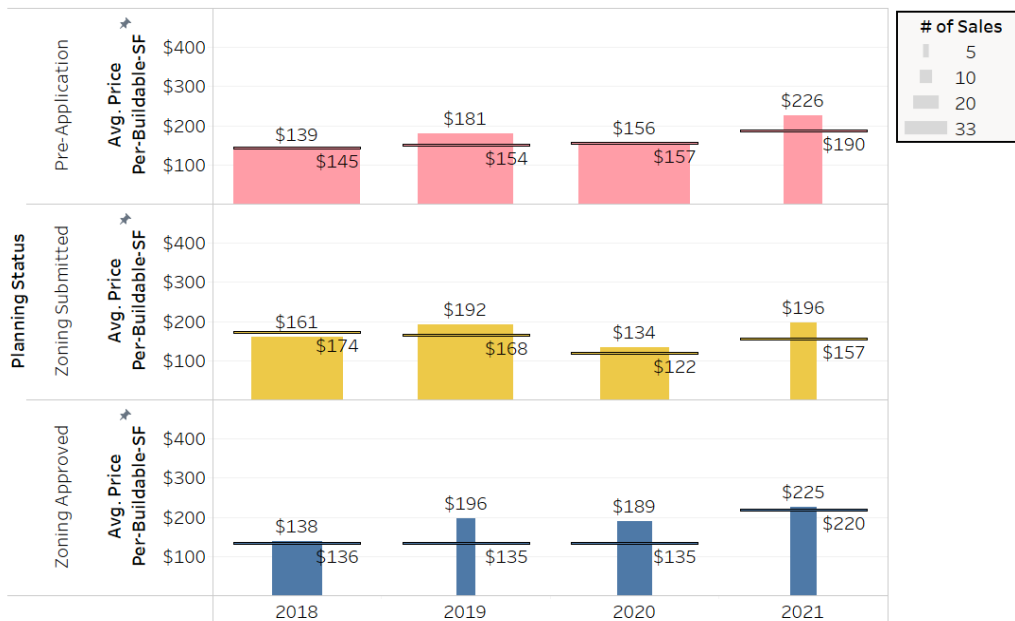
Two sites assembled by Trolleybus Urban Development sold in the second quarter, the first in Keele and the second in Broadview North. A recent press release on the second property states: Marlin Spring, along with its capital partner Greybrook Realty Partners, has acquired a 1.12 acre property on Cosburn Avenue in the Broadview North neighbourhood, in the heart of Toronto's Old East York Region and plans to develop and construct a significant multi-tiered residential building. The site traded for \$105 per-buildable-sf and a condo sales launch is targeted for Q1-2023.

PER-BUILDABLE-SF VALUES BY PLANNING STATUS IN TORONTO

Figure 7 presents data on land transactions in the former City of Toronto in 2018, 2019 and 2020, as well as in the first half of 2021, showing the average (bar) and median (horizontal line) price per-buildable-sf by the planning status of the high-density land sales at the time of the closing. The width of the bar reflects the number of transactions.

The average price per-buildable-sf for pre-application sites in 2021 was \$226, which is a sharp increase compared to the previous year's price of \$156 pbsf as well as the 2019 price of \$181 pbsf. This figure is pulled up due to expensive Yorkville land sales.

Figure 7: Average and Median Price Per-Buildable-SF for High-Density Land Sales by Planning Status and Year, Former City of Toronto, Q1-2018 to Q2-2021



The average price per-buildable-sf for zoning submitted sites in 2021 was \$196 pbsf, which is another steep increase compared to the 2020 price of \$134 pbsf but is similar to the 2019 price of \$192 pbsf.

The average price per-buildable-sf for zoning approved sites in 2021 was \$225 pbsf, which is a 19% increase from the 2020 price of \$189 pbsf. The price was pulled up by the recent sales of 27-37 Yorkville.

The blended figures across the former City of Toronto don't tell the whole story. When comparing two sites near each other, the project with approvals typically sells for more. These are small sample sizes covering very different locations, and must be interpreted with caution. However, the expected revenue at the time of the project launch must also be considered, as a longer approvals process allows for further market appreciation (assuming a purchaser is bullish on the future of the GTA new condo market).

