

## NEW LISTING – FOR SALE



## AUTOMOTIVE BUILDING 35 Auto Mall Drive, Scarborough

This 5.1 acre site is improved with a 34,888 square foot car dealership. The property is strategically located in a car dealership mall off the Morningside Avenue and Highway 401, interchange south of Sheppard Avenue East.

**Selling Price: \$4,950,000**

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## OUR LISTINGS – CONDITIONAL



**3132 Eglinton Avenue East, Scarborough**  
A 5.35 acre site



**1524 Lawrence Avenue West, Toronto**  
76 unit rental apartment building



**399 Markham Road, Scarborough**  
250 suite rental apartment building

## OTHER RECENT GTA SALES

*Source: Marshnet.com*

**185, 191 & 195 THE WEST MALL & 300, 302 & 304 THE EAST MALL – Etobicoke – 2810 MATHESON BLVD EAST – Mississauga – Office Portfolio** – Closed February 12<sup>th</sup>, 2010 at \$214,000,000 or \$210 PSF, \$183 PSF and \$191 PSF respectively.

**60 & 77 BLOOR STREET WEST – Toronto – Office Building** – Two office buildings located on the corner of Bloor Street W. & Bay Street. Closed December 15<sup>th</sup>, 2009 at \$164,075,000 or \$264 PSF and \$261 PSF respectively.

**2200 EGLINTON AVENUE EAST – Scarborough – Office Building** – Located just west of Birchmount Road. Closed February 10<sup>th</sup>, 2010 at \$45,700,000 or \$106 PSF.

**500 BAYLY STREET EAST – Ajax – USER - Industrial Building** – A 909,286 SF building located south of Highway 401. Closed December 18<sup>th</sup>, 2009 at \$140,000,000 or \$154 PSF.

**181 UNIVERSITY AVENUE & 150 YORK STREET – Toronto – Office Building** – Two office buildings located near Adelaide Street West. Closed January 18<sup>th</sup>, 2010 at \$221,500,000 or \$314 PSF.

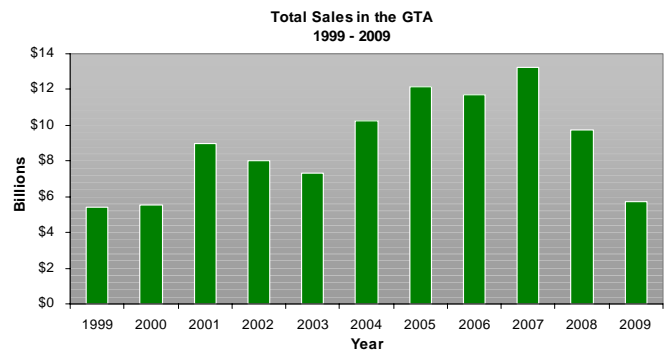
**6655, 6695, 6715 & 6725 AIRPORT ROAD – Mississauga – Office Portfolio** – Four office buildings located south of Derry Road East. Closed December 18<sup>th</sup>, 2009 at \$49,195,000 or \$150 PSF.



## INDUSTRY COMMENTARY: - THE PAST 10 YEARS OF GTA SALES

The total GTA volume of real estate sales in value in excess of \$1 million and not a single family dwelling was \$5.7 billion in 2009. The figure is half the volume of sales of the 2004 and 2007 levels that ranged from \$10.3 to \$13.2 billion.

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## LIFE LESSONS at P.G. GAGNÉ COMMERCIAL REAL ESTATE CORP-Lesson #42

“When you make the present moment, instead of past and future, the focal point of your life, your ability to enjoy what you do – and with it the quality of your life – increases dramatically.”

“Oneness With All Life” by Eckhart Tolle



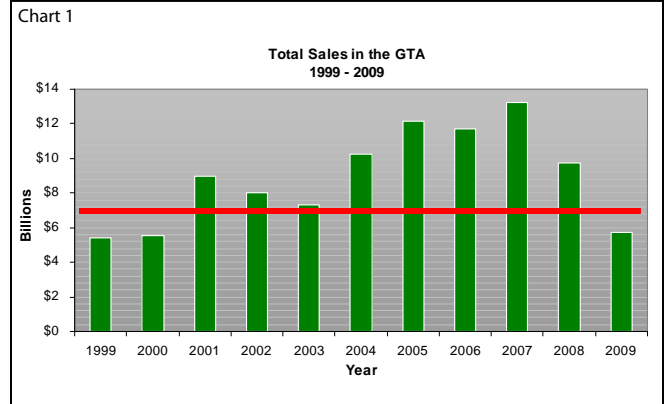
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The total GTA volume of real estate sales in value in excess of \$1 million and not a single family dwelling was \$5.7 billion in 2009. The figure is half the volume of sales of the 2004 and 2007 levels that ranged from \$10.3 to \$13.2 billion. (see Table #1 and Chart #1).

Land volume in 2009 accounted for 38% of the total dollar sales. Office buildings and industrial properties accounted for 19% and 18% respectively. (Table #2 and Chart #2).

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
<b>Total</b>	<b>\$98,005,902,600</b>

Table 1



Asset	\$	%
Land Total	\$ 2,157,398,438	38%
Industrial Buildings & Malls	\$ 1,034,568,123	18%
Office & Medical Buildings	\$ 1,076,644,032	19%
Residential Rental	\$ 416,709,437	7%
Retail Buildings & Plazas	\$ 551,218,070	10%
Others	\$ 473,317,826	8%
<b>2009 Total</b>	<b>\$ 5,709,855,926</b>	<b>100%</b>

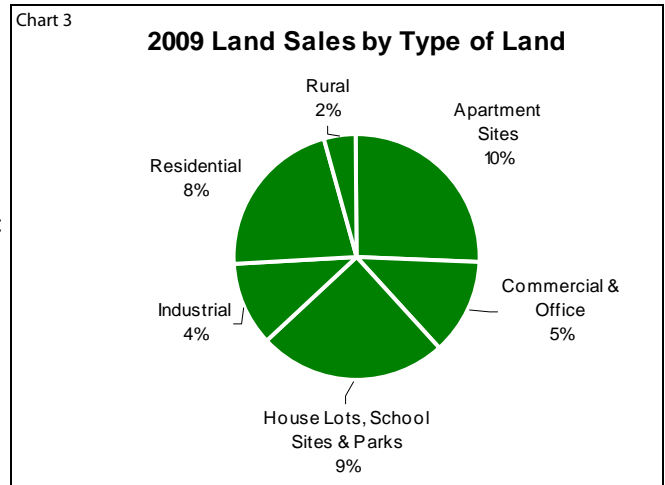
Table 2



Land volume in dollar is broken down further as follows:

Type	\$	%
Land - Apartment Sites	\$557,924,536	10%
Land - Commercial & Office	\$271,434,209	5%
Land - House Lots, School Site, Parks	\$525,696,012	9%
Land - Industrial	\$241,788,242	4%
Land - Residential	\$470,003,172	8%
Land - Rural	\$90,552,267	2%

Table 3



In the 2009 aggregate sales, as much as 44% of total sales were for assets greater than \$20 million. (Chart #4)

< 20 mil	\$ 3,176,722,492
> 20 mil	\$ 2,533,133,434
<b>2009 Total Sales</b>	<b>\$ 5,709,855,926</b>

Table 4

