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Street Smart. World Wise.

2014 Land & Development Conference

Benchmark Land Transactions

Land Activity Review:

Industrial, Office, Retail and Suburban Residential Transactions

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2013 GTA Benchmark Industrial Land Sales

2013 GTA Benchmark Industrial Land Sales

	Municipality		Date of Sale	Purchaser	Sale Price	Acres	Price per Acre
	Caledon	Coleraine Dr & Mayfield Rd	Jul-13	Canadian Tire Corp, Ltd	$75,105,518	181.0	$414,900
	Milton	Fifth Line & Derry Rd	Nov-13	Menkes Milton Industrial Inc	$15,000,000	98.86	$151,730
*	*Milton*	*Boston Church Rd & Hwy 401*	*Aug-11*	*Target Canada Co*	*$45,980,000*	*79.48*	*$578,510*
	Brampton	Mayfield Rd & Hwy 410	Jan-14	Zag Properties (Brampton) Inc.	$13,888,263	15.91	$872,927
*	*Brampton*	*Mayfield Rd & Hwy 410*	*Dec-12*	*Zag Properties (Brampton) Inc.*	*$9,104,150*	*13.47*	*$675,883*

** **Market Comparison Sales***

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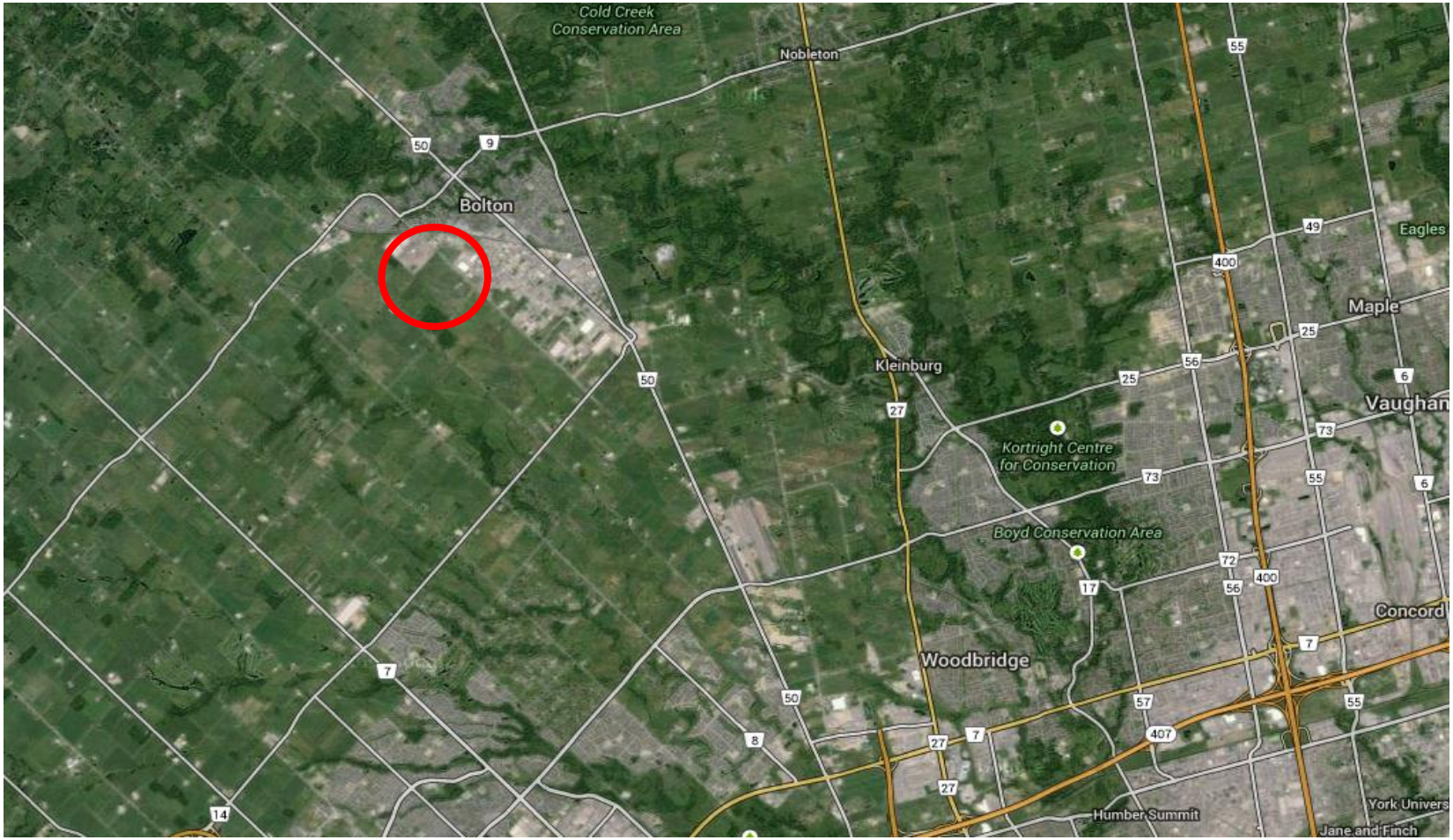
13304 & 133074 Coleraine Drive
Canadian Tire Lands