PER-BUILDABLE-SF VALUES & LRR BY BUILDING TYPE IN TORONTO

Figure 8 presents data on the average price per-buildable-sf and the average land-to-revenue ratio (LRR) for projects that can accommodate a high-rise building and projects that can accommodate a mid-rise building. Our definition of high-rise is 16-storeys or more.

Before we look at the data it is important to reiterate that the sample sizes analyzed are small, and the composition of trades on a quarterly basis is not the same, which can lead to large volatility even on a year-to-year basis.

Traded lands that can accommodate a high-rise tower have sold for \$201 pbsf in 2021, with buyers paying for land at about 13% of expected revenue in the former City of Toronto (pre-amalgamation boundaries). The average land-to-revenue ratio (LRR) over the past 3.5 years is 12% for high-rise sites.

Figure 8: Average Price Per-Buildable-SF & Land-to-Revenue Ratio for High-Density Land Sales by Building Type and Year, Former City of Toronto, Q1-2018 to Q2-2021



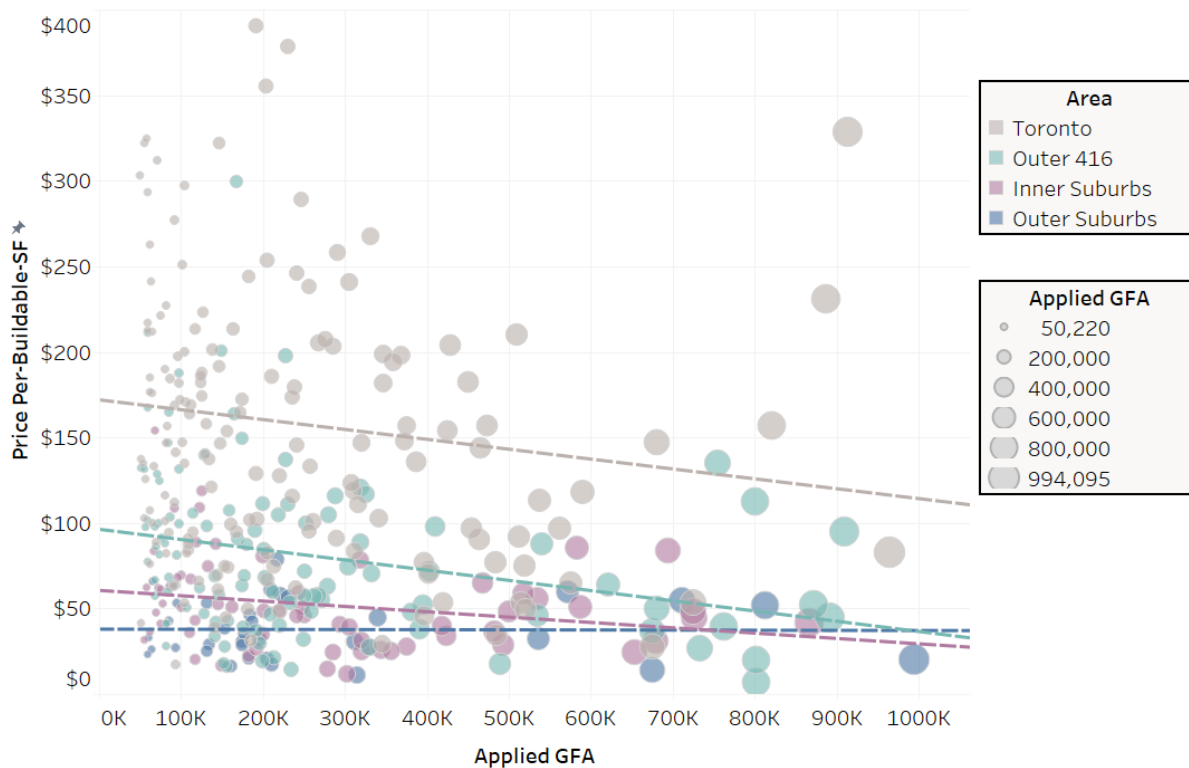
Mid-rise lands traded for \$233 pbsf in the first half of this year, compared to \$177 pbsf in 2020. Buyers paid for land at about 17% of the estimated revenue, just slightly above the average since 2018. Typically the smaller the GFA the site can accommodate (to a point), the higher the land price per-buildable-sf.

