

THE COMMERCIAL & INDUSTRIAL REPORT



A GTA Commercial Real Estate Market Overview

From Melanie King, Sales Representative - Binswanger Hectare, Brokerage

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Market Stats January 2011

Inflation Rate ¹	Nov 2010
Total CPI (Yr./Yr. % Change)	2.0%
Bank of Canada ⁴	Dec 2010
Prime Rate	3.00%
Bank of Canada ⁴	Jan 2011
Target for Overnight Rate	1.00%
Canadian GDP Growth ¹	Oct 2010
Month/Month % Change	0.2%
Unemployment Rate ¹	Nov 2010
Canada	7.6%

BINSWANGER HECTARE GIVES BACK



Binswanger Hectare staff collected food, clothing and general household items and over \$550 in cash from a raffle at our Christmas party, all donated to the Peel Children's Centre who could then distribute these items to their less fortunate clients for the 2010 holiday season. Thank you to our clients and suppliers who also contributed!

STRONG REBOUND IN COMMERCIAL REAL ESTATE IN 2010

*January 7, 2011 -- In December, TREB Commercial Members reported 460,741 square feet of leased space – up 38 per cent from the 334,290 leased square feet recorded in December of 2009. For 2010 as a whole, TREB Commercial Members reported 8,717,456 square feet of space – up 46 per cent from the 5,977,552 square feet recorded in 2009.

"Alongside overall economic recovery, including improved business investment and strengthening labour market conditions, the demand for commercial space rebounded in 2010," Commercial Council Chair Larry Purchase noted. "Expect the commercial real estate market to benefit from further improvement in the Canadian economy through 2011."

In December by category, 359,103

square feet of industrial space was leased – up 62 per cent over the December 2009 total of 221,403 square feet. TREB Commercial Members leased 64,508 square feet of commercial space – down three per cent from 66,617 square feet in December 2009. Finally, 37,130 square feet of office space was leased – down 20 per cent from 46,270 square feet leased in December 2009.

Average lease rates remained mixed in December. Industrial space in all size categories leased for an average of \$4.79 per square foot net (sfn) – down six per cent from the average of \$5.11/sfn recorded during the same period last year. Commercial space traded for an average of \$17.96/sfn – a 31 per cent increase from the average of \$13.69/sfn figure reported in December 2009. Finally, office space traded for an

average of \$11.73/sfn – up eight per cent from last December's average of \$10.85/sfn figure.

Sales Market Highlights

In December, TREB Commercial Members recorded 51 sales of IC&I properties last month, including 26 industrial buildings of all size categories which sold for an average of \$59.19 per square foot - down 32 per cent from an average of \$87.46/SF recorded in December 2009. The average sale price for industrial properties from non-MLS sources was \$101.18/SF square foot. The 25 Commercial/Retail sales had an average price of \$68.03/SF – down 74 per cent from the \$261.96/SF figure recorded in December 2009.

*source—Toronto Real Estate Board, Commercial Division

QUOTE OF THE MONTH

"Failure is just part of the game, and the only way you can be defeated is by quitting."

(Robert Herjavec, Driven)

ADDITIONAL AVAILABILITIES



Mississauga 6,120 SF for lease
Dundas/Winston Churchill



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



Bolton building lot for sale
Close to Hwy 50, outside storage



New Bolton commercial space
1,100 -12,000 SF available

Coming soon...

Mississauga industrial condo
Vacant or investment sale



Vaughan office, 1-10,000 SF
Underground parking available



Vaughan -3.82 acre yard for lease
Available in 1 acre portions



Brampton truck/equip facility for sale
Wash bay, cranes, also for lease



Mississauga 22,000 SF for sale
Corner lot, divisible building



Burlington lot for sale - 1.12 acres
Business commercial, clean site

GTA Property Transactions
December 2010: Highlights*

Mississauga 5100 Erin Mills Parkway
Property Type: Retail
Date of Sale: 2010-12-16
Purchaser(s): Ontario Pension Board
Total Price: \$370,000,000
Building Size (S.F.): 803,488
Price Per Sq. Foot: \$460

North York 20 Norelco Drive
Property Type: Industrial
Date of Sale: 2010-12-15
Purchaser(s): Redcliff Realty Advisors Inc.
Total Price: \$126,000,000
Building Size (S.F.): 706,403
Price Per Sq. Foot: \$178

North York 1 Concorde Gate
Property Type: Office
Date of Sale: 2010-12-01
Purchaser(s): Artis Concorde Ltd.
Total Price: \$87,000,000
Building Size (S.F.): 548,742
Price Per Sq. Foot: \$159

Mississauga: 501 Argentinia Road
Property Type: Hotel
Date of Sale: 2010-12-01
Purchaser(s): Primevest Realty Corp.
Total Price: \$17,200,000
Building Size (Units): 205
Unit Price: \$83,902

* RealNet Canada Inc.



Commercial Division
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