

### OUR NEW LISTINGS

#### A 107 UNIT LUXURY APARTMENT COMPLEX 70-80-90 HEATH STREET WEST, TORONTO



The 73,541 square foot, rectangular site with 290 foot frontage on the north side of Heath Street West is strategically located north of St Clair Ave. West and west of Yonge Street and is improved with a three building 120,996 square foot 107 unit luxury residential rental building complex.

Un-Priced Proposal Call, Offers Due Tuesday June 12, 2012.

[Click here for more information](#) 

#### 19 UNIT LOW RISE APARTMENT BUILDING 1-A BANSLEY AVENUE, TORONTO

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

Asking Price: \$1,750,000 or \$92,105 per suite

[Click here for more information](#) 

### RECENT GTA MULTI - RESIDENTIAL SALES

Source: [Marshmet.com](#)

2386 & 2400 New Street – Burlington – 6.6% Cap – Rental apartments with 230 suites located west of Guelph Line. Closed Mar. 7, 2012 at 19,910,000 or \$86,565 per suite.	1264 York Mills Road – North York – 4.9% Cap – A 76 suite rental apartment building located west of Victoria Park Avenue. Closed Nov. 18, 2011 at \$10,600,000 or \$139,474 per suite.
3000 & 3015 Queen Street East – Scarborough – Rental apartment buildings with 135 suites located east of Victoria Park Avenue. Closed February 22, 2012 at \$17,500,000 or \$129,630 per suite.	1, 35, & 40 Fountainhead Rd & 470 Sentinel Rd. – North York – 5.2% Cap – Rental apartment buildings totalling 1,478 suites located west of Keele Street. Closed October 24, 2011 at \$134,417,216 or \$90,945 per suite.
380 Gibb Street – Oshawa – 5.9% Cap – A 126 suite rental apartment building located east of Thornton Road. Closed Jan. 31, 2012 at \$11,650,000 or \$92,460 per suite.	50 Burnhill Road – Scarborough – 5.5% Cap – A 163 suite apartment building located west of Warden Ave. Closed Oct. 18, 2011 at \$16,050,000 or \$98,466 per suite.
739 Birchmount Road – Scarborough – 6.5% Cap – A 123 suite rental apartment building located south of Eglinton Avenue East. Closed November 30, 2011 at \$12,300,000 or \$100,000 per suite.	3480 Havenwood Drive & 1485 Williamsport Drive – Mississauga – 5.7% Cap – Rental apartment buildings with 262 suites located east of Dixie Road. Closed September 14, 2011 at \$31,200,000 or \$119,084 per suite.
1229 Marlborough Court – Oakville – 5.2% Cap – A 226 suite rental apartment building located west of Trafalgar Road. Closed August 29, 2012 at \$40,280,000 or \$72,394 per suite.	



### INDUSTRY COMMENTARY:

#### Utility Rate Changes in 2012 - Electricity & Water Increase, Natural Gas Decreases

The Ontario Energy Board (OEB) recently announced a 6.7% increase to the regulated price plan rate of electricity. Earlier in April the OEB announced a decrease of 27% to the effective price of natural gas. The city of Toronto increased its general water rate and industrial water rate by 9% on January 1, 2012.


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### LIFE LESSONS at PETRUS COMMERCIAL REAL ESTATE CORP- Lesson #54


#### 10 Amazing Lessons from Albert Einstein

Lesson 7 of 10: Create Value - "Strive not to be a success, but rather to be of value."

Don't waste your time trying to be successful, spend your time creating value. If you're valuable, then you will attract success. Discover the talents and gifts that you possess, learn how to offer those talents and gifts in a way that most benefits others. Labor to be valuable and success will chase you down. [Click here for more](#) 



### NOW HIRING

1. We are seeking motivated licensed real estate agents to join our winning team.
2. We are also seeking a motivated Administrative/Marketing Research Assistant. [Click here for more info](#) 



## INDUSTRY COMMENTARY:

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#### Electricity

The 6.7% increase raises the per kWh cost from 7.6 cents to 8.1 cents. The average rate change since 2006 is 3.8%. The OEB adjusts prices every six months to ensure consumers pay the true cost of electricity over time, but are not subject to day-to-day market volatility.

#### Natural Gas

The 27% decrease in the effective price per m<sup>3</sup> from 11.2 cents to 8.1 cents is the third largest decrease in the past 6 years. The average quarterly change for the past 6 years has been negative 4.5%. The OEB adjusts prices every quarter to reflect the difference between the forecasted price for natural gas in the next 12 months and how much it actually costs. In Ontario, utilities pass the cost to purchase the gas on to consumers, with no markup.

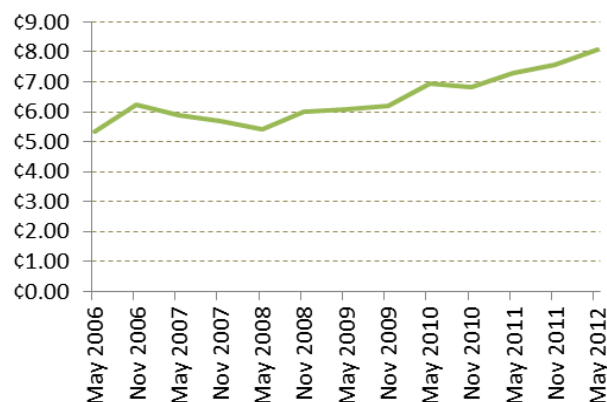
#### Water

The 9% increase raises the general water rate from \$2.28 to \$2.49, and the industrial water rate from \$1.60 to \$1.74. The average general water rate change over the past 4 years has been 9.4% each year while the industrial rate has only increased an average of 5.9%. Toronto City Council adjusts water rates annually, effective January 1.