PER-BUILDABLE-SF LAND VALUES VERSUS GFA PROPOSED BY AREA

Figure 9 plots all of the high-density land transactions with 100,000 sf of GFA to 1 million sf of GFA in the Greater Toronto Area from the start of 2018 to the end of the second quarter of this year, with the price per-buildable-sf on the vertical axis and the GFA on the horizontal axis. The colours of the markers correspond to the area.

In all four areas the linear trendline moves down, as on average a developer is willing to pay less for each additional square foot purchased. This relationship is less apparent in the suburbs as there are fewer high-end boutique buildings to cater to affluent move-down buyers, therefore more square footage is often equally as valuable. However, all of the trendlines have negative slopes.

Figure 9: Land Price Per-Buildable-SF versus Gross Floor Area by Area (50K to 1M sf of GFA only), GTA, Q1-2018 to Q2-2021





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PROJECT UPDATES

3357 Kingston Road

2661224 Ontario Ltd. purchased the 0.3 acre site at 3357 Kingston Road for \$1.4 million in April 2019. No development application had been submitted at the time of closing and Bullpen and Batory estimated that these lands made up about 25% of a future assembly. Batory concluded that an 8-storey building with approximately 180,000 sf of GFA was appropriate for the site. The price per-buildable-square-foot estimated at the time was \$33, with a land-to-revenue ratio of 5%.



In October 2020 a development application was submitted proposing an 11-storey mixed-use building with flexible work space for artists and musicians on the ground floor and residential uses above. The assembly includes four properties: 34 Annis Road, 3355 Kingston Road, 3357 Kingston Road and 3365 Kingston Road.

The proposal calls for a total GFA of 297,138 sf, with 171 one bedroom units, 78 two bedroom units, and 60 three or more bedroom units.

The 3357 Kingston Road property is just 14% of the assembly, and the property traded for \$35 pbsf, so the LRR at the time of closing was actually 6%.

129-141 Vaughan Road

Block Developments purchased 133 Vaughan in August 2019 for \$2.15 million. This 0.118 acre Forest Hill property was assumed to be part of a larger land assembly, but no development application had been submitted at the time. Batory indicated that a 9-storey building with 75,000 sf of GFA was appropriate for the site, and that this property made up 17% of the assembly. This translated to a land price of \$174 pbsf and a 17% LRR.

In late 2019 an application was made for a 10-storey building with just over 103,000 sf of GFA on these lands, and 135 Vaughan Road traded in Q4-2019 an estimated \$94 pbsf (9% LRR), and 129, 137-141 Vaughan Road sold in Q1-2020 for an estimated \$102 pbsf (10% LRR).

A minor variance was submitted in December 2020 proposing a 15-storey residential apartment building with a total GFA of 116,099 sf, 152 units, and 56 parking spaces. The proposal calls for 88 one bedroom suites, 45 two bedroom suites, and 15 three bedroom suites.

The total property assembly was \$9.46 million for about 0.4 acres or \$81 pbsf. When calculating the original 133 Vaughan property, the land actually traded for \$63 pbsf, so well below the initial estimate, with a land-to-revenue ratio of 6%.



25 Sewells Road



In December of 2019, 25 Sewell Road sold for \$7.7 million in the Malvern area. There was no development application on this 1.24 acre site and Batory estimated that a 4-storey apartment with approximately 95,000 sf of GFA was appropriate for the site. This works out to a \$81 price per-buildable-sf, with our estimate of a 11% land-to-revenue ratio.

According to a recent Toronto.com article, Brenyon Way Charitable Foundation (a non-profit developer) was pledged \$2 million, just shy of \$10 million in fee waivers, as well as \$5.6 million in property tax exemptions to

build apartments on the former site of Malvern Emmanuel United Church.

