

RECENT RETAIL PLAZA SALES – FOR INCOME

<p>1089 Kingston Road, Scarborough – a 37,882 sf-floor area retail plaza located east of Victoria Park Avenue. Closed on July 14th 2015 at \$10,800,000 or \$285 per sf. Cap Rate 6.1%</p>	<p>295 Eglinton Avenue East, Mississauga – a 19,566 sf-floor area retail plaza located north-east of Hurontario Street. Closed on July 15th 2015 at \$7,800,000 or \$399 per sf. Cap Rate 5.4%</p>
<p>10725 Mclaughlin Road, Brampton - a 11,731 sf-floor area retail plaza located east of Hurontario Street and north of Hwy 107. Closed on August 10th 2015 at \$ 5,000,000 or \$426 per sf.</p>	<p>601-605 Rogers Road, Toronto – a 163,300 sf-floor area retail plaza located south of Eglinton Ave West and east of Weston Road. Closed on September 10th 2015 at \$25,800,000 or \$158 per sf. Cap Rate 6%</p>
<p>1200 Brant Street, Burlington - a 115,076 sf-floor area retail plaza located north of Hwy 403 and east of Hwy 407. Closed on Sep 22nd 2015 at \$40,545,000 or \$352 per sf. Cap Rate 5.7%</p>	<p>465 Bayly Street West, Ajax - a 8,752 sf-floor area retail plaza located south of Hwy 401. Closed on September 30th 2015 at \$ 3,100,000 or \$ 354 per sf.</p>
<p>1515 Birchmount Road, Scarborough - a 13,332 sf-floor area retail plaza located south of Ellesmere Road. Closed on November 2nd 2015 at \$4,250,000 or \$319 per sf. Cap Rate 6.1%</p>	<p>2300 John Street, Markham - a 22,000 sf-floor area retail plaza located at Leslie Street. Closed on November 5th 2015 at \$8,900,000 or \$405 per sf.</p>

RECENT RETAIL PLAZA SALES – POTENTIAL RESIDENTIAL REDEVELOPMENT

<p>2762 Keele Street, North York - a 35,015 sf-land area improved with 9,925 sf-floor area retail plaza located at north west corner of Keele Street and Wilson Avenue. Closed on August 6th 2015 at \$6,750,000 or \$193 per sf of land.</p>	<p>250 Wincott Drive, Etobicoke - a 232,124 sf-land area improved with 60,000 sf-floor area retail plaza located north of Eglinton Avenue West and east of Kipling Avenue. Closed on October 5th 2015 at \$47,250,000 or \$204 per sf of land.</p>
---	--

Source: Marsh Report



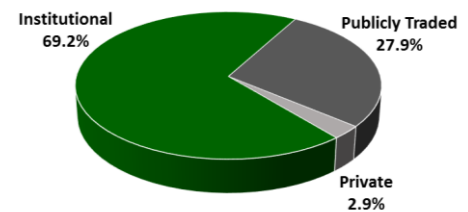
INDUSTRY COMMENTARY:

Enclosed Retail Malls Investment Sales

- \$4 billion in investment real estate trades since 2010

Enclosed Malls are part of a unique polarized retail category all on its own; they work or they don't work. Some of them have been demolished and yet some others keep expanding. In excess of \$4 billion in real estate enclosed malls have traded in the GTA since January 2010. The buyers are mainly Institutional with almost 70% of the dollar trade and publicly traded company account for almost 28% of the trades.

GTA BUYERS TYPE 2010-2015



[Click here for more information](#) 



LIFE LESSONS at PETRUS COMMERCIAL REALTY CORP - Lesson #70

The quotes from “Tao Te Ching of Lao Tzu”.

- “When the people of the world all know beauty as beauty, there arises the recognition of ugliness. When they all know the good as good, there arises the recognition of evil.”
- “Trying to understand is like straining through muddy water. Have the patience to wait! Be still and allow the mud to settle.”
- “The road you can talk about is not the road you can walk on”.

Source: “The Tao Te Ching of Lao Tzu”



INDUSTRY COMMENTARY:

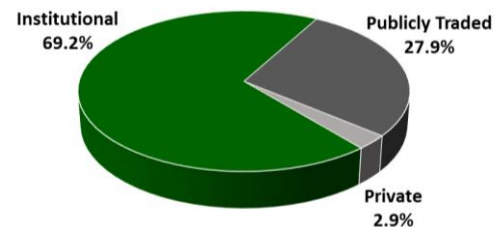
Enclosed Retail Malls Investment Sales

- Sales greater than \$20 millions
- GTA 2010 – 2015 YTD

Enclosed Malls are part of a unique polarized retail category all on its own; they work or they don't work. Some of them have been demolished and yet some others keep expanding. In excess of \$4 billion in real estate enclosed malls have traded in the GTA since January 2010. The Buyers are mainly Institutional with almost 70% of the dollar trade and publicly traded company account for almost 28% of the trades.

Buyer Type	Total Amount	Percentage
Institutional	\$2,806,810,786	69.2%
Publicly Traded	\$1,130,820,758	27.9%
Private	\$118,400,000	2.9%
	\$4,056,031,544	100.0%

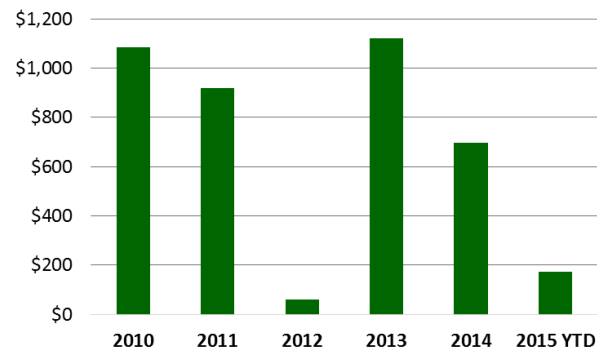
GTA BUYERS TYPE 2010-2015



Being unique, the number of trades is limited to a few single yearly trades. The dollars amounts are nonetheless significant and except for 2012 and YTD 2015, the average for the four years is approaching \$1 billion.

Year of Sale	Number of Trades	Total Amount
2010	6	\$1,085,546,868
2011	6	\$918,700,000
2012	2	\$59,250,000
2013	7	\$1,122,920,918
2014	2	\$696,938,758
2015 YTD	3	\$172,675,000
Total	26	\$4,056,031,544

GTA Enclosed Malls 2010-2015 YTD (millions \$)



There are a total of nineteen participants in this buying category and yet the top ten buyers account for 89% of total trades and the top five buyers account for 61% of total trades.

GTA ENCLOSED MALLS BUYERS 2010-2015 YTD (Larger than \$20 Million)

Buyer	Buyer Type	Total Amount	PROPERTY ADDRESS
Bentall	Institutional	\$731,500,000	10 DUNDAS STREET EAST, 630 SHEPPARD AVENUE EAST
Canada Pension Plan	Institutional	\$503,000,000	17600 YONGE STREET
Oxford	Institutional	\$471,802,064	17600 YONGE STREET, 9350 YONGE STREET (50%)
Ontario Pension Board	Institutional	\$387,000,000	5100 ERIN MILLS PARKWAY
Primaris	Publicly Traded	\$379,000,000	777 GUELPH LINE, 240 LEIGHLAND AVENUE
OTHERS		\$1,583,729,480	
TOTAL		\$4,056,031,544	

Source: Marsh Report