

ONTARIOCRE RESEARCH

West GTA Commercial & Development Land Report

Transaction evidence, active-market context and
a practical framework for land buyers and owners.

FALL 2026 EDITION

Oakville | Burlington | Milton | Mississauga | Halton Hills

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THE MARKET IN ONE PAGE

Land value follows certainty, not acreage.

The West GTA does not have one land price. It has a hierarchy of value driven by designation, servicing, approvals, access and timing.

SELECTED URBAN SALES \$1.9M-\$5.2M Approximate price per acre across selected designated urban	RAW / LONG-TERM LAND \$37K-\$196K Approximate price per acre in selected large or outside-boundary	ANALYSIS PERIOD 2024-2026 Selected West GTA transactions reviewed through October 6, 2026.
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Five conclusions

- A low price per acre usually reflects more uncertainty, not a bargain. Servicing, environmental limits and planning horizon can overwhelm the purchase price.
- Small urban infill sites can command the highest per-acre values because buyers are purchasing location and development certainty rather than raw land area.
- Milton and Halton Hills offer scale and long-run employment growth, but timing and infrastructure are central to underwriting.
- Oakville, Burlington and Mississauga support stronger infill pricing where access, municipal services and permitted uses are clearer.
- For owners, the best listing preparation is a property-positioning package: title, planning designation, services, constraints, concept potential and a defined buyer universe.

Bottom line

Buyers should underwrite entitlement risk before negotiating price. Owners should reduce uncertainty before going to market. A disciplined advisory process creates more value than simply circulating a listing.

A BETTER WAY TO COMPARE SITES

Four land markets sit inside the same search results.

Comparing every parcel on price per acre alone produces bad conclusions. First identify the land category, then select relevant evidence.

1 Urban infill / redevelopment

Smaller parcels with existing services, road access and nearby density. Highest price per acre; approvals and assembly potential matter.

2 Employment / industrial land

Sites intended for industrial, logistics, office or related employment uses. Highway access, power, servicing and zoning drive value.

3 Designated future growth land

Inside a planned growth area but not necessarily development-ready. Secondary planning and infrastructure timing become major variables.

4 Raw / outside-boundary land

Long-duration or agricultural/rural holdings. Lowest current price per acre, but highest planning and timing uncertainty.

The screening question

Is the buyer paying for land that can be used now, land that can be approved soon, or land that may become usable later? Until that is answered, a price-per-acre comparison is mostly noise.

SELECTED URBAN AND EMPLOYMENT-LAND SALES

Observed pricing spans roughly \$2.0M to \$5.2M per acre.

The transactions below are evidence points, not direct valuation comparables. Site-specific planning and physical conditions still control.

Property	Market	Acres	Use / designation	Sale	\$/acre
N/A Arrowhead Rd	Oakville	0.75	Residential designated	\$3.88M	\$5.18M
944 North Shore Blvd W	Burlington	0.29	Designated infill	\$1.43M	\$4.91M
25 Aventura Crt	Mississauga	4.40	Retail designated	\$16M	\$3.64M
1000 Central Pkwy W	Mississauga	3.90	Industrial designated	\$13M	\$3.33M
2777 Meadowpine Blvd	Mississauga	3.94	Industrial designated	\$9.6M	\$2.44M
1650 Appleby Line	Burlington	3.65	Industrial designated	\$7.25M	\$1.99M
6169-89 Shawson Dr	Mississauga	4.54	Industrial designated	\$21.6M	\$4.75M
5179 North Service Rd	Burlington	4.20	Industrial designated	\$14.2M	\$3.39M