In 2021, a proposal was submitted for two 9-storey rental apartment buildings with 320 units total. Just over 240,000 sf of GFA is proposed. Parking is proposed in an underground structure which will be connected to the existing underground garage of the existing rental apartment building at 250 Brenyon Way. The revised land price is \$32 pbsf, and the LRR at the time of closing would have been 4%.

1500 & 1536 St. Clair Avenue West; 20, 32 - 36 Caledonia Road

Distrikt Capital and Alterra purchased this 2.78 acre development site in December of 2020 for \$39 million. According to a recent RENx article, the companies have ties that go back years. There is a 50-50 partnership on this property that sits immediately adjacent to 30 acres of green space at Earls court Park and on the western edge of the Corso Italia neighbourhood.



No development application was submitted at the time of closing, and Batory determined that a multi-building project with towers up to 20-storeys was appropriate for the site. The total GFA estimated was 725,000 sf, which translates to a \$54 pbsf land price and an estimated land-to-revenue ratio of 6%.

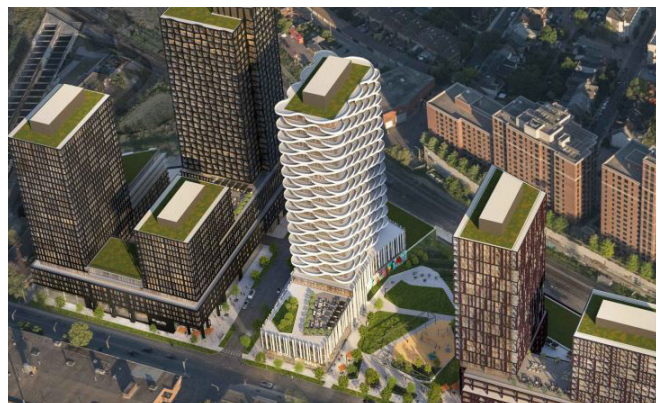
In June of 2021, an Official Plan and Zoning By-law Amendment was submitted to the City of Toronto to redevelop the site with two mixed-use towers having heights of 15- and 17-storeys. A total of 753 residential dwelling

units are proposed, with 511,433 sf of GFA. The revised land price is \$76 pbsf, with an LRR at the time of closing of 8%.

5 & 43 Junction Road

In the fourth quarter of last year, Diamondcorp purchased 5 and 43 Junction Road, a 6.5 acre development site, for \$41 million. At the time of closing, no development application had been submitted, and Batory determined that a multi-building site with 1.74 million square feet of GFA and height of up to 32-storeys would be appropriate for the assembled lands. This translates to a per-buildable-sf land price of \$24 and an estimated land-to-revenue ratio of 2%.

A recent BlogTO article describes the project: a new condo community proposed for the Junction in Toronto comes complete with a sprawling public park, commercial and office space, underground car and bike parking, green roofs and nearly 2,000 residential units across six towers, a portion of them designated as much-needed affordable housing. The article was written in response to a new 2021 Official Plan and Zoning By-law amendment recently submitted that seeks to permit several apartments from 15- to 35-storeys with a total gross floor area of 1.43 million square feet of GFA. A total of 1,056 vehicular parking spaces and 1,964 bicycle parking spaces are proposed.



The revised land price is \$29 per-buildable-sf, with an LRR at the time of closing of 3%.

287 - 291 Christie Street

In November of 2020, 287 to 291 Christie Street sold for \$5.3 million. There was no development application active on this 0.21 acre property at that time, and Batory determined that a 5-storey building of approximately 23,500 sf was appropriate for the site. This worked out to a price per-buildable-sf of \$228, and an estimated land-to-revenue ratio of 18%.

In April of 2020, Official Plan and Zoning By-law Amendment applications were submitted to facilitate the development of the lands for a 7-storey residential building with 36,167 sf of GFA. A total of 39 residential dwelling units and 14 parking spaces located within a parking stacker are proposed. The revised land price is \$147 pbsf, with an LRR at the time of closing of 12%.



