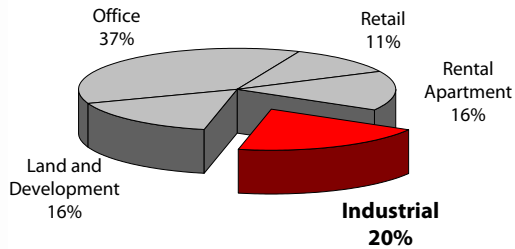




#### Pierre Gagné's Historic Scope of Business



The corporate branding exercise that we commissioned earlier this year for P.G. Gagné Commercial Real Estate Corp. revealed that different clients have a different understanding of the scope of business covered by the firm. We are clearly identified as GTA experts advising and assisting in the sale of mid-market assets of \$5 to \$25 million. Many clients however associate our asset class mainly along the lines of their own scope of business. P.G. Gagné Commercial Real Estate Corp. covers all main asset classes. This week's newsletter addresses the industrial sector.

#### Recent Sales in the GTA

**160 Carrier Drive and 1787 Albion Road** – a 464,000 square foot single tenant industrial building located south of Steeles Avenue West, west of Highway No. 27 in Etobicoke. Closed on July 29, 2004 at \$17,743,000 or \$38 per square foot.

**75 Rexdale Boulevard** – a 312,662 square foot multi tenant industrial building located on the south side of Rexdale Boulevard, west of Islington Avenue in Etobicoke. Closed July 2, 2004 at \$16,400,000 or \$52 per square foot or 10.5% cap rate.

**2233 Sheppard Avenue West** – a 1,123,039 square foot multi tenant industrial building located on the south side of Sheppard Avenue West, west of Highway 400 in North York. Closed July 8, 2004 at \$41,000,000 or \$37 per square foot or 10% cap rate.

**700-780 Gordon Baker Road** – a 120,951 square foot multi tenant flex space industrial building located on the north side of Gordon Baker Road, east of Victoria Park Avenue in North York. The building consists of 56% industrial and 44% office. Vacancy is 21% and is all in the office component. Closed on July 21, 2004 at \$7,500,000 or \$62 per square foot or 6.5% cap rate after income slippage.

**A four building industrial portfolio** containing a total gross floor area of approximately 440,862 square feet. The total purchase price for the buildings is \$32,532,177 or \$74 per square foot. The portfolio's estimated total net operating income as fully leased is approximately \$2,718,000 or 8.4% cap rate. Addresses are 6880 Columbus Road, Mississauga, 156 Adams Blvd., Brantford, 55 Renfrew Drive, Markham and 3210 Langstaff Road, Vaughan.

#### Life Lessons at P.G. Gagné Commercial Real Estate Corp. – Lesson #5

**Lionhead Golf and Country Club; Masters' hole #14: "All mistakes in golf are in themselves a useful piece of learning."** The same applies to life and to business. While mistakes bring with them a dosage of humility proportionate to the gravity of the offence, adequate perspective will allow oneself to learn from them.

Twenty-five years of business here may have brought its fair share of humility but it also brought an equal amount of learning and experience available for the benefit of clients in the future.