

Q2 2016

# SUBURBAN INVESTMENT UPDATE



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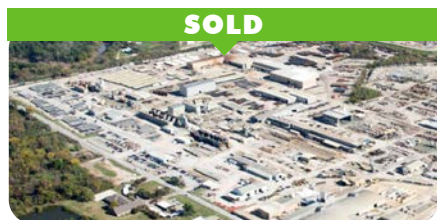
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DIVERSIFIED PERFORMANCE



**SOLD**

**FORTERRA PORTFOLIO**

Ontario/ Quebec	
Price	\$45,176,866
Size	536,400 sq. ft.
Asset Class	Industrial
Buyer	US REIT



**SOLD**

**CANADA STEEL PORTFOLIO**

Southwestern Ontario	
Price	\$3,200,000
Size	61,240 sq. ft.
Asset Class	Industrial
Buyer	Private Investor



**SOLD**

**GTA WEST CROSSDOCK PORTFOLIO**

Mississauga & Brampton, ON	
Price	\$25,100,000
Size	157,369 sq. ft.
Asset Class	Industrial
Buyer	Private Investor



**SOLD**

**22 STEVENSON ROAD SOUTH**

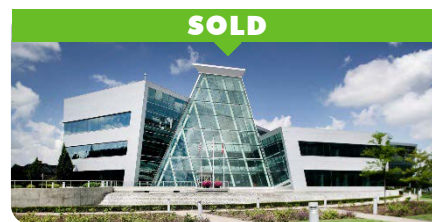
Oshawa, ON	
Price	\$7,075,000
Size	29,002 sq. ft.
Asset Class	Retail
Buyer	Private Investor



**SOLD**

**46 SINCLAIR BOULEVARD**

Brantford, ON	
Price	\$4,925,000
Size	74,019 sq. ft.
Asset Class	Industrial
Buyer	Private Investor



**SOLD**

**7150 MISSISSAUGA ROAD**

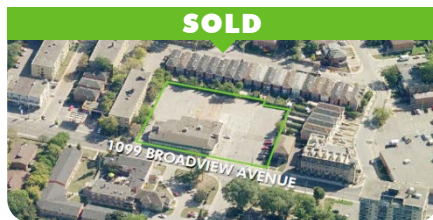
Mississauga, ON	
Price	\$21,950,000
Size	79,406 sq. ft.
Asset Class	Office
Buyer	Institutional



**SOLD**

**505 INDUSTRIAL DRIVE**

Milton, ON	
Price	\$22,500,000
Size	258,960 sq. ft.
Asset Class	Industrial
Buyer	Investment Fund



**SOLD**

**1099 BROADVIEW AVENUE**

Toronto, ON	
Price	\$13,500,000
Size	1.44 acres
Asset Class	Res/Redevelopment
Buyer	Private Investor



**SOLD**

**141 SATURN ROAD**

Toronto, ON	
Price	\$1,525,000
Size	2,320 sq. ft.
Asset Class	Commercial
Buyer	Private Investor



**SOLD**

**369 BRITANNIA ROAD EAST**

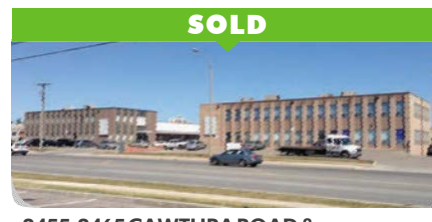
Mississauga, ON	
Price	\$7,000,000
Size	29,161 sq. ft.
Asset Class	Industrial
Buyer	Private Investor



**SOLD**

**1145 DUNDAS STREET EAST**

Mississauga, ON	
Price	\$1,600,000
Size	5,332 sq. ft.
Asset Class	Commercial
Buyer	User



**SOLD**

**2455-2465 CAWTHRA ROAD & 700 DUNDAS STREET EAST**

Mississauga, ON	
Price	\$9,575,000
Size	157,369 sq. ft.
Asset Class	Industrial & Commercial
Buyer	Private Investor



DIVERSIFIED PERFORMANCE

CONDITIONALLY SOLD



29 MAIN STREET SOUTH

Georgetown, ON	
Price	Confidential
Size	3,200 sq. ft.
Asset Class	Retail
Buyer	Confidential

CONDITIONALLY SOLD



300 WELLINGTON STREET

London, ON	
Price	Confidential
Size	84,509 sq. ft.
Asset Class	Office
Buyer	Confidential