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13304 & 133074 Coleraine Drive
Canadian Tire Lands

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Caledon CTC Site Transaction Details

- Vendor: Hopewell Development (Ontario) Inc et al.
- Purchaser: Canadian Tire Corporation, Limited
- July 2013
- 181 acre site
- $75 million ($415,000 /acre)
  - Site approved for 1,494,000 sf distribution centre

GTA Benchmark Office Land Sales

GTA Benchmark Office Land Sales

	Location		Date of Sale	Purchaser	Sale Price	Acres	Price per Acre
	Oakville	QEW & Winston Churchill Blvd	Jan-14	Westbury International	$10,896,875	11.1	$979,054
	Brampton	Mississauga Rd & Steeles Ave W	Jul-13	Canon Canada Inc	$23,834,460	18.4	$1,296,800
*	*Brampton*	*Mississauga Rd & Steeles Ave W*	*Aug-07*	*Redcliff Realty*	*$8,801,934*	*13.54*	*$650,069*
	North York	Yorkland Blvd & Sheppard Ave W	Dec-13	VW Credit Canada, Inc	$6,443,850	2.53	$2,547,000
*	*North York*	*Consumers Rd & Victoria Park Ave*	*May-98*	*Armenian Community Centre*	*$1,500,000*	*3.59*	*$417,827*

** Market Comparison Sales*

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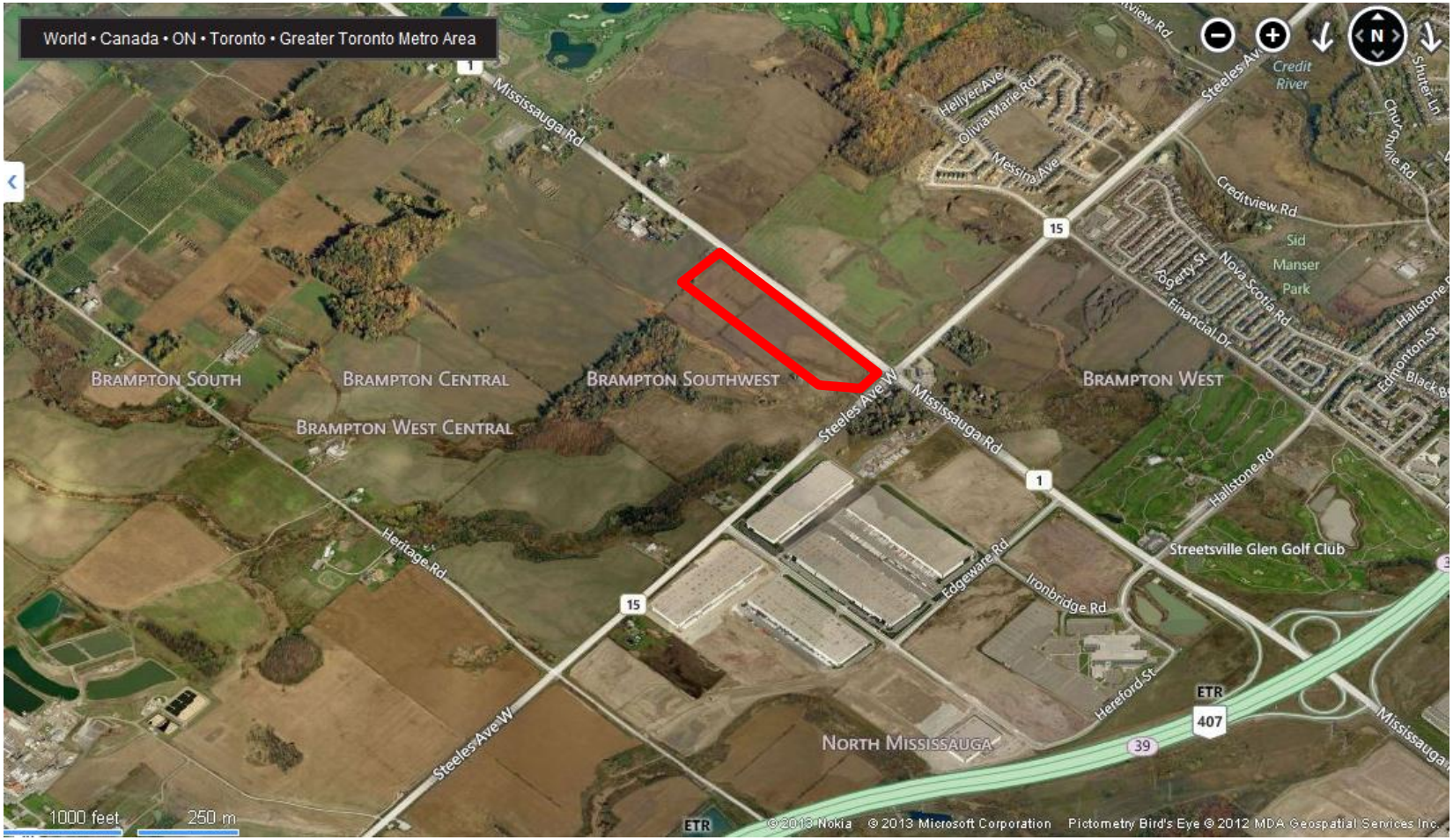
Brampton – 2042 Steeles Avenue West



