



THE COMMERCIAL & INDUSTRIAL REPORT

A GTA Commercial Real Estate Market Overview

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COMMERCIAL MORTGAGE RATES

Floating Rate	4.25%
1 year	4.60%
2 year	5.20%
3 year	5.80%
4 year	6.15%
5 year	6.50%
6 year	7.00%
7 year	7.40%
10 year	7.50%
15 year	7.95%
20 year	8.00%

*As of 3/26/10



FEATURE PROPERTY - 8 FRENCH DRIVE, ORANGEVILLE (MONO)



LOCATION	Second Line/Highway 9
SIZE	+/- 7,200 sq. ft.
OFFICE SIZE	+/- 1,200 sq. ft.
SHIPPING	1 truck level (automatic leveler), 1 drive in door
POWER	200 amps / 600 volts
HEATING	Radiant
CLEAR HEIGHT	18'0" at centre
ZONING	ML (Special Light Industrial)
LOT SIZE	1.34 acres

YOUR SOURCE FOR REFERRALS

WHY ARE ACCURATE BUILDING MEASUREMENTS SO IMPORTANT?



By David Fingret, President, Extreme Measures Inc.

Do you need help finding a trustworthy service provider?

We'll connect you to:

- Measurement firms
- Roof lifting
- Industrial painting
- Financing
- Property inspections
- Environmental audits
- Lawyers
- Appraisers
- Surveyors
- Accountants
- Municipal contacts

And more!

In the late 1990's, I was visiting a client for a tour of a building we were proposing to measure and he provided me with some internal documentation listing suites and corresponding square footages. When I asked him how the numbers were established, he pointed to the ceiling, telling me that he determined the areas by counting the ceiling tiles.

I guess you could say that this client wasn't the most sophisticated and you would probably assume that this is not common in the real estate industry - but you

would be surprised. At least this client knew the method and source of the measurement (albeit not at all accurate). Today, we still see owners, managers and agents adopting, inheriting and ultimately relying on areas without any traceable source. In fact, some of the largest real estate companies in North America continue to charge tenants on space that has not been independently measured. Depending on the details of the lease agreement, this practice has the potential to be a serious liability or potential revenue loss for the

building owner. It seems that building owners and managers (and especially their accounting departments) get too comfortable with their records, even if the sources of the records are unknown.

There has been a shift since the late 1990's with real estate professionals modernizing and learning the importance of accurate building measurement by adopting the latest measuring standards. Strangely enough, the shift has been largely directed by tenants who continue to become

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increasingly sophisticated and aware of the BOMA measuring standards and the knowledge that independent, unbiased measuring companies exist. It's really a win-win situation; tenants just want to feel comfortable that they are accurately paying for the space they occupy and real estate companies want to be fair to their tenants. In fact, real estate companies who decide to adopt the latest measuring standards, such as BOMA 1996 and BOMA 2010; usually enjoy significant revenue increases.

The importance of accurate building measurement extends beyond liability

and due diligence. Real Estate professionals have realized a multitude of other uses that get them the most out of their building measurement investment and give them a competitive advantage. Real Estate professionals today use accurate building measurement data for facility management and to produce anything from stacking plans to marketing style floor plans, feature sheets and eye popping 3D imagery. With complete floor or building measurements, space planning and feasibility studies allow real estate professionals to virtually reconfigure the floor layout and forecast rentable areas. This also offers prospective tenants the ability to design the layout before moving in and quickly

determine if the space is suitable for their unique needs.

If there is one certainty in the real estate industry, it is that real estate professionals will continue to adopt accurate building measurements and the established measurement standards as an important part of their due diligence. Furthermore, technology will continue to enhance the potential uses of the data. Therefore, the importance and demand of accurate building measurement will continue to rise – even if it is more expensive than counting ceiling tiles.

For more information, visit: www.xmeasures.com

MORE FEATURE PROPERTIES



4,737 SF freestanding condo
2 truck level, 14' clear



4 Building complex, HWY 50
2 storey office & retail/service



21,955 SF, 2 TL doors
Industrial, heavy power



1.69 acre building lot for Sale
Outside storage with a building



12,000 + 2,000 SF for Sale
Wood processing, 1,600 amps



5 acre industrial/commercial site
Highway 400 exposure (sale)



5 acres, ideal for yard
22,000 SF site plan



15,006 SF freestand
High power, ideal office/mfg.

QUOTE OF THE MONTH

“Innovation distinguishes between a leader and a follower.” (Steve Jobs)



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