148-158 Avenue Road & 220-234 Davenport Road

In two separate transactions, one in the fourth quarter of 2020 and the other in the first quarter of 2021, Greybrook Realty Partners and Tribute Communities acquired an \$84-million, multi-property assembly just west of Toronto's Yorkville neighbourhood in a 50-50 partnership per RENx.

The 0.13 acre portion of the assembly sold for \$23 million and the 0.53 acre portion of the assembly sold for \$61 million, with our reports estimating that a 30-storey tower with approximately 256,000 sf of GFA was appropriate for the site. This translates into the parts of the assembly trading for \$186 pbsf and \$234 pbsf respectively (9% and 12% LRRs).



In mid-2021, the development team submitted a Zoning By-law Amendment application to facilitate the development of a 35-storey mixed-use building, atop a 3-storey podium according to the City of Toronto. The existing building facade shall be maintained, with 276,3010 sf of GFA proposed and a total of 355 residential units. The adjusted land price is approximately \$304 psf, as the

previous sales didn't anticipate the larger assembly and on-site building retention. The revised land-to-revenue ratio is approximately 15%.



FINAL THOUGHTS

Over the last seven quarters there has not been much movement in the average price per-buildable-sf for high-density land transactions in the Greater Toronto Area (range: \$103 to \$120 pbsf). This is a bit surprising given the relatively small sample size of transactions on a quarterly basis of 30 to 40 trades, and the wide range of locations and density of various properties.

New condo prices in the '416 area' continued to trend up in 2020, but have flattened out in 2021 with a lack of launches overall and a lack of luxury launches. There is some caution following some less than stellar openings in the fall of last year, but a couple successful launches in early 2021 and a rebound in the condo rental market has more developers and investors feeling more bullish than they were 6-9 months ago. The '905 area' continues to boom in terms of sales and price growth, but only seven of the 30 transactions covered in this report in Q2-2021 were in the suburbs, and many of Toronto's largest condo developers have yet to make any big commitments via land purchases in the '905' recently.

The sharp rise in construction costs in recent years, inclusionary zoning, development charge hikes, and pandemic-related concerns (lower immigration, permanency of work-from-home, 20% annual decline in condo rental rates) are all major factors leading to some caution by condominium and rental apartment developers looking to purchase high-rise lands in the GTA. However, on the flip side, the quick vaccine take-up this summer, the re-opening of the economy, the continued strong resale housing figures, and the seemingly insatiable demand for new units by investors have been a motivating factor in purchasing lands, as most developers understand the extremely long time-line of development and how quickly market conditions can change.

We expect there will need to be a few more successful downtown launches to spark more land sales and push up land prices in the second half of 2021 and into 2022.



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Richard Munroe

Mortgage Agent
Managing Director
416.607.4205

richard.munroe@atriummic.com

Bram Rothman

Mortgage Agent
Managing Director
416.607.4206

bram.rothman@atriummic.com

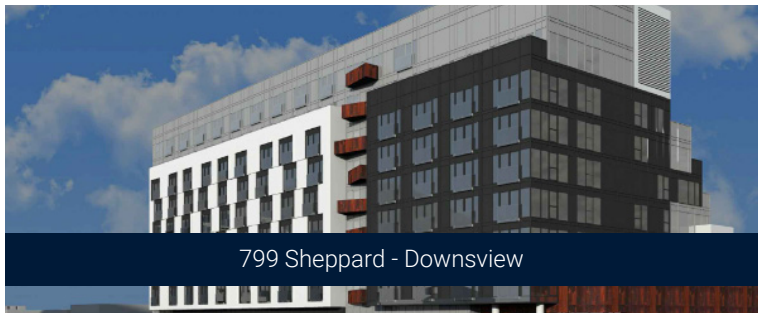
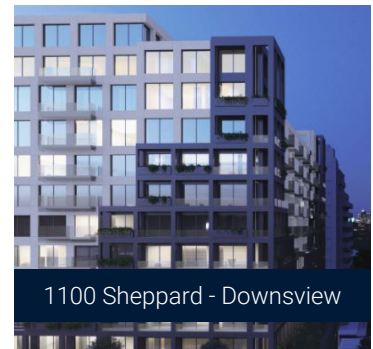
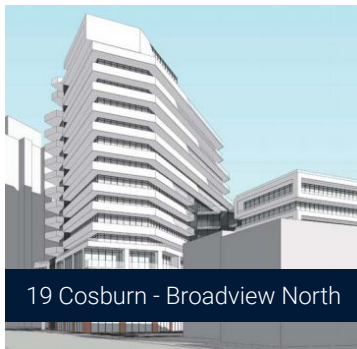
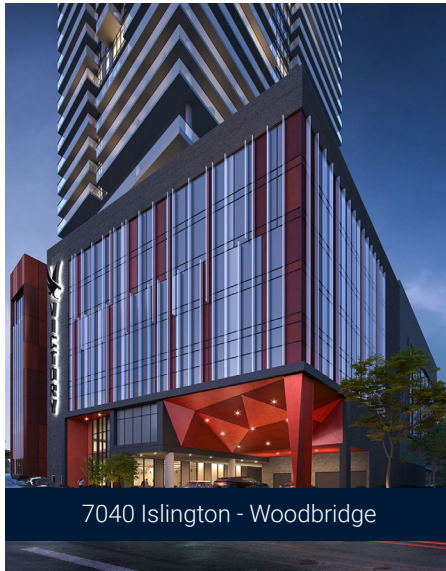
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Mortgage Agent
Vice President
416.607.4212