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Proposed Development
Phase One – New Canon Head Office (5-storeys, 190,000 sq. feet)

Figure 6: Architectural Rendering of Phase 1 Development

GTA Benchmark Retail Land Sales

GTA Benchmark Retail Land Sales

Location		Date of Sale	Purchaser	Sale Price	Acres	Price per Acre
Brampton	Bovaird Dr & Mississauga Rd	Jun-13	Bovaird West Hldgs Inc (North American)	$21,190,455	32.7	$648,400
North York	York Mills Rd & Don Mills Rd	Nov-13	Lesmill Shopping Centres Ltd (Smart Centres)	$29,623,000	14.1	$2,106,900

840-842 York Mills Rd, 16 Lesmill Road
Large Format Retail Site

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York Mills & Leslie Transaction Details

Vendor: **Home Depot Holdings**

Purchaser: **SmartCentres**

- Closed November 2013
- Site Area 14.06 acres
- Total consideration of $29,623,000 ($2.1 million/acre)
  - Site approved for 314,438 sf of retail on two levels with decked parking
  - Suitable for two large format anchor stores plus CRU
  - Vendor acquired site in 2006 for $19.5 million
  - Underwent 6-year approvals process at OMB
  - Purchase price translates to $94/sq. ft. buildable

GTA Benchmark Low Density Residential Land Sales

GTA Benchmark Low Density Residential Land Sales

	Location		Date of Sale	Purchaser	Sale Price	Acres	Price per Acre
	Richmond Hill	Leslie St & Elgin Mills	Dec-13	Virtual Dev's Inc (50%) (Conservatory Group)	$32,846,124	93.14 *Dev*	$705,307 *+/- $1,053k*
	Richmond Hill	Bayview & 19th Ave	Sep-13	Earlglen Investments Inc (Royal Pine Homes)	$41,800,000	91.13 *Dev*	$458,700 *+/- $1,150k*
	Brampton	Chinguacousy Rd & Wanless Dr	Sep-13	Landmart Realty Corp	$53,000,000	97.8 *Dev*	$541,922 *+/- $675k*
*	*Brampton*	*Chinguacousy Rd & Mayfield Rd*	*May-11*	*Mattamy (Mount Pleasant) Ltd*	*$30,000,000*	*78.26* *Dev*	*$383,338* *+/- $465k*

