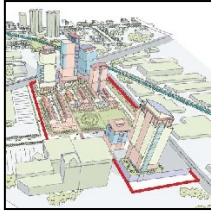


SOLD BY PIERRE GAGNÉ



2055 Kennedy Road in Scarborough, Ont.
A 16.75 acre residential site zoned for 2.1 million square feet of developable density including 2,100 condo units, located just east of Kennedy Road south of Sheppard Avenue East and north of Highway 401. Closed on December 21, 2006 at \$17,500,000 or \$1,045,000 per acre or \$8.33 per buildable SF.



3064 Trafalgar Road in Oakville, Ont.
A 2 acre site located on the west side of Trafalgar Road north of Dundas Street East in Oakville, Ontario. Closed on January 12, 2007 at \$975,000 or \$487,500 per acre.

New Listing – Residential land for sale



5920 Montevideo Road in Mississauga, Ontario.

A 1.86 acre site or approximately 81,021 square feet located south of Highway 401, west of Erin Mills Parkway in Mississauga. Designated Residential-Low Density in the Official Plan and which may permit a townhouse development subject to a change to a Medium Density designation. **MINIMUM BID PRICE: \$1,600,000. Offer Due Date: February 19th, 2007 at 12:00 Noon.**

Click to find out more or visit www.gagenrealestate.ca/Montevideo.php



EIGHT LARGEST LAND SALES IN Q3 – Q4 2006

- 3500 Eglinton Ave. West - Industrial Land** – 51.79 serviced acres located on the north west corner of Eglinton Ave. West and Black Creek Dr. Closed July 31, 2006 at \$19,500,000 or \$376,500 per acre.
- 115 Putting Green Crescent – Residential Land** – 236 unserviced acres located north of Major Mackenzie Drive. in Vaughan. Closed at \$43,201,924 or \$183,100 per acre.
- 18 York Street – Office Land** – This land of 53,491 square feet, unserviced is located on the west side of York Street north of Lakeshore Blvd. in Toronto. Closed October 2, 2006 at \$25,624,385 or \$479 per square feet.
- 11258 Woodbine Avenue – Rural Land** – 103.36 unserviced acres located south of Nineteenth Avenue. Closed November 28, 2006 at \$25,995,971 or \$251,509 per acre.

Source: Marshnet.com

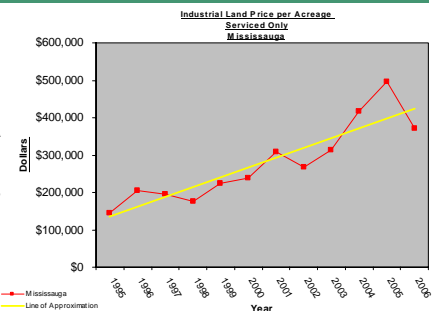
- 2575 Mayfield Road – Residential Land** – 52.30 unserviced acres located just west of Hurontario Street in Brampton. Closed August 17, 2006 at \$20,500,000 or \$391,969 per acre.
- 11430 Leslie Street – Residential Land** – 92.89 unserviced acres located south of Nineteenth Ave. in Richmond Hill. Closed August 25, 2006 at \$32,977,000 or \$355,000 per acre.
- 10971 Bayview Avenue – Residential Land** – 86.90 unserviced acres located on the east side of Bayview north of Elgin Mills Road in Richmond Hill. Closed August 25, 2006 at \$30,414,500 or \$350,000 per acre.
- South Service Road West – Industrial Land** – 119.72 unserviced acres located east of Burloak Drive in Burlington. Closed December 11, 2006 at \$39,165,720 or \$327,133 per acre.



INDUSTRY COMMENTARY – Industrial Land Sales Mississauga – Vaughan 1995 – 2006

Industrial serviced land value has increased at the rate of 10.9% and 11.4% on average since 1995 in Mississauga and Vaughan respectively. A total of 200 to 250 acres has sold on average in each of Mississauga and Vaughan since 1995. The volume has fluctuated tremendously from less than 100 acres in a few years to peaks of 600 acres (Mississauga 2004) and 500 acres (Vaughan 2006).

Click here to read more about Industrial Land Sales



Forum – Your Feedback and Comments on “Land Leases” Volume # 12.06 - Asset Focus: Office Buildings



“Great report and very timely. Highest and Best Use is a contentious issue along with value per square foot of buildable, etc. After the value is struck we must put a coupon rate (return rate) on the land to come up with the rent for the [future].” – KC

“Your article on Land Lease Sales was of particular interest to us. [We are] currently actively seeking out new high rise development sites in the downtown core and other suitable areas for the development of rental apartments, the opportunities land leases may create for us is intriguing.” – AK

Life Lessons at P.G. GAGNÉ COMMERCIAL REAL ESTATE CORP., Brokerage – Lesson # 21

Erin Anderssen and Margaret Philp of the Globe and Mail researched and reported a poignant series on cancer at the end of last year bringing the message home by relating the personal story of those affected by the disease including little Shelby’s story, that beautiful happy smiling three year old little girl. The series concluded with the following advice, if you’re diagnosed: 1.) Prepare for appointments. 2.) Follow the papers. 3.) Keep in touch. 4.) Keep a journal. 5.) Educate yourself. 6.) Check your sources. 7.) Use contacts. 8.) Get sound opinions. 9.) Ask a lot of questions, and never feel stupid doing so. Now, that appears to be sound advice that we may also want to apply in life in general and in business.