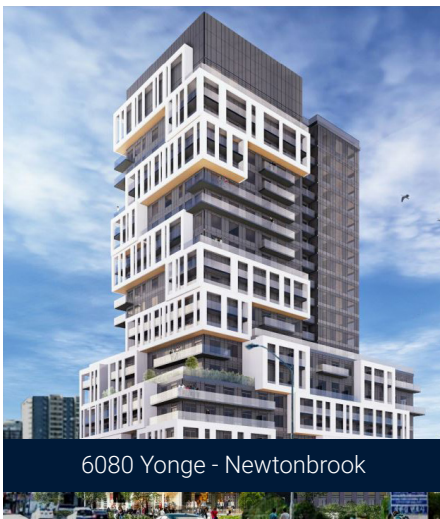
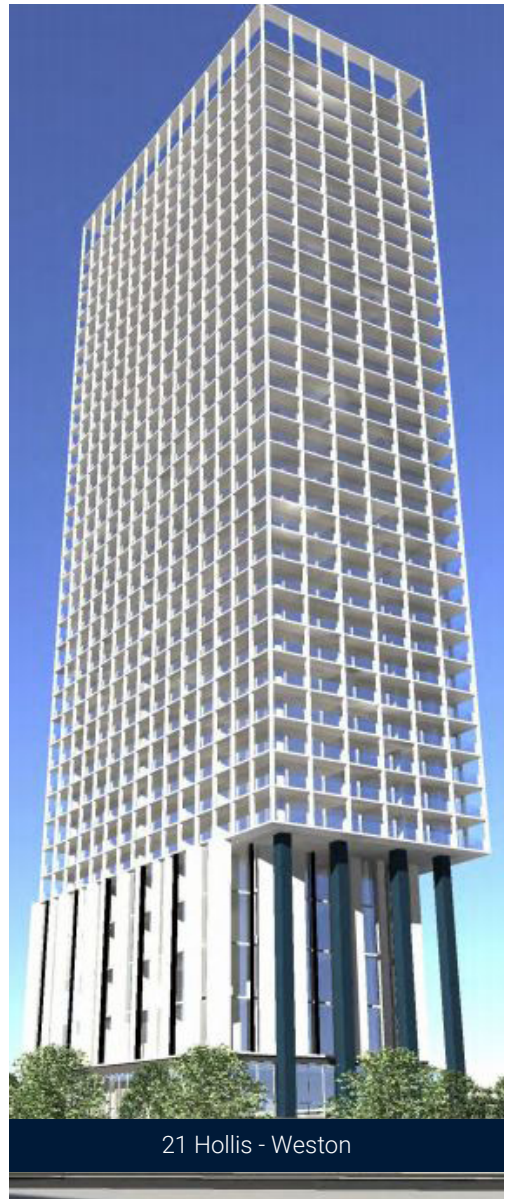
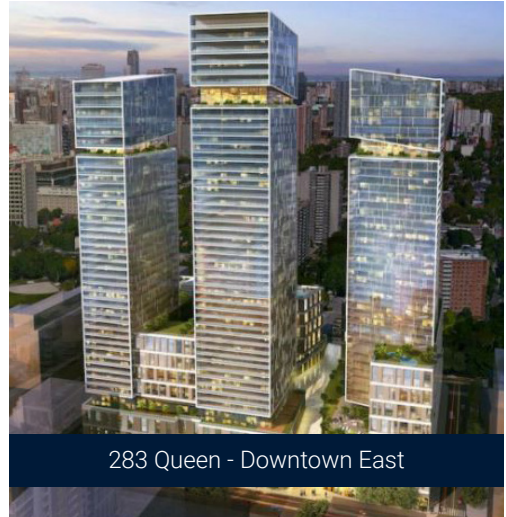
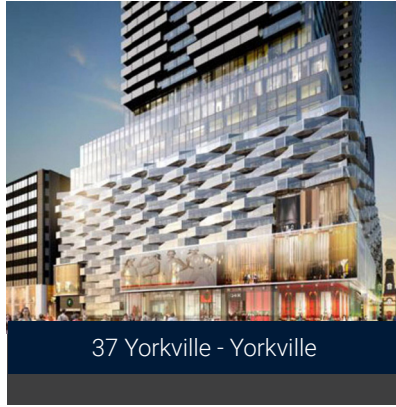
tyler.veres@atriummic.com