** Market Comparison Sales*

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North Leslie, Richmond Hill

10956 & 11060 Leslie Street

GTA Benchmark Medium/Mid Density Residential Land Sales

GTA Benchmark Medium/Mid Density Residential Land Sales

	Location		Date of Sale	Purchaser	Sale Price	Acres	Price per Acre
	Etobicoke	Lakeshore Blvd W & Browns Line	Jan-14	Stockton 3600 Lakeshore GP Inc	$23,370,847	11.93	$1,959,000
				(The Minto Group)	*580,780*	*sf @*	*$40.24*
					1.12	*FSI*	
*	*Etobicoke*	*Lakeshore Blvd W & Browns Line*	*Dec-09 & Oct-12*	*Kilmer Brownfield*	*$8,516,000*	*11.93*	*$713,831*
	Etobicoke	Berry Rd & Stephen Dr	Aug-13	Vandyk Group	$18,444,444	5.3	$3,480,084
	Richmond Hill	Yonge St & 16th Ave	Dec-12 &	Carrville Investments Ltd	$23,273,000	10.57	$2,202,840
			Nov-13	(Senator Homes Assembly)	*Ph 1 - 105*	*TH @*	*$158,604*
						13.9	*upa*

* *Market Comparison Sales*

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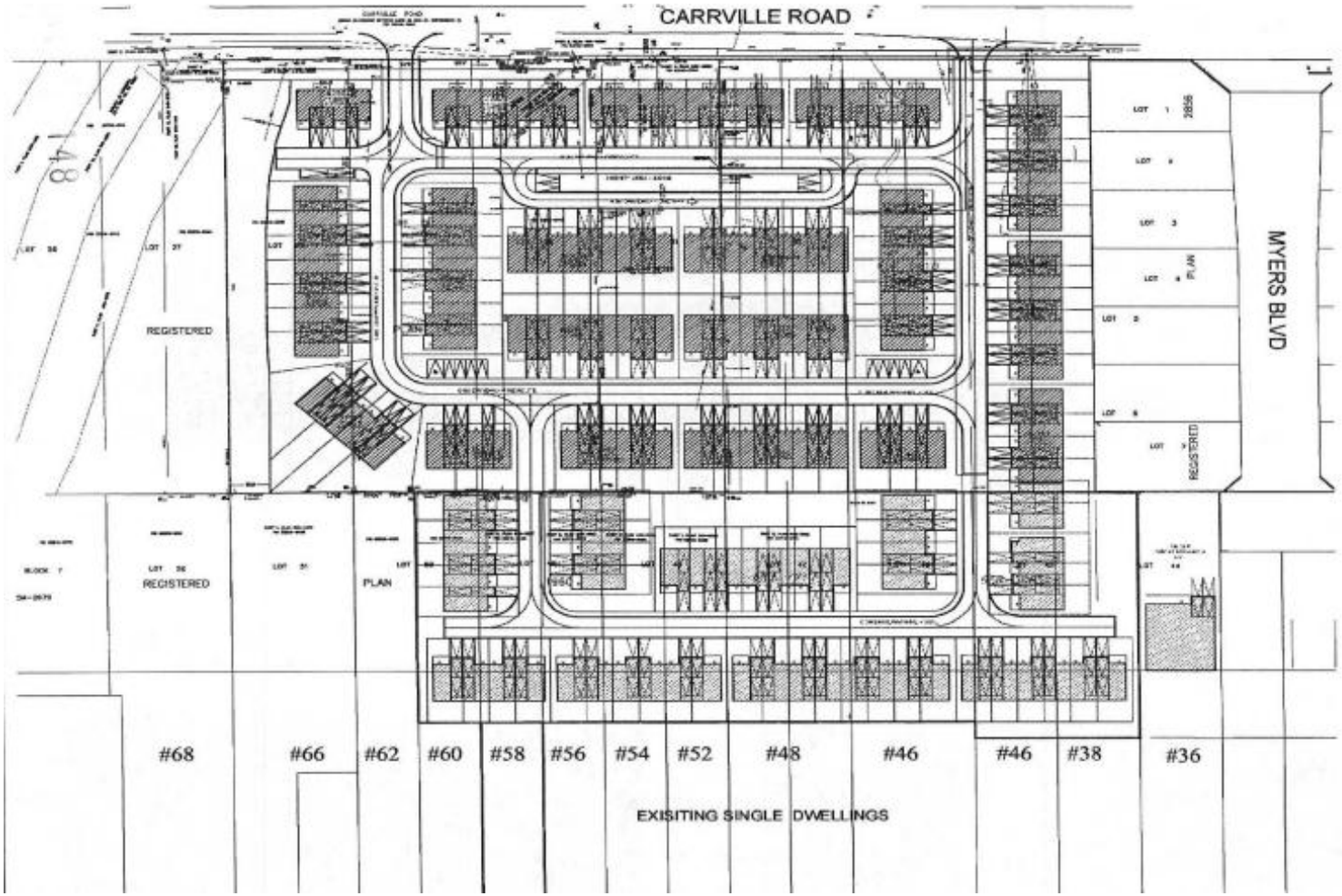
Richmond Hill Infill Townhouse Site
Senator Homes



