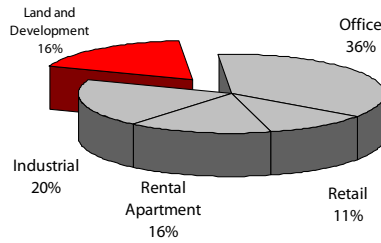




### Pierre Gagné's Historic Scope of Business



The corporate branding exercise that we have commissioned 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. Many clients however associate our asset class mainly along the lines of their own scope of business. P.G. Gagné Commercial Real Estate Corp. however covers all main asset classes.  
[www.gagnerealestate.ca](http://www.gagnerealestate.ca)

### OUR NEW LISTING – FOR SALE BY PROPOSAL CALL



The Mary Ellen Baker Lands offer the opportunity to own and finalize the development process for mainly residential and partially mixed use development land. The site of approximately 65.199 acres with 2,219 foot frontage on the south side of Rutherford Road and 1,302 foot depth on the east side of Dufferin Street is located within Block 10 of the City of Vaughan.

**Offer due date: May 18<sup>th</sup>, 2005 at 12:00 o'clock noon at our office.**

For more information visit [www.gagnerealestate.ca/bakerlands.php](http://www.gagnerealestate.ca/bakerlands.php)



### INDUSTRY COMMENTARY

**Vaughan Lot Prices Expected to Rise Due to Recent Residential Land Price Increases.**

For the full commentary [click here.](#) 

### RECENT LOT SALES IN VAUGHAN

**Shemer Drive** – 41 units located south east of Dufferin Street and Rutherford Road. Closed September 14, 2004 at \$3,958,000 at \$2,900 to \$3,700 per front foot or 12 detached with 35 and 46 foot frontages at \$114,000 and \$135,000 respectively or 29 townhouse lots with 23 and 26 foot frontages at \$85,000 and \$87,000 respectively.

**Mistywood Crescent** – 74 units located south west of Bathurst Street and Rutherford Road. Closed October 15, 2004 at \$8,609,000 at \$3,650 to \$4,000 per front foot or 12 semi's with 60 foot frontages at \$110,000, 13 detached with 36 foot frontages at \$138,000, 12 detached with 45 foot frontages at \$165,000, and 37 townhouse lots with 120, 143 and 191 foot frontages at \$95,000.

**Jordan Hofer Way** – 127 units located south west of Major Mackenzie Drive and Weston Road. Closed October 8, 2004 at \$20,278,561 at \$3,100 to \$3,550 per front foot or \$104,223 to \$227,960 with 40-50 foot frontages.

**Garview Court** – 6 units located south west of Pine Valley Drive and Willis Road. Closed November 19, 2004 at \$1,500,000 or \$250,000 or \$5,000 per 50 foot frontage.



### FORUM - Your Feedback and Comments on "Volume #11.03 - Asset Focus: Land" [Click!](#)

*"..the large reduction in new home sales seen during the past half year is largely due to increased house prices, as builders have attempted to pass-through increases in lots, levies, materials and trades." - WD*

*"... lot prices are not escalating as rapidly as raw land, because the time-gap between the agreement date of the lot sales, and the date when the transaction is consummated, i.e. after the plan of subdivision is registered. Most lot closings occur 18 to 24 months after they have been negotiated." - TS*

### Life Lessons at P.G. Gagné Commercial Real Estate Corp. – Lesson #14

**"There is no such thing as easy money.** In this business it might sometimes seem otherwise. As if anyone can make it, as if it's done with luck and there's plenty to go around. At times like these, the voice of compromise can be seductive. Do what is easy, it whispers. Do what is fashionable. Do what works today, and let tomorrow take care of itself. But money isn't just a way of keeping score, is it? It's part of life. It nourishes ideas. It fuels enterprise. It secures futures. And tomorrow won't take care of its self." *Source: This is Not a Game - KBSH*



### INDUSTRY COMMENTARY

#### Vaughan Lot Prices Expected to Rise Due to Recent Residential Land Price Increases.

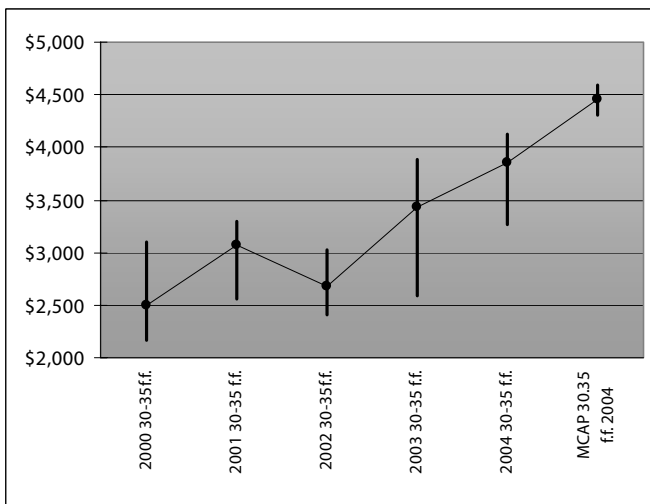
Real Estate Report #11.03 showed that Vaughan residential land has broken the \$500,000 per acre mark. T.S.'s comments regarding the 18-24 month lag effect on lot prices prompted us to look at lot prices from 2000 to 2004. The average prices per front foot were \$3,850 and \$3,585 for 30-35 front foot and 40-50 front foot respectively throughout 2004. Interestingly enough MCAP's year end value survey showed averages of \$4,500 and \$4,450 respectively. The gap is explained by the fast increase in values during 2004.

Failing a rapid increase in construction costs and interest rate this year, we anticipate lot values to continue to increase throughout the year.

			Total Detached Lots		Total Sales with
	30-35 f.f.	40-50 f.f.	30-35 f.f.	40-50 f.f.	Detached Lots
<b>2000</b>	\$2,160-\$3,100	\$1,577-\$3,000	419	456	14
<b>Average</b>	\$2,499	\$2,805			
<b>2001</b>	\$2,554-\$3,300	\$2,249-\$3,417	384	554	10
<b>Average</b>	\$3,064	\$2,246			
<b>2002</b>	\$2,404-\$3,020	\$2,253-\$3,100	298	286	7
<b>Average</b>	\$2,683	\$2,620			
<b>2003</b>	\$2,582-\$3,880	\$2,488-\$3,947	149	372	7
<b>Average</b>	\$3,425	\$3,050			
<b>2004</b>	\$3,260-\$4,131	\$2,935-\$5,000	121	778	8
<b>Average</b>	\$3,850	\$3,585			
<b>MCAP*</b>	\$4,300-\$4,600	\$4,100-\$4,900	n/a	n/a	n/a
<b>Average</b>	\$4,450	\$4,500			

\*MCAP – Estimate Year End 2004

**Vaughan Residential Detached Lots  
30-35 Front Feet  
2000-2004**



**Vaughan Residential Detached Lots  
40-50 Front Feet  
2000-2004**