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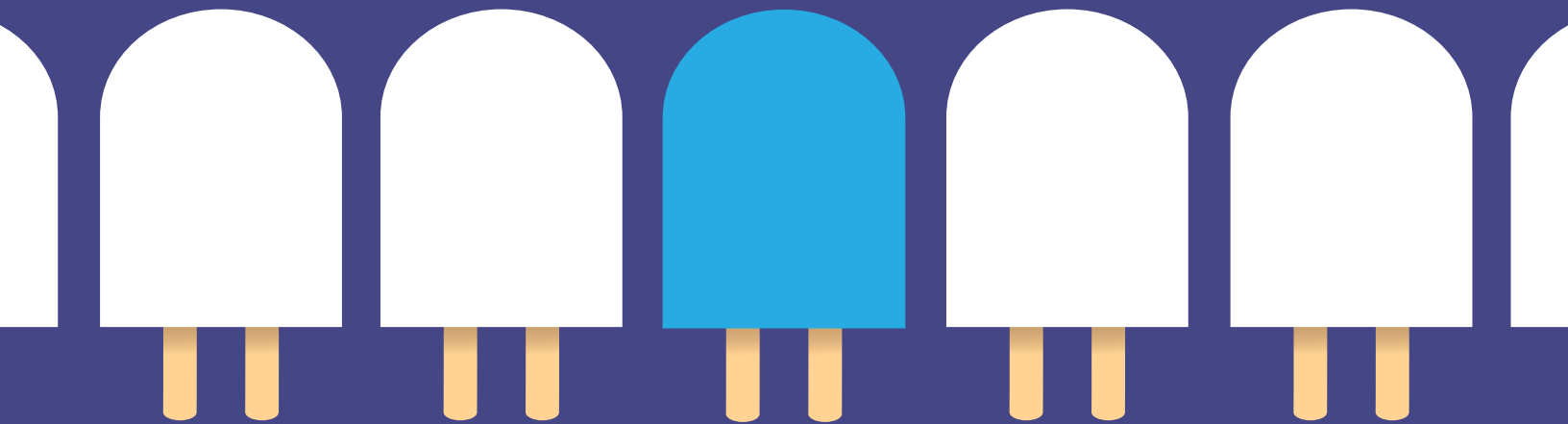


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CONTACTS

Bullpen Consulting | 416 716 2096 | ben@bullpenconsulting.ca
www.bullpenconsulting.ca | Twitter @BullpenConsult

Batory Management | 647 530 3634 | pdemczak@batory.ca
www.batory.ca | Twitter @BatoryGroup

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