INDUSTRY COMMENTARY Industrial Land Sales Mississauga – Vaughan 1995 - 2006

Values of industrial serviced land in Mississauga and Vaughan have increased at annual rates of 10.9% and 11.4%, respectively, on average since 1995.

A total of 200 to 250 acres per year has sold on average in each of Mississauga and Vaughan since 1995. The volume has fluctuated tremendously from lows of less than 100 acres to peaks of 600 acres (Mississauga 2004) and 500 acres (Vaughan 2006). (See Chart #1)

Two large parcels sold in Mississauga in 2004; a 221 acre unserviced parcel located on the north side of Britannia Road West between Erin Mills Parkway and Mississauga Road sold for \$99,381 per acre; and a serviced parcel of 134.2 acres located between Hurontario Street and McLaughlin Road on either side of Courtney Park Drive West sold for \$456,285 per acre.

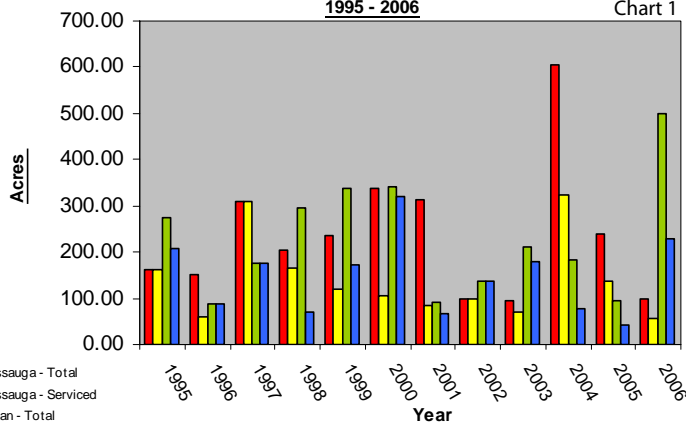
Similarly, Vaughan has witnessed an above average volume of sales in 2006. Three large unserviced parcels transacted:

- i. 84.3 acres located at 8682 Highway 27 sold for \$178,469 per acre;
- ii. 103.66 acres located at 8265 Huntington Road sold for \$278,633 per acre; and
- iii. 78.19 acres located at 9471 McGillivray Road sold at \$242,997 per acre.

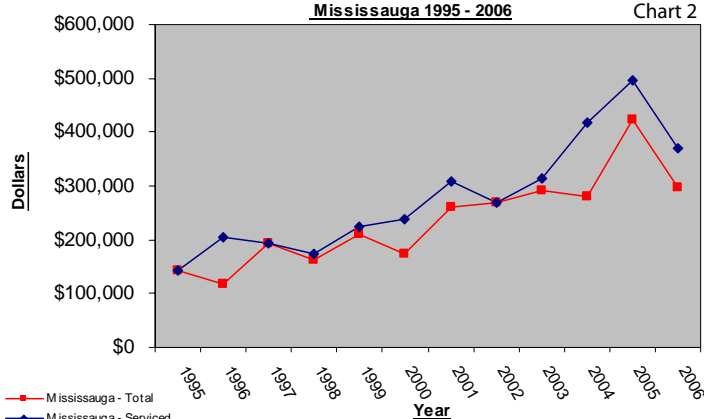
Chart #3 shows the weighted average price per serviced acre for Mississauga and Vaughan (1995 - 2006). The line of closest fit for serviced land shows rates of growth in price of 10.9% and 11.4% respectively over the period. (See Charts #3 and #4)

Tables of data are available upon request.

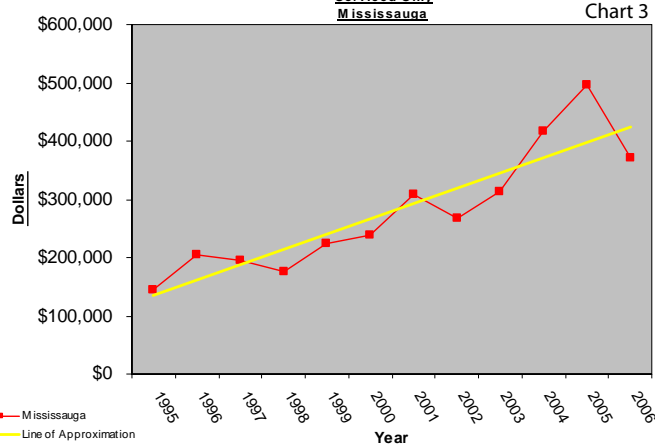
**All Industrial Land Sales Total Acreage
1995 - 2006**



**All Industrial Land Sales Price per Acreage
Mississauga 1995 - 2006**



**Industrial Land Price per Acreage
Serviced Only
Mississauga**



**Industrial Land Price per Acreage
Serviced Only
Vaughan**

