



The 1.69-acre site with great street curb appeal and a 290-foot frontage on the north side of Heath Street West located north of St Clair Avenue West between Yonge Street and Avenue Road is improved with a three building 120,996 square foot 107-unit luxury residential rental building complex built in 1956-58.

### Background

Harold and Norma Kamin, a wonderful husband and wife team were the driving force with partner Arthur Anissman to build the \$100 million retail empire of “Bargain Harold’s” discount stores and had been investing profits in a diversified quality real estate portfolio. At the passing of Harold, the estate plan was to liquidate on an orderly basis the entire portfolio one property at a time with the objective of maximising price and terms.

The Heath Street property was the first property to be marketed and sold.

### What We Have Learned

Petrus Commercial Realty Corp. capitalized on the unique characteristics of the Heath Street property to develop a marketing protocol aimed at generating firm and unconditional offers at maximum pricing for the estate. Petrus conducted an extensive pre-due-diligence process to facilitate the analysis by prospective purchasers. This web-enabled and password-protected due-diligence information was made available only to those who had executed and returned the Waiver Agreement.

As planned, the strategy generated multiple and firm offers to the satisfaction of the Estate.

### Reference

*We can't say enough positive stuff! Our family worked with Pierre Gagne over several years to sell all of the properties in our diverse real estate portfolio. He looked after all aspects of the organization and preparation for the sales and interacted with all family members and estate team so that we were all very comfortable and pleased with the results. His very professional and thorough approach achieved the highest possible returns.*

Mrs. Jill Kamin,  
Harold Kamin Estate