

## RECENT GTA INDUSTRIAL SALES

Source: [Marshmet.com](http://Marshmet.com)

**A portfolio sale closed October 9, 2012 at \$20,512,300. These properties are located at:**

**5330 South Service Road – Burlington** – 48,000 sq ft industrial building on a 3.29 acres compact lot on the south-east corner of South Service Road and Gateway Drive. Age: 1970. Plant Ceiling: 18 ft. Closed at \$4,851,852 or \$101 per sq ft or 7.2% Cap.

**845 Laurentian Drive – Burlington** – 109,922 sq ft industrial building on a 6.33 acres irregular lot located east of Harvester Road, backing railway. Age: 2003. Mezzanine. Closed at \$9,252,535 or \$84 per sq ft or 6.9% Cap.

**55 Doney Crescent – Vaughan** – 121,225 sq ft industrial building located on an 8.91 acres four-sided lot on the south side of Doney Crescent, backing onto Hwy 407. Age: 1970. Plant Ceiling: 30 ft. Closed at \$6,407,913 or \$53 per sq ft or 7.0% Cap.

**5200 Dixie Road – Mississauga – 6.75% Cap** – 219,481 sq ft industrial mall located on a 9.93 acres lot on the corner of Dixie Road and Aimco Blvd. Age: 1972. Closed at \$16,475,000 or \$75 per sq ft.

**6581-6601 Kitimat Road – Mississauga – 6.3% Cap** – 304,095 sq ft industrial mall located on a 16.92 acres lot south of Argentia Road. Age: 1980's. Closed at \$27,300,000 or \$90 per sq ft.

**420-426 Nugget Avenue – Scarborough** – 177,228 sq ft industrial building located on a 10.62 acres irregular shaped lot west of Markham Road, north of Hwy 401. Age: 2005. Plant Ceiling: 28 ft. Closed at \$13,700,000 or \$77 per sq ft.

**2370 South Sheridan Way – Mississauga** – 68,030 sq ft vacant industrial building located on a 3.71 acres lot east of Winston Churchill, facing the QEW. Age: 1985. Closed at \$4,650,000 or \$68 per sq ft.

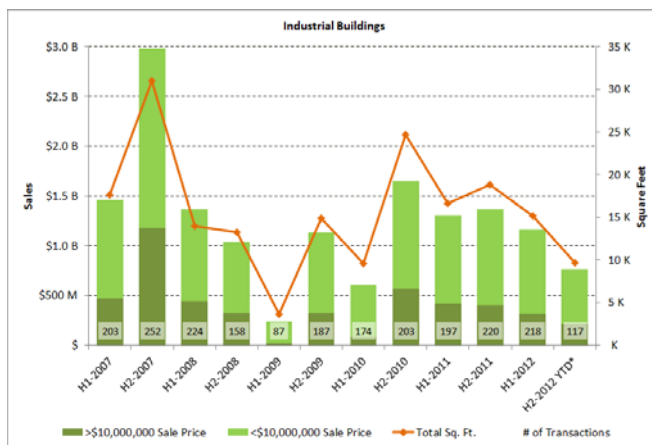


## GTA INDUSTRIAL REAL ESTATE SALES: VOLUME REVERTS BACK TO EQUILIBRIUM

Transaction activity in GTA industrial real estate sector appears to have found a balance over the past two years following a dramatic reduction in volumes in early 2009.


Semi-annual sales of industrial buildings have stabilised between \$1.2 and \$1.35-billion dollars or 15 to 18 million square feet of space since the start of 2011. The number of transactions has also stabilised at slightly over 200 every six months.

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"If you hire people just because they can do a job, they'll work for your money. But if you hire people who believe what you believe, they'll work for you with blood and sweat and tears." ~ Simon Sinek [Click here for the video link](#) 



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## GTA INDUSTRIAL REAL ESTATE SALES: Volume Reverts Back to Equilibrium

Transaction activity in GTA industrial real estate sector appears to have found a balance over the past two years following a dramatic reduction in volumes in early 2009.

Semi-annual sales of industrial buildings have stabilised between \$1.2 and \$1.35-billion dollars or 15 to 18 million square feet of space since the start of 2011. The number of transactions has also stabilised at slightly over 200 every six months. This balance contrasts the volatile nature of the market seen from 2009 to 2011. The volatility and subsequent balancing has applied equally to transactions >\$10-million and those less <\$10-million dollars (see Chart 1 - Top).

