

COMMERCIAL SPOTLIGHT

MLS Leasing and RealNet Investment Activity

Over the past several months, a lack of transactions as reported by RealNet and a dramatic decrease in leased space transacted on the MLS, have signaled a constant decline in the GTA commercial real estate market. As the TSX slid below 8,000, financing channels for investment in commercial real estate dried up and companies began holding off on re-leasing space for existing operations. However, with the TSX regaining a portion of losses and breaching the 11,000 mark, it appears a looming depression has been avoided, as the TSX is a leading indicator of economic revival as well as investor confidence. While perhaps sensing the bottom, investors may have resisted acting on personal intuition, as missed deals would be easier to justify to shareholders than buying still overvalued property.

Significant transactions this month by Dundee, Whiterock and other entities signal a potential bottom forming in the commercial real estate market, and if this footing continues to solidify, we should be seeing increased activity as investors are coaxed out of the fear the values may fall further.

Leasing should also see a strong rebound in the coming months as the dramatic decline seen on the MLS system was unsustainable. The 50% drop in leased space year-over-year, if continued for more than half a year, would have indicated vacancy rates climbing above historic highs. A more likely scenario is that due to market turmoil, senior management chose to hold off on re-leasing space for operations until the last possible moment. As well, with the economy regaining its footing, these companies will now be forced to re-lease space for continued operations and also be competing for space with firms whose lease cycle hadn't forced them to consider re-leasing until now.

Source: Toronto Real Estate Board

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FEATURED LISTINGS

FOR LEASE – 42,500 sq. ft. - Mississauga
 Dixie Rd. / Hwy. 401



- * 42,500 sq. ft. Divisible – 12,000 sq. ft. and 30,000 sq. ft.
- * Quality Freestanding Industrial Building
- * 20' Clear Height
- * Radiant Heating & Forced Air Open (Gas)
- * Close To Major Highways; 427, 401, 410, 407 and 403 and Lester B. Pearson International Airport

FOR LEASE – 31,000 sq. ft. - Mississauga
 Dixie Rd. / Derry Rd.



- * Quality Freestanding Building
- * Heavy Power – 3000 AMPS
- * Oversized Bays
- * Close To Major Highways; 427, 401, 410, 407 and 403 and Lester B. Pearson International Airport

Hectare **GMAC**
 Real Estate
BRIDGEWATER, independently owned and operated.

Commercial Division

“EXCEEDING OUR CLIENTS’ EXPECTATIONS SINCE 1978”

These statements are based on the information furnished by the principal and sources which we deem reliable for which we assume no responsibility. This submission is made subject to prior sale, change in price or terms, or withdrawal without notice. Other advisors should be consulted if desired, on matters related to this presentation.

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STATS

FOR SALE / LEASE – 9,000 sq. ft. - Oakville
Speers Rd. / Dorval Rd.



- * 9,000 sq. ft. Freestand
- * Speers Road Exposure
- * 0.50 Acres of Vacant Land Paved
- * Outside Storage
- * Radiant Heating

FOR SALE – 150,000 sq. ft. on 10 Acres - Oakville
Third Line / Speers Rd.



- * Rare Large Industrial Facility With Extra Land
- * Access From Third Line and Speers
- * Future Redevelopment Potential

FOR SALE – 1.48 Acres - Georgetown
Guelph St. / Armstrong Ave.



- * 1.48 Acres Zoned M2
- * Design Build Opportunity – 20,000 to 30,000 sq. ft.
- * Purchase Land Or Land With Building

Market Stats September 2009	
Inflation Rate ¹	Aug 2009
Total CPI	-0.8%
Bank of Canada ⁴	Sep 2009
Tracked Prime Rate	2.25%
Bank of Canada ⁴	Sep 2009
Overnight Rate	0.25%
Canadian GDP Growth ¹	Jun 2009
Growth	0.1%
Unemployment Rate ¹	Aug 2009
Growth	8.7%

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- Acquisition & Disposition
- Design / Build
- Investment Sales
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- Relocation
- Sale / Lease Back
- Sublease Marketing
- Consolidation
- Major Facilities Coordination

TO SEE COMPLETE INFORMATION PACKAGES FOR OUR LISTINGS PLEASE GO TO...
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