SOLD



6865 CENTURY AVENUE

Mississauga, ON	
Price	\$13,400,000
Size	66,317 sq. ft.
Asset Class	Office
Buyer	REIT

SOLD



FULLY LEASED CROSSDOCK TERMINALS

National	
Price	Confidential
Size	320,452 sq. ft.
Asset Class	Industrial
Buyer	Confidential

CONDITIONALLY SOLD



COMMERCE PARK PORTFOLIO

Barrie, ON	
Price	Confidential
Size	87,702 sq. ft.
Asset Class	Retail
Buyer	Confidential

COMING SOON



GOVERNMENT LEASED ASSETS

Aylmer and Minden, ON	
Asking Price	Unpriced
Size	10,042 sq. ft. & 18,415 sq. ft.
Asset Class	Commercial

ON MARKET



4000 STEELES AVENUE WEST

Vaughan, ON	
Asking Price	Unpriced
Size	52,851 sq. ft.
Asset Class	Commercial

ON MARKET



30 HIGHRIDGE COURT

Cambridge, ON	
Asking Price	\$300,000 per acre
Size	9.59 acres
Asset Class	Land

COMING SOON



418 THE WESTWAY

Toronto, ON	
Asking Price	\$1,700,000
Size	2,925 sq. ft.
Asset Class	Retail

COMING SOON :: OUELLETTE PLACE PORTFOLIO | WINDSOR, ON



HIGH QUALITY CONSTRUCTION AND CURB APPEAL

- The offering features four quality office buildings measuring 111,208 square feet on 5.41 acres
- Constructed between 1987 and 2006 with over 80% built since 2000.

DIVERSIFIED TENANT MIX IN ATTRACTIVE LOCATION

- The portfolio is over 90% occupied by a diverse mix of tenants including Deloitte & Touche LLP, Stantec, London Life and the Ministry of Transportation
- Centrally located, offering good access to Windsor's major arterial roads and is in close proximity to major highways

## COMMERCIAL REAL ESTATE FUNDAMENTALS

### KEY RATES

RATES	MAY 25, 2016	APRIL 25, 2016	MARCH 28, 2016	FEBRUARY 8, 2016
CANADIAN DOLLAR (\$CAD/USD)	\$0.7639	\$0.7972	\$0.7710	\$0.7366
PRIME BUSINESS RATE	2.70%	2.70%	2.70%	2.70%
30 DAY BAS	0.904%	0.933%	0.900%	0.854%

### GOVERNMENT OF CANADA (GOC) BOND RATES

BONDS	MAY 25, 2016	APRIL 25, 2016	MARCH 28, 2016	FEBRUARY 8, 2016
5-YEAR GOC BOND	0.79%	0.88%	0.69%	0.64%
10-YEAR GOC BOND	1.39%	1.50%	1.26%	1.15%

### MORTGAGE RATES

COMMERCIAL MORTGAGES	MAY 2016 LOW	MAY 2016 HIGH	CHANGE FROM LAST
5-YEAR LOAN TERM	1.85%	2.55%	SAME
10-YEAR GOC BOND	1.90%	2.40%	SAME

## MARKET COMMENTARY

With relatively strong property fundamentals and a wide range of attractive financing options, the pool of investors looking to place capital in Canadian real estate is as large as ever. However, for the second straight year we are forecasting investment transaction volume to decline, due mainly to lack of quality product available.

Thanks to continued economic volatility at home and abroad, investors seeking safe, stable returns have become even more selective in 2016. This has further divided a market that is already split between core and secondary assets. And with continued cap rate compression for class A product in core markets, investors are increasingly looking for other avenues for value propositions, including non-core and specialized assets.

This low cap rate environment will put even greater emphasis on development as a means of enhancing return targets, although caution will be required as some sections are characterized by an oversupply of new product. In terms of specific commercial asset classes, land will be actively traded across the country in 2016, especially infill and development opportunities. High-quality retail, office and multi-family will also be sought after, while coveted industrial will remain in short supply.

## ABOUT US

With over 60 years of combined commercial real estate experience at CBRE, the team of Tim Pacaud, Scott MacKenzie and Jordan Lunan specialize in a variety of asset classes in suburban markets across Ontario. With unique insight and access to private, public and institutional capital sources, our team is well equipped to handle almost any requirement and craft a vision to take advantage of current market conditions.

For more information or market activity or any of our recent transactions, please contact us.



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Stay connected! Click here to continue receiving investment offerings, updates, and special announcements from our Team

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