Minto Mixed Use Site
South Etobicoke

Plan of Subdivision

3560, 3580 & 3600 Lake Shore Boulevard West

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GTA Benchmark Suburban High Density Residential Land Sales

GTA Benchmark Suburban Mixed-Use High Density Land Sales

Location		Date of Sale	Purchaser	Sale Price	Site Area (SF)	Price Per SF Site	Potential Buildable Area (SF)	Indicated Price PSF Buildable	Density
Markham	Hwy 7 & Kennedy Rd	May-14	N/A	$34,500,000	467,834	$74	1,046,261	$33	2.2
Mississauga	Hurontario St & Elm St	Dec-13	Solmar Inc	$16,600,000	138,085	$120	NA	NA	NA
North York	Bayview Ave & Sheppard	May-13	Chestnut Hill Developments	$15,920,000	49,223	$323	213,752	$74	4.3

Sheridan Nurseries Redevelopment - Markham

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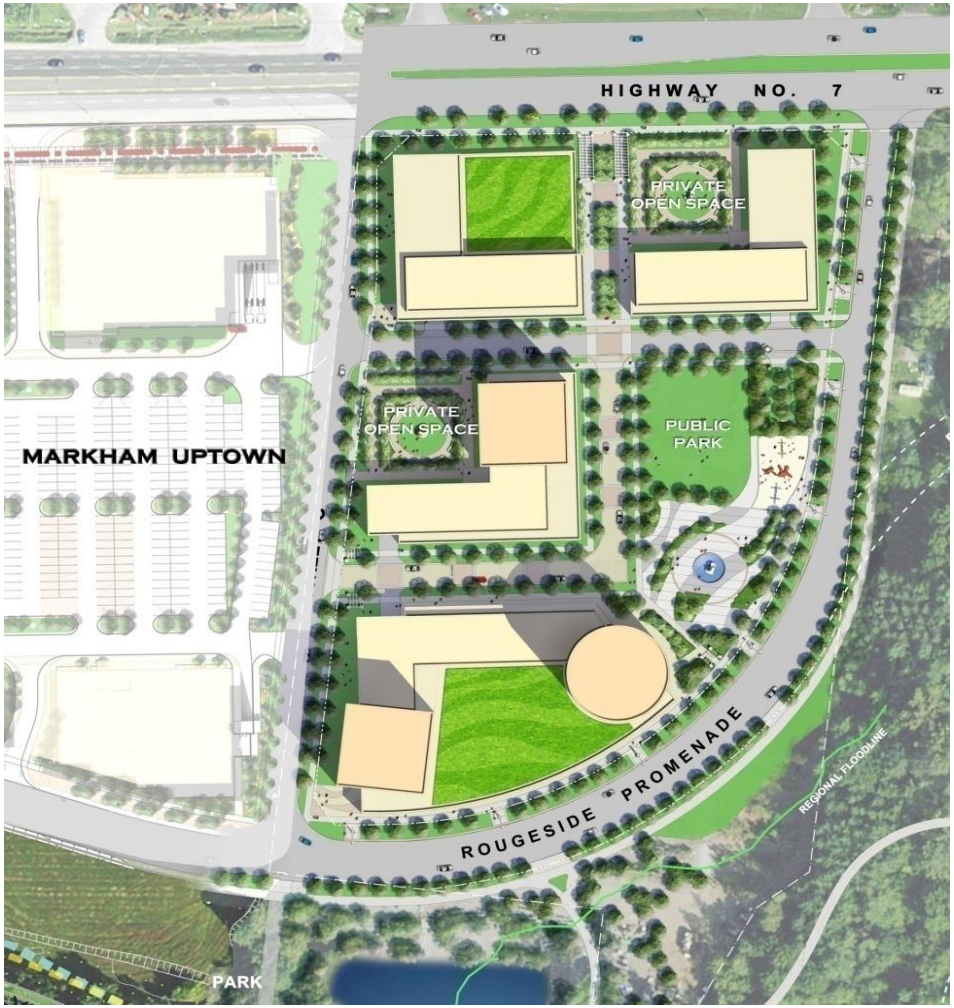
Sheridan Nurseries Redevelopment - Markham