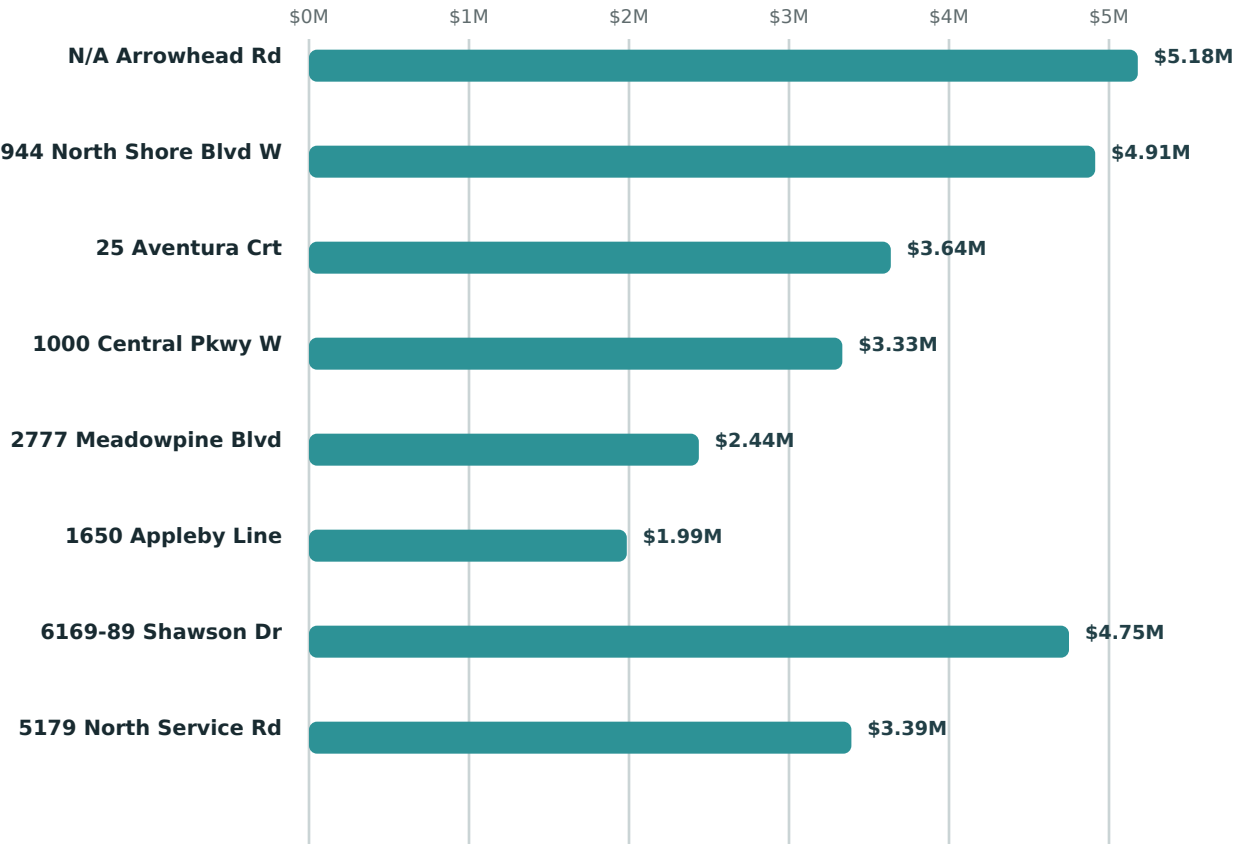
Sale dates range from June 2024 to May 2026. Acreage is rounded; per-acre figures are approximate.

What the table says

The highest per-acre results are tied to small urban or strategic designated parcels. Larger industrial sites still command substantial values where designation, access and services are established. This is why a single West GTA land average would be misleading.

CERTAINTY CREATES THE PRICING LADDER

Selected transactions show a wide spread even before approvals, contamination, servicing and holding costs are examined.



The misleading comparison

A 50-acre future-growth parcel at \$50,000 per acre is not cheaper than a 0.75-acre serviced urban site at \$5 million per acre in any economically useful sense. They are different products with different time horizons, capital requirements and exit paths.

WHERE THE OPPORTUNITY SITS

Five municipalities, five different acquisition conversations.

Market	Primary land story	Key risk	Best-fit opportunity
Oakville	Urban infill, Midtown and employment corridors	High entry price; planning scrutiny; premium locations	Redevelopment, mixed-use, owner-user and strategic employment sites
Burlington	QEW industrial corridor, Aldershot and infill	Fragmented sites; access and intensification context	Industrial land, small infill and transit-oriented opportunities
Milton	401/407 employment growth and greenfield scale	Servicing, phasing and infrastructure timing	Industrial, logistics, future employment and larger assemblies
Mississauga	Mature industrial market and redevelopment	Scarcity, assemblies and high basis	Infill industrial, commercial redevelopment and intensification
Halton Hills	Premier Gateway and longer-duration holdings	Secondary planning, servicing and environmental constraints	Employment expansion, land banking and owner-user sites

Current growth context

Halton planning to 2051 continues to shape strategic growth areas, employment lands and infrastructure corridors. A designation is a starting point; municipal servicing and site-specific approvals remain decisive.