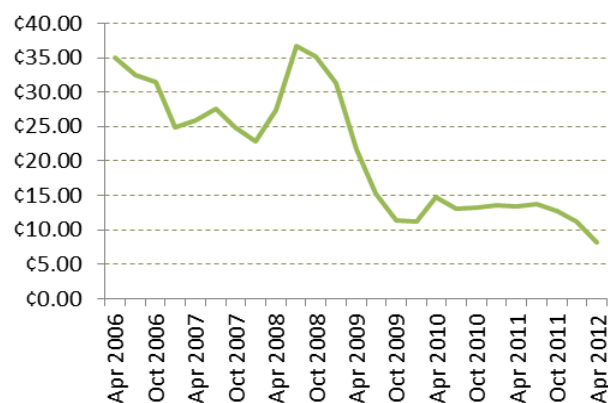
#### Sources:

- Ontario Energy Board (<http://www.ontarioenergyboard.ca>)
- City of Toronto Water Rates ([http://www.toronto.ca/utilitybill/water\\_rates.htm](http://www.toronto.ca/utilitybill/water_rates.htm))

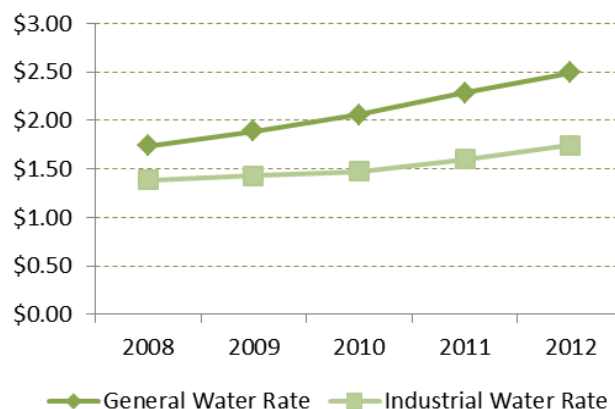
#### Electricity - Average RPP Price (¢/kWh)



#### Natural Gas - Effective Price (¢/m<sup>3</sup>)



#### Water (City of Toronto) - Rate per m<sup>3</sup>





## LIFE LESSONS at PETRUS COMMERCIAL REAL ESTATE CORP- Lesson #54 10 Amazing Life Lessons You Can Learn From Albert Einstein



### 1. Follow Your Curiosity

“I have no special talent. I am only passionately curious.”

What piques your curiosity? I am curious as to what causes one person to succeed while another person fails; this is why I've spent years studying success. What are you most curious about? The pursuit of your curiosity is the secret to your success.

### 2. Perseverance is Priceless

“It's not that I'm so smart; it's just that I stay with problems longer.”

Through perseverance the turtle reached the ark. Are you willing to persevere until you get to your intended destination? They say the entire value of the postage stamp consist in its ability to stick to something until it gets there. Be like the postage stamp; finish the race that you've started!

### 3. Focus on the Present

“Any man who can drive safely while kissing a pretty girl is simply not giving the kiss the attention it deserves.”

My father always says you cannot ride two horses at the same time. I like to say, you can do anything, but not everything. Learn to be present where you are; give your all to whatever you're currently doing. Focused energy is power, and it's the difference between success and failure.

### 4. The Imagination is Powerful

“Imagination is everything. It is the preview of life's coming attractions. Imagination is more important than knowledge.”

Are you using your imagination daily? Einstein said the imagination is more important than knowledge! Your imagination pre-plays your future. Einstein went on to say, “The true sign of intelligence is not knowledge, but imagination.” Are you exercising your “imagination muscles” daily, don't let something as powerful as your imagination lie dormant.

### 5. Make Mistakes

“A person who never made a mistake never tried anything new.”

Never be afraid of making a mistake. A mistake is not a failure. Mistakes can make you better, smarter and faster, if you utilize them properly. Discover the power of making mistakes. I've said this before, and I'll say it again, if you want to succeed, triple the amount of mistakes that you make.

### 6. Live in the Moment

“I never think of the future - it comes soon enough.”

The only way to properly address your future is to be as present as possible “in the present.” You cannot “presently” change yesterday or tomorrow, so it's of supreme importance that you dedicate all of your efforts to “right now.” It's the only time that matters, it's the only time there is.

### 7. Create Value

“Strive not to be a success, but rather to be of value.”

Don't waste your time trying to be successful, spend your time creating value. If you're valuable, then you will attract success. Discover the talents and gifts that you possess, learn how to offer those talents and gifts in a way that most benefits others. Labor to be valuable and success will chase you down.

## 10 Amazing Life Lessons You Can Learn From Albert Einstein Cont'd



### 8. Don't Expect Different Results

“Insanity: doing the same thing over and over again and expecting different results.”

You can't keep doing the same thing everyday and expect different results. In other words, you can't keep doing the same workout routine and expect to look differently. In order for your life to change, you must change, to the degree that you change your actions and your thinking is to the degree that your life will change.

### 9. Knowledge Comes From Experience

“Information is not knowledge. The only source of knowledge is experience.”

Knowledge comes from experience. You can discuss a task, but discussion will only give you a philosophical understanding of it; you must experience the task first hand to “know it.” What's the lesson? Get experience! Don't spend your time hiding behind speculative information, go out there and do it, and you will have gained priceless knowledge.

### 10. Learn the Rules and Then Play Better

“You have to learn the rules of the game. And then you have to play better than anyone else.”

To put it all in simple terms, there are two things that you must do. The first thing you must do is to learn the rules of the game that you're playing. It doesn't sound exciting, but it's vital. Secondly, you must commit to play the game better than anyone else. If you can do these two things, success will be yours!