Bellweather Deals Discussion – Topic 1

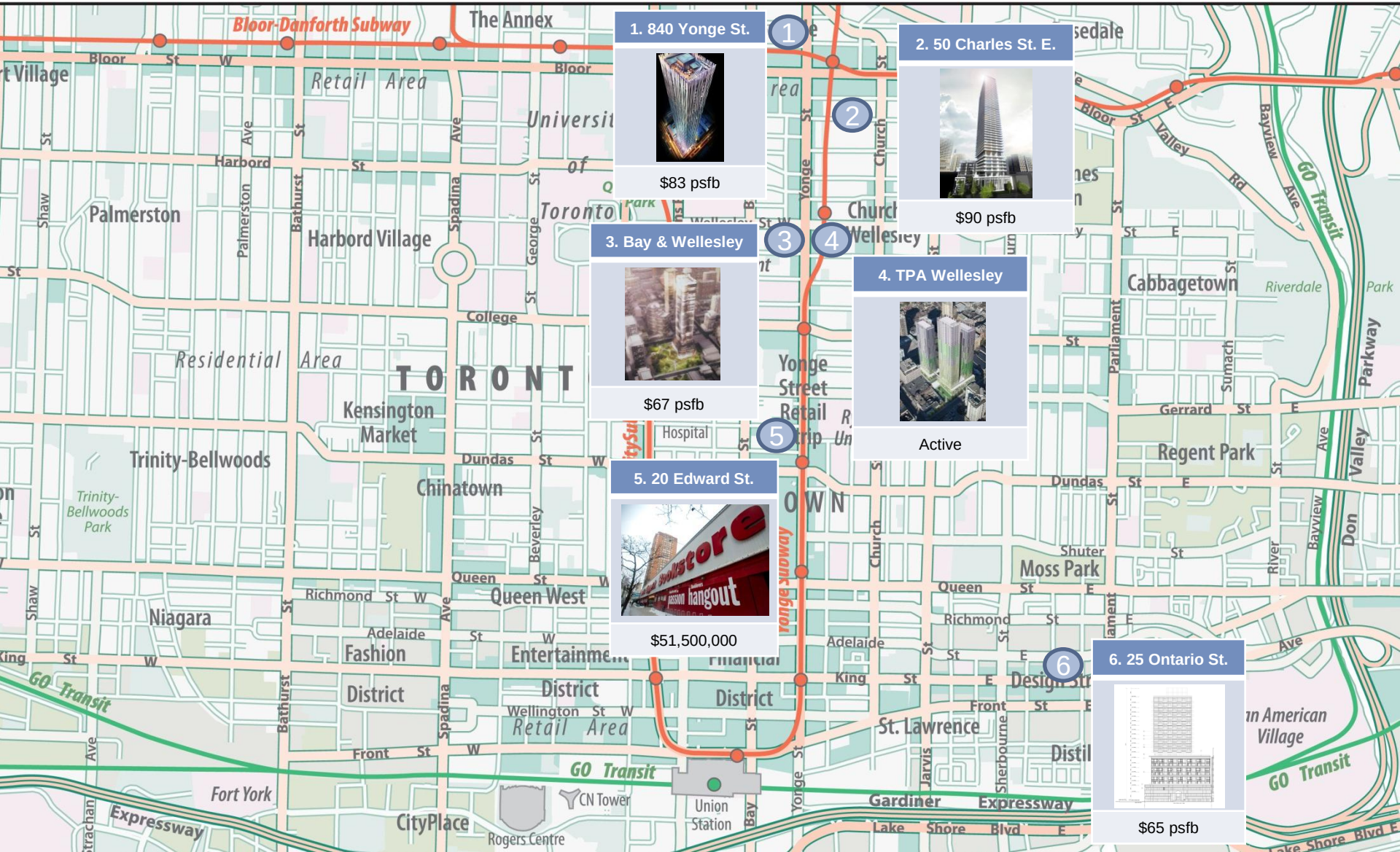
A look at Toronto's DTW and what it may tell us about future deal activity

Downtown West

Bellweather Deals Discussion – Topic 2

What & where do we envision is Toronto's Core?

Downtown Core



Bellweather Deals Discussion – Topic 3

Where do the brokers see activity for 2014?

Thank You!