BEFORE PRICE, PROVE BUILDABILITY

A land buyer should reject weak assumptions early, before deposits and consultant costs compound.

1. Planning

Official Plan designation, zoning, overlays, permitted uses, density, required amendments and policy changes.

2. Servicing

Water, sanitary, storm, capacity, allocation, easements, frontage requirements and upgrade costs.

3. Physical

Topography, geotechnical conditions, access, grading, floodplain, natural heritage and usable net acreage.

4. Environmental

Phase I/II ESA, former uses, fill, source-water protection and remediation exposure.

5. Title

Ownership, legal access, restrictions, easements, rights-of-way, encroachments and assembly requirements.

6. Economics

Hard and soft costs, development charges, carrying costs, approval timeline, financing and exit value.

Buyer rule

Do not pay a development-land price for a planning story that has not been tested. A sensible conditional period is designed around the site risks, not copied from a standard building acquisition.

OWNERS SELL UNCERTAINTY AT A DISCOUNT

The strongest land marketing starts before the property is exposed.

What a prepared owner package should contain

- Current title, parcel mapping and ownership structure
- Official Plan and zoning summary written in plain language
- Servicing and access information, including known capacity constraints
- Environmental and physical reports already completed
- Concept potential or highest-probability use - without overstating approvals
- A buyer map separating developers, owner-users, investors and assemblers
- A pricing strategy tied to relevant land category and timing

Four owner triggers worth monitoring

PLANNING CHANGE

New secondary plan, zoning review or infrastructure program.

CAPITAL PRESSURE

Tax, debt, study or carrying costs become harder to justify.

ADJACENT ACTIVITY

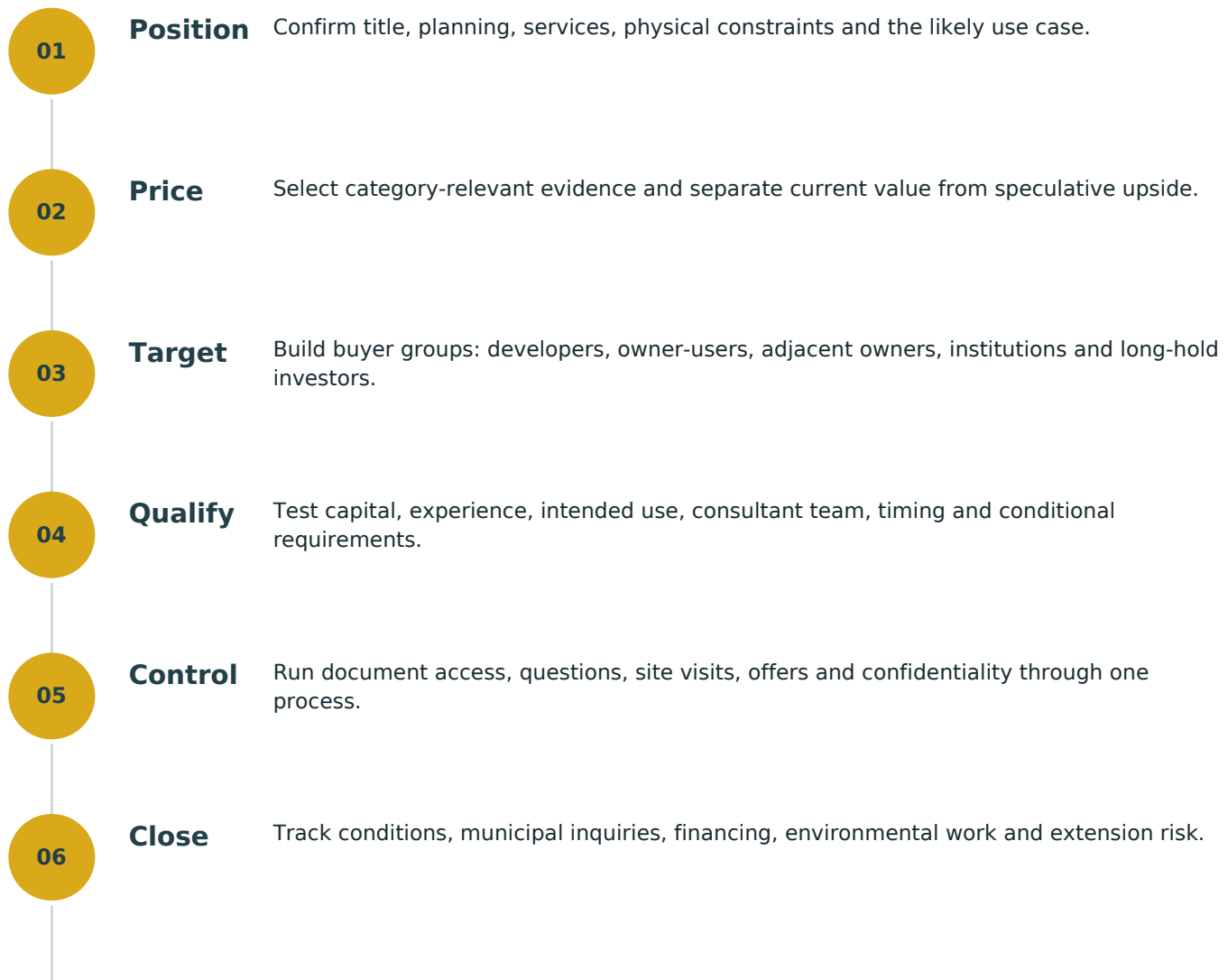
A nearby assembly, application or infrastructure project changes value.