Price per square foot of building (PSF) also appears to have stabilised in the past two years. Interestingly, in 2007 PSF was relatively the same between transactions > and < \$10-million dollars. After 2007 PSF values have diverged with >\$10-million transactions averaging \$80 PSF in the past two years while <\$10-million have averaged \$101 PSF (see Chart 1 - Bottom).

Industrial land sales have also shown signs of a balanced recovery since the peak of 2007. Since the second half of 2010 total semi-annual transaction volume in dollars has been roughly \$250-million with approximately 600 acres trading hands. H2-2011 was particularly strong but accounts for a weak H1-2011. (see Chart 2 - Top).

Price per acre of land (PPA) has remained relatively stable despite the volatility of transaction volumes seen in the past 5 years. Overall, the average PPA reached a high of \$458K in the second half of 2007 and a low of \$313K in the second half of 2009. As with price per square foot of building, PPA has diverged since when the size of the transaction is considered. From 2007 to 2010 the average PPA of land for transactions >\$10-million was \$595K and for <\$10-million transactions \$540K. Since the start of 2011 sales of <\$10-million have sold for ~\$300K more per acre (see Chart 3 - Bottom).

Chart 1

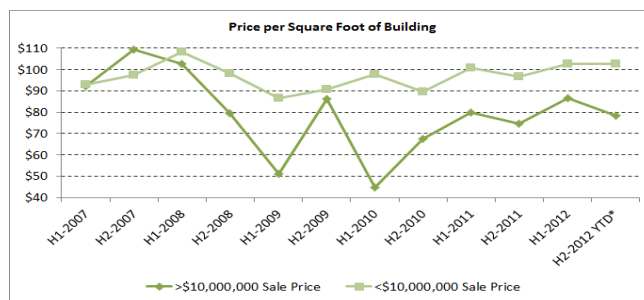
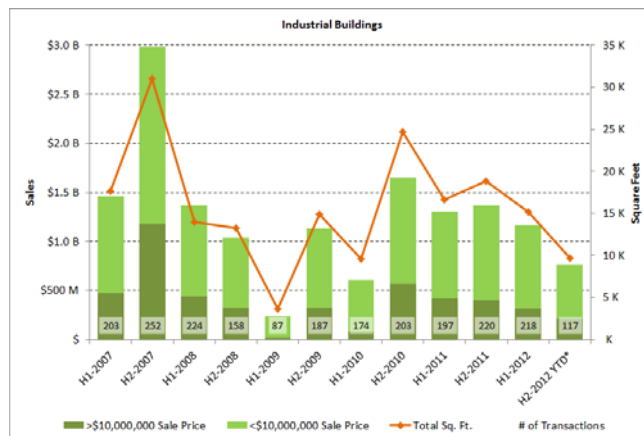
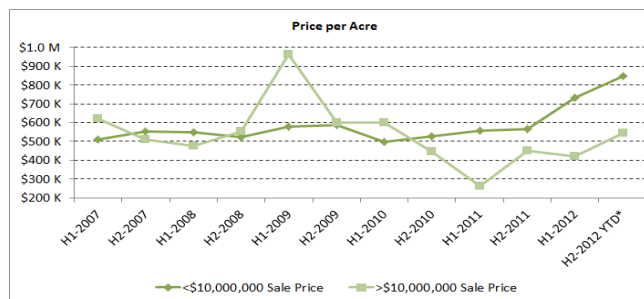
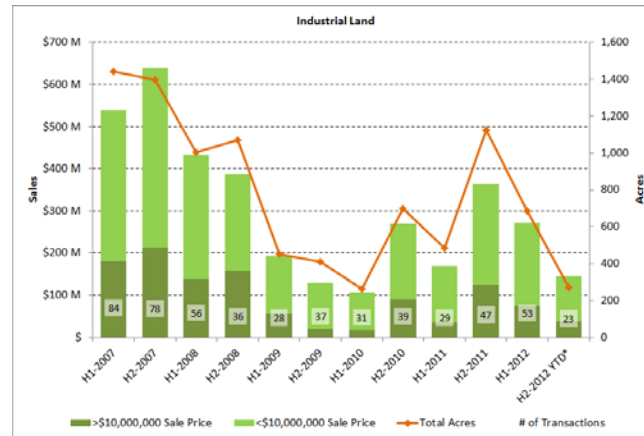


Chart 2



\*YTD H2-2012 as of October 25, 2012.

Original data source: MarshNet All GTA sales