

OUR NEW LISTING



HIGH DENSITY MIXED USE REDEVELOPMENT SITE 248 – 250 Dufferin Street, Toronto

A 24,033 square foot (0.552 acre) rectangular site improved with two vacant buildings strategically located just south of King Street West and north of Lake Shore Boulevard with approximately 120 foot frontage on the west side of Dufferin Street.

Un-Priced Proposal Call
Offers Due at 12pm Tuesday February 7th, 2012.

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RECENT TORONTO LAND SALES

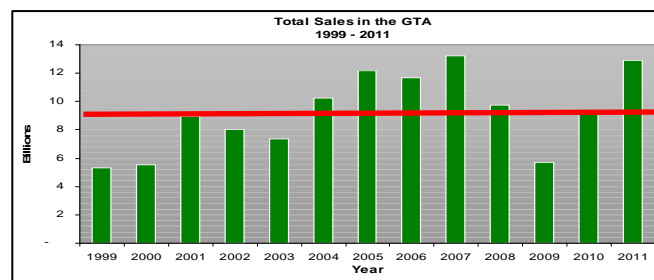
Source: *Marbnet.com*

984, 990 & 1000 Bay Street – Toronto – A land assembly located north of Wellesley Street West totaling 21,495 square feet. Closed between June 29 & November 18, 2011 at a total price of \$36,000,000 or \$1,675 per square foot.	2273 & 2281 Yonge Street, 10 Eglinton Avenue East & 95 Roehampton Avenue – Toronto – A 36,255 square foot site located on the north east corner of Yonge Street and Eglinton Avenue. Closed Aug. 8, 2011 at \$33,250,000 or \$917 per square foot.
2131 Yonge Street – Toronto – A 68,351 square foot site located south of Eglinton Avenue. Closed on Oct. 27 th , 2011 at \$40,360,800 or \$590 per square foot.	111 Bathurst Street – Toronto – A 20,021 square foot site located at Adelaide Street West. Closed on July 21 st , 2011 at \$17,910,000 or \$895 per square foot.
177, 183 & 197 Front Street East – An 113,213 square foot site located east of Jarvis Street. Closed October 17 th , 2011 at \$70,000,000 or \$618 per square foot.	90 Harbour Street – Toronto – A 108,640 square foot site located at east of York Street. Closed on July 15 th , 2011 at \$76,000,000 or \$700 per square foot.
101 King Street East, 60 & 70 Colborne Street – Toronto – An 18,514 square foot site located on the south west corner of Church Street. Closed Sept. 26, 2011 at \$19,250,000 or \$1,040 per square foot.	213 St. Clair Avenue West – Toronto – A land assembly located west of Avenue Road totalling 25,695 square foot closed September 9 th , 2011 at a total price of \$10,000,000 or \$389 per square foot.
1 Atlantic Avenue – Toronto – A 76,475 square foot site located in Liberty Village, east of Dufferin Street. Closed September 27, 2011 at \$19,807,290 or \$259 PSF.	90 Eglinton Avenue West – Toronto – A 18,773 square foot site located west of Yonge Street. Closed on Dec. 19, 2011 at \$14,500,000 or \$773 per square foot.




INDUSTRY COMMENTARY: TOTAL GTA SALES SINCE 1999

The total GTA volume of real estate sales in value in excess of \$1 Million and not a single family dwelling was \$12.9 Billion in 2011. The figure is above the \$9.2 Billion average volume of sales since 1999 that ranged from \$5.4 to \$13.2 Billion. [Click here for more](#) 



LIFE LESSONS at PETRUS COMMERCIAL REAL ESTATE CORP- Lesson #52

“I recently began a list of the contradictory notions I hold:

1. Look before you leap/He who hesitates is lost.
2. Two heads are better than one/If you want something done right, do it yourself” ... [Click here for more](#) 

Source ~ Robert Fulghum, *Maybe (Maybe Not) Second Thoughts from a Secret Life*. Villard Books, New York, 1993



