

NEW LISTINGS – SIGNATURE OFFICE USER BUILDINGS



95 King Street East, Toronto, Ontario

A site of approximately 5,324 square feet improved with a 27,543 gross square foot, five storey plus fully leased basement **office building** located at 95 King Street East, two blocks east of Yonge Street in Toronto, Ontario.

Asking price \$5,000,000 Cash

Click to find out more www.gagnerealestate.ca/95kingeast.php



3550 & 3560 – 3570 Victoria Park Ave. Toronto, Ontario

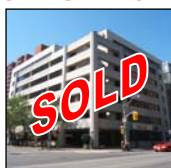
A 4.75 acre site improved with a 184,386 square foot mixed use commercial project located on the south west corner of Victoria Park Avenue and Tempo Avenue in the City of Toronto. Income in place \$1,200,000

Asking Price: \$11,000,000.

Click to find out more www.gagnerealestate.ca/vicparkandtempo.php



PIERRE'S RECENT SALES



75 Eglinton Avenue East, Toronto, Ontario

A site of approximately 15,495.8 square feet improved with a vacant 74,681 gross square foot seven storey **office building** located on the southwest corner of Eglinton Avenue East and Dunfield Avenue two blocks east of Yonge Street in Toronto, Ontario. Closed on November 30th, 2006 at \$9,360,000 or \$125 per square foot.

OTHER RECENT OFFICE BUILDING SALES

10 Toronto Street – Toronto – A 12,000 square foot building located east of Yonge Street, south of Adelaide Street East. Closed May 8, 2007 at \$14,000,000 or **\$1,167** per SF.

236 Avenue Road – Toronto – A 13,800 square foot building located south of Dupont Street, north of Roxborough Street West. Closed May 3, 2007 at \$3,600,000 or **\$261** per SF.

80 Scarsdale Road – North York – A 31,410 square foot building located east of Leslie Street, south of York Mills Road. Closed May 2, 2007 at \$4,350,000 or **\$138** per SF.

146 Bloor Street West – Toronto – A 104,000 square foot building located west of Yonge Street and just east of Avenue Road. Closed May 1, 2007 at \$12,900,000 or **\$124** per SF.

149 College Street – Toronto – A 51,100 square foot building located west of University Avenue. Closed April 26, 2007 at \$12,050,000 or **\$236** per SF.

106 Front Street East – Toronto – A 33,265 square foot building located east of Jarvis Street. Closed April 5, 2007 at \$8,000,000 or **\$240** per SF.

259 Yorkland Road – Toronto – A 28,700 square foot building located south of Sheppard Avenue East. Closed March 29, 2007 at \$5,093,750 or **\$177** per SF.

10 King Street East – Toronto – A 54,728 square foot building located just east of Yonge Street. Closed March 26, 2007 at \$10,300,000 or **\$188** per SF.

8 Market Street – Toronto – A 11,820 square foot building located west of Jarvis Street. Closed February 20, 2007 at \$2,700,000 or **\$228** per SF.

53 Yonge Street – Toronto – A 9,420 square foot building located north of Wellington Street. Closed February 20, 2007 at \$2,500,000 or **\$265** per SF.

117 Eglinton Avenue East – Toronto – A 30,500 square foot building located three blocks east of Yonge Street. Closed February 12, 2007 at \$7,150,000 or **\$234** per SF.

205 Yonge Street – Toronto – A 13,229 square foot building located north of Queen Street. Closed February 2, 2007 at \$3,650,000 or **\$276** per SF.

Source: Marshnet.com



INDUSTRY COMMENTARY – Office Rental Rates

- The tenants' perspective vs the landlord perspective (1992 – 2006)

From the tenants' perspective, office rental rates have generally increased during the past fifteen years in the GTA. Cushman & Wakefield's data shows that gross rental office rates have increased from approximately \$20 per square foot in 1992, up to \$25 per square foot in Metro East and Metro West . . .

Click here to read more about Office Rental Rates



Life Lessons at P.G. GAGNÉ COMMERCIAL REAL ESTATE CORP., Brokerage – Lesson # 23

"Somewhere over the rainbow, blue birds fly . . ."

Click here to hear more <http://www.youtube.com/watch?v=2A2Jt4WOxN8>



We're Hiring! P.G. Gagné Commercial Real Estate Corp., Brokerage is looking to hire experienced commercial real estate investment sales professionals. For more information contact: Pierre Gagné at (416) 955-1885 or email resumes to: pierre@gagnerealestate.ca

Who Wants To Get Out Of A Real Estate Limited Partnership? We have a client who will restructure real estate partnerships and buy the limited partnership units. The real estate focus is: Income Producing Real Estate located in Ontario



INDUSTRY COMMENTARY – Office Leasing Rental Rates - The tenants perspective vs the landlord perspective (1992 – 2006)

From the tenants' perspective, gross office rental rates have generally increased during the past fifteen years in the GTA. Cushman & Wakefield's data shows that gross rental office rates have increased from approximately \$20 per square foot in 1992, up to \$25 per square foot in Metro East and Metro West and up to \$47 in the Financial Core by the end of 2006.

From the landlords' perspective, however, net rents have followed a much different pattern. Net rents throughout the GTA have basically returned to their 1992 levels as of year end 2006 after mild fluctuations throughout the time period. Financial Core \$26/\$25 net; Metro West \$13 net; Metro East \$12 net.

Tenants have experienced a general increase in rents – but landlords have yet to feel the benefits, with virtually all of the increases being eaten away by operating costs and taxes.

These findings raise some interesting questions. What will be the direction of net rents in each of the sub markets over the next five years? Are net rental rates on a ten year cycle or fifteen year cycle? What will be the influence of new construction? Will the impact be different between small tenant and large tenant buildings? Your answers to these questions will dictate your investment strategies in the Toronto office market. Your thoughts and analysis on this subject would be appreciated and may be posted in the "Forum" section of our next Greater Toronto Real Estate Report

