



1-A Bansley Avenue Toronto, Ontario

This 5,227 square foot corner site located immediately west of Oakwood Avenue, north of St-Clair and south of Eglinton Avenue West in Toronto is improved with a 19 unit walk up apartment building.

What We Have Learned

We optimized the sale price and sold the property above the asking price by focusing the marketing program on two major asset characteristics to reassure a prospective investor about minimal future capital repair concerns. We focused firstly on the fact that recent significant improvements had been completed including new windows, brick tuck pointing, and upgraded roof. Secondly, we portrayed the minimal structural building systems that did not include an elevator, balconies or underground parking garage that are a common concern for major source of capital expenditures.

Reference

“I was skeptical at first that we would be able to get the asking price. Pierre Gagné of Petrus Commercial Realty Corp recognized the favorable market conditions for apartment buildings of this size and, through Petrus’ extensive database, found purchasers of similar size buildings in recent years. Pierre identified and highlighted the potential for increased revenue and reduced future expenses. By the end of the process, I had four competing offers and was able to sell the building above the asking price. I will definitely be returning to Petrus for my next commercial purchase.”

Mr. Andre Piché