

#### OUR NEW LISTING



#### 110-114 Cumberland Street, Toronto

- Fully leased, four level building comprised of 14,343 gross square feet with a re-measured leasable area of 13,350 square feet.
- Located in the heart of Toronto's upscale Bloor-Yorkville District.
- Net Operating Income is approximately \$400,000.

Asking Price: \$8,900,000

Offers will not be reviewed until: November 5<sup>th</sup>, 2013

[Click here for more information](#) 

#### OUR RECENT SALES



#### 26-32 Cumberland Street

A 3,968 square foot site improved with a two storey 7,440 square foot retail building located west of Yonge Street. Closed March 13, 2013 at \$6,550,000 or \$880 per SF.

[Click for our case study](#) 



#### 1119 Fennell, Hamilton

A 5.02 acre corner site with two buildings totalling 109,083 sq.ft. Closed May 31, 2013 at \$18,000,000 or 7% Cap Rate.

[Click for our case study](#) 

#### RECENT ENCLOSED MALLS SALES

Source: Marshnet.com

**Upper Canada Mall - 17600 Yonge Street – Toronto** – A 350,000 SF building located on the north west corner of Davis Drive. Closed on June 3<sup>rd</sup>, 2013 at \$251,500,000 or \$719 per SF.

**Bowmanville Mall - 187-243 King Street East – Carlington** – A 151,615 SF building located near Sherbourne Street. Closed on June 6<sup>th</sup>, 2013 at \$36,420,000 or \$240 per SF.

**Portfolio Sale: Oakville Place at 240 Leighland Avenue in Oakville (455,000 SF), Burlington Mall at 777 Guelph Line in Burlington (638,000 SF), Eglinton Square Mall at 1 Eglinton Square in Scarborough (289,800 SF) - Totalling 1,382,800 SF.** Closed April 4<sup>th</sup>, 2013 at a total price of \$514,400,910.



#### INDUSTRY COMMENTARY:

#### Strategic Retail Property Selling in 2013

- Larger Property Sales Capture 85% of Dollar Volume.

Retail property sales excluding retail land sales in the GTA total \$1.23 billion year to date. Totals for 2008 to 2012 were \$298 million to \$625 million per year, averaging \$938 million.

[Click here for more information](#) 



#### LIFE LESSONS at PETRUS COMMERCIAL REALTY CORP- Lesson #61

#### “Why Not?”

Our general direction in life is a consequence in a big part of our internal dialogue. One can ask “Why?” when reviewing the past; or one can ask “Why Not?” when considering the future. Attempting to answer “Why?” leaves you stuck in the past while the “Why Not” propels you in a whole world of possibilities.

#### NOW HIRING

We are seeking motivated licensed Commercial Real Estate Sales Representatives to join our team.

[Click here for more information](#) 



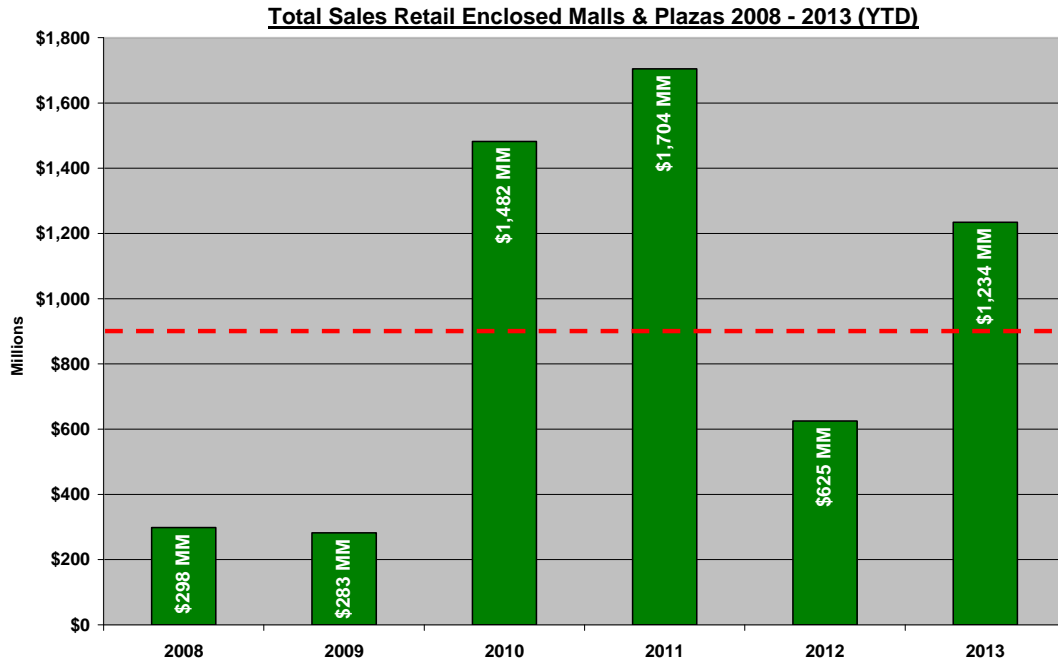


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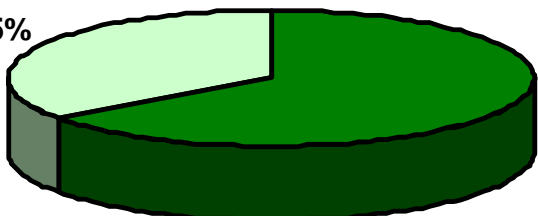
Strategic selling is a major drive of sales activity this year where public and institutional capital has been the source of activity amongst both sellers and buyers. A total of 42 properties (40 transactions) traded year to date for a total of \$1.23 billion. Enclosed malls with five properties trading (three transactions) totalled \$802 million versus \$432 million in retail plazas. The term retail plaza is being enlarged to include larger inner city urban trades like 78-92 Yorkville Street (\$58 million). The trend is polarized further when the larger six retail plazas totalling \$251 million (selling for amounts in excess of \$20 million) are added to the larger enclosed mall sales dollar volume of \$802 million. The resulting total is 11 of 42 properties (26%) account for \$1.05 billion or 85% of the \$1.23 billion property total dollar volume sales YTD 2013.

#### \$ Volume YTD 2013

##### Retail Plazas

\$432 million

35%



Enclosed Malls

\$802 million

65%

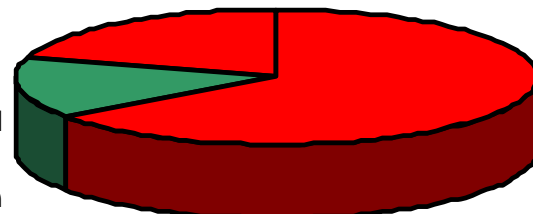
#### Enclosed Malls vs Small & Large Retail Plazas

##### Large Retail

Plazas

\$251 million

20%



Small Retail Plazas

\$181 million

15%

Enclosed Malls

\$802 million

65%

Source: Marshnet.com