LIFECYCLE

Succession, partnership change or a long-held asset no longer fits the owner.

A SUCCESSFUL LAND SALE IS A PROCESS, NOT JUST A LISTING

The work is to reduce uncertainty, identify the right buyer universe and manage the path from interest to closing.



How OntarioCRE helps

OntarioCRE converts a defined buyer requirement into a targeted site search, including active listings, off-market opportunities and direct owner conversations. For landowners, the same market intelligence supports positioning, buyer targeting and a controlled disposition process.

TWO WAYS TO START

A focused intake produces better site selection, better pricing and fewer wasted tours.

For land buyers

Provide the intended use, preferred municipalities, minimum and maximum acreage, servicing requirements, budget, closing timeline and appetite for planning risk.

For landowners

Request a confidential review of designation, buyer universe, transaction evidence, positioning gaps and the most credible route to market.

The OntarioCRE land focus

- Commercial and employment land
- Mixed-use and redevelopment sites
- Owner-user development opportunities
- Targeted off-market searches
- Confidential owner positioning and disposition

Start with the site, not the sales pitch.

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Prepared by OntarioCRE Research. Market evidence is current to October 6, 2026 and should be independently verified before any acquisition, financing or planning decision.

HOW THIS REPORT WAS BUILT

Transparent limits matter more in land than in almost any other real-estate category.

Transaction set	Selected commercial-land sales in Oakville, Burlington, Milton, Mississauga and Halton Hills recorded between January 2024 and October 6, 2026.
Selection	The table emphasizes urban and employment-land evidence. Rural and long-duration land is discussed separately because it is not directly comparable.
Pricing	Per-acre figures use marketed acreage and recorded sale price and are rounded. They do not adjust for net developable area, vendor financing, contamination, density or off-title obligations.
Use	This is a market-education document, not an appraisal, planning opinion, environmental opinion, legal opinion or representation that a site can be developed.

Public planning and market references

- Halton Region - Regional Official Plan and ROPA 49 growth framework to 2051: [halton.ca](https://www.halton.ca)
- Ontario Environmental Registry - Halton ROPA 49 approval: ero.ontario.ca/notice/019-5684
- Town of Oakville - Official Plan and development application resources: [oakville.ca](https://www.oakville.ca)
- REALTOR.ca - directional land-listing inventory by municipality, accessed October 2026
- Ontario Land Registry overview: [ontario.ca/page/overview-land-registry](https://www.ontario.ca/page/overview-land-registry)

Important limitation

Land value is highly site-specific. Before relying on any conclusion, obtain current title, municipal planning confirmation, servicing advice, environmental work and legal review appropriate to the proposed use.