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INDUSTRY COMMENTARY: Total GTA Sales Since 1999

The total GTA volume of real estate sales in value in excess of \$1 Million and not a single family dwelling was \$12.9 Billion in 2011. The figure is above the \$9.2 Billion average volume of sales since 1999 that ranged from \$5.4 to \$13.2 Billion. (See Table #1 and Chart #1)

Land volume in 2011 accounted for 25% of the total dollar sales. Office buildings and industrial properties accounted for 13% and 18% respectively. (See Table #2)

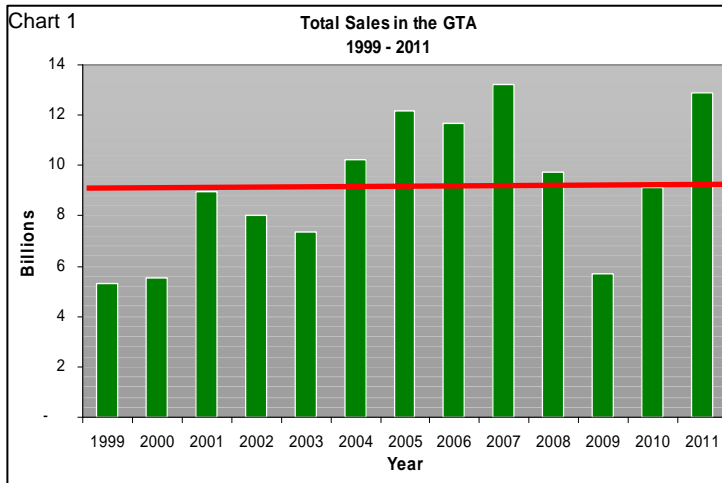


Table 1

Year	Total Sales
1999	\$5,399,138,334
2000	\$5,540,365,555
2001	\$8,943,276,413
2002	\$8,020,120,236
2003	\$7,347,517,946
2004	\$10,258,109,175
2005	\$12,173,362,829
2006	\$11,692,669,877
2007	\$13,207,144,820
2008	\$9,714,341,489
2009	\$5,709,855,926
2010	\$9,129,999,256
2011	\$12,878,434,797
Total	\$119,954,336,653

Table 2

Asset	2,009	2011	2009	2011
Land Total	\$ 2,157,398,438	\$ 3,256,312,098	38%	25%
Industrial Buildings & Malls	\$ 1,034,568,123	\$ 1,684,942,089	18%	13%
Office & Medial Buildings	\$ 1,076,644,032	\$ 2,256,384,207	19%	18%
Residential Rental	\$ 416,709,437	\$ 933,719,961	7%	7%
Retail Buildings & Plazas	\$ 551,218,070	\$ 4,103,162,340	10%	32%
Others	\$ 473,317,826	\$ 643,914,102	8%	5%
Totals	\$ 5,709,855,926	\$ 12,878,434,797	100%	100%

Land volume in dollar is broken down further as follows:

Table 3

Type	2009	2011	2009	2011
Land - Apartment Sites	\$557,924,536	\$922,588,180	26%	28%
Land - Commercial & Office	\$271,434,209	\$413,421,694	13%	13%
Land - House Lots, School Site, Parks	\$525,696,012	\$479,878,513	24%	15%
Land - Industrial	\$241,788,242	\$334,398,894	11%	10%
Land - Residential	\$470,003,172	\$791,051,641	22%	24%
Land - Rural	\$90,552,267	\$314,973,176	4%	10%
			100%	100%

In the 2011 aggregate sales, as much as 61% of total sales were for assets greater than \$20 Million. (Table 4)

Table 4

	2011		2009	
< 20 mil	\$ 5,082,690,803	39%	\$ 3,176,722,492	56%
> 20 mil	\$ 7,795,743,994	61%	\$ 2,533,133,434	44%
Total Sales	\$12,878,434,797	100%	\$ 5,709,855,926	100%

Source: Marshnet.com