25 Ontario Street

25 Ontario Street (view from Adelaide)

Honest Ed's

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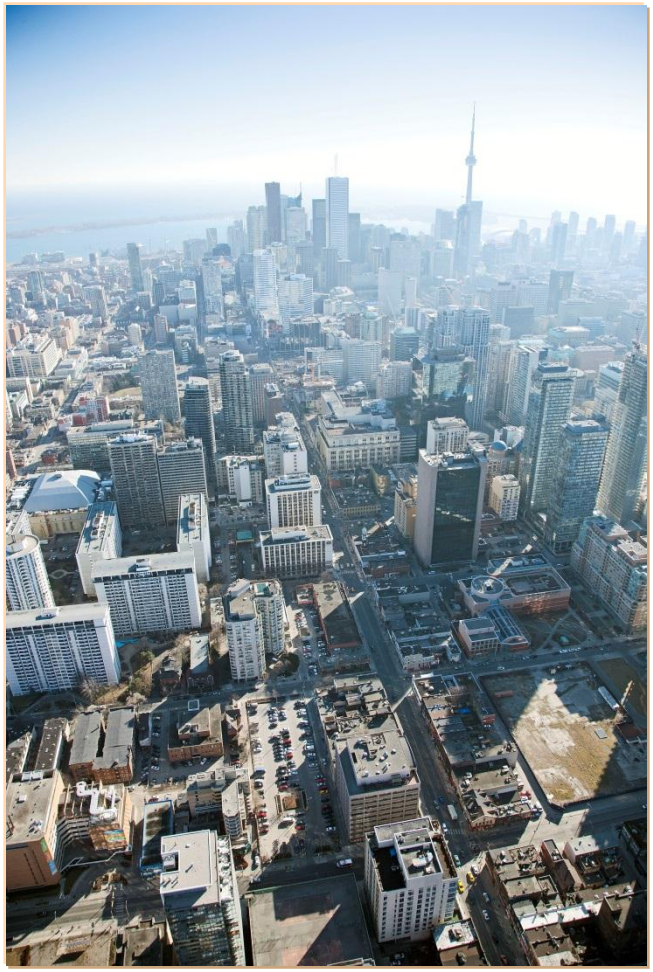
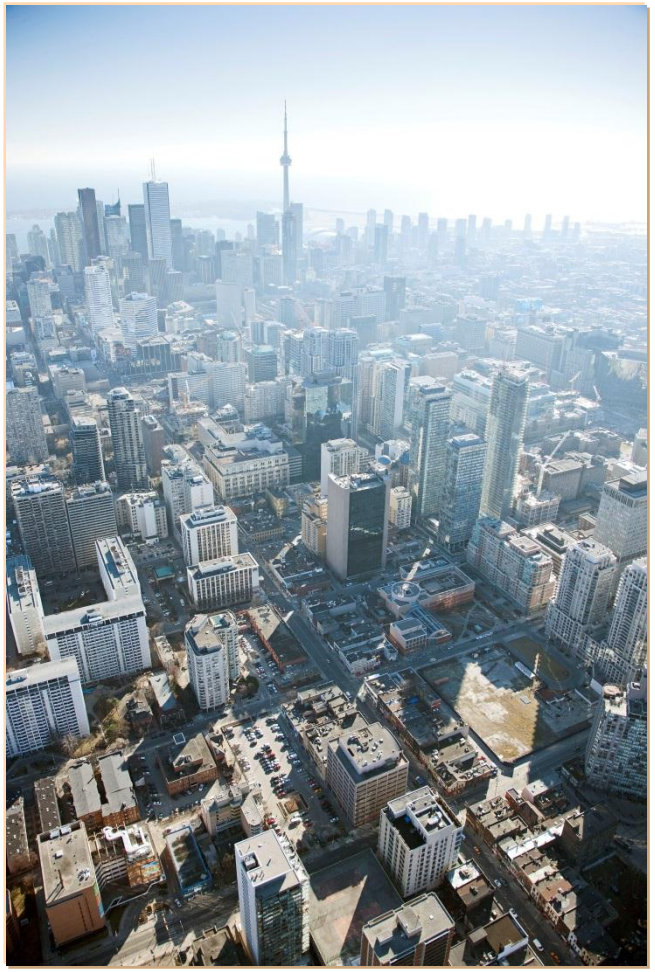
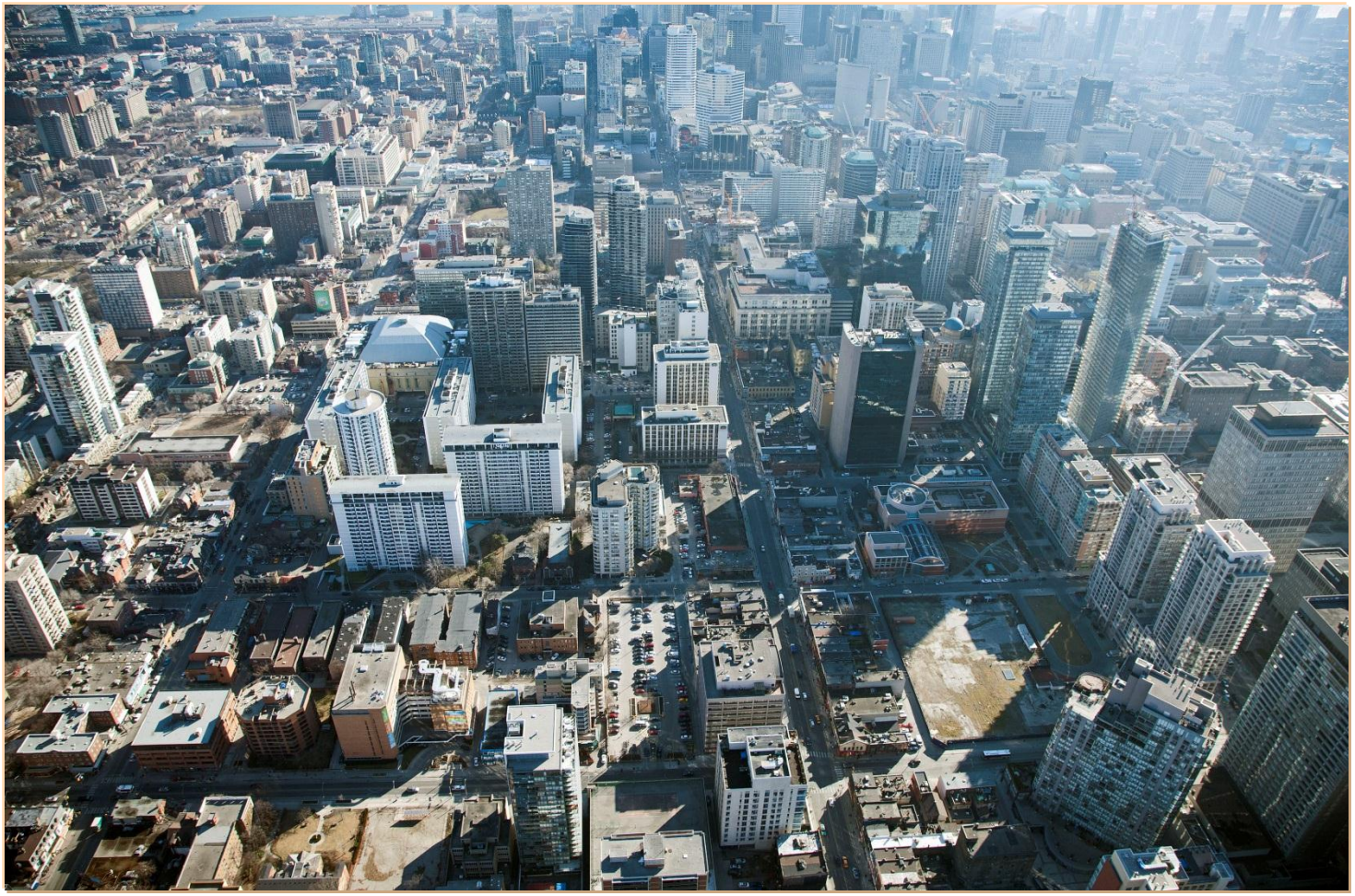
Mirvish Village

Bay & Wellesley





Bay & Wellesley



Bay & Wellesley

Bay & Wellesley

Bay & Wellesley

Proposed Development (cont'd)

Site Size: Approx. 90,400 sf. (2.07 acres)
Frontage: 330 feet (Wellesley Street West)
Depth: 330 feet (Wellesley St W to Breadalbane St)
Existing Use: Undeveloped Comm/Res
Node: Downtown Core
Intersection: Bay St & Wellesley St W

King & Peter

355 King Street West

355 King Street West

355 King Street West