



2017

COMPLETED TRANSACTIONS

Greater Toronto Area & Greater Golden Horseshoe

CBRE

LAND
SERVICES
GROUP

4 land advisors with over 60 years’ combined experience

Supported by a team of 7 dedicated professionals, the Land Services Group develops and executes real estate strategies for vendors of commercial, industrial, retail, residential and mixed-use land. Our specialties include:

Disposition

Acquisition

Site Selection

Best Use Analysis

Who We Are

Ian Hunt*

Ian is recognized as a leading advisory expert in land disposition throughout the 905/416 regions. He specializes in the sale of suburban development land and urban redevelopment properties.

Senior Vice President

Lauren White*

Lauren has focused on land transactions over the last 12 years with the Land Services Group. Specializing in infill redevelopment sites, Lauren’s main geographic market is the Greater Toronto Area, specifically the 416 region.

Senior Vice President

Mike Czystochowski**

Mike is the Executive Vice President of the Land Services Group with 25 years at CBRE and over 30 years total of commercial real estate experience. He has been involved in approximately 500 deals resulting in over 5 billion dollars in land trades.

Executive Vice President

Jason Child*

As a founding member of the Land Services Group, Jason has been researching, buying, selling and brokering land in the GTA and GGH since 1998. He has been involved in over 250 land deals totaling almost \$2 billion in sales.

Senior Vice President

*Sales Representative **Broker



2017 Transactions†

RESIDENTIAL LAND

25 Transactions

ICI LAND

8 Transactions

†Transaction brochure is not reflective of all deals transacted in 2017.

LAND SERVICES GROUP

IN 2017
43 LAND DEALS CLOSED

\$900 MILLION IN SALES IN 2017

OVER 260 COMPLETED DEALS SINCE 1999

RANKED TOP 10 IN CANADA IN 2017 (Mike Czystochowski)

CBRE’s Land Services Group provide real estate strategies and disposition services for private individuals, corporations, public companies and institutions across the Greater Toronto Area and Greater Golden Horseshoe Area. Our scalable services have identified value for mandates of all sizes—from large tracts of farmland to suburban and urban locations with development potential.

Our team is comprised of CBRE’s top sales professionals in Canada for development land. Our track record has been compiled over three decades and speaks to our ability to achieve exceptional results. We have performed lead roles in the advisory, analysis, marketing and sale of development properties of all sizes. Our team of sales professionals are supported by administrative, marketing and planning specialists. We provide a full spectrum of brokerage services including:

Disposition · Acquisition · Site Selection · Land Leasing · Highest and Best Use Analysis

CBRE’s Land Services Group has the expertise to cover all aspects of a client’s land disposition and valuation needs. Our experience, relationships, market knowledge and targeted market strategies set us apart from the competition. We invite you to contact us to discuss your land and how our targeted sales program and team can obtain the maximum value for your property, or allow you to develop strategies that protect and enhance your land value until you are ready to sell.

Land is the starting point for an active residential and commercial real estate market, however selling land is very different from selling a home. In this competitive environment, it is imperative that sellers solicit professional guidance to ensure they are protected and well represented. Most undeveloped land is sold once, so let CBRE’s Land Services Group help you do it right.

Our 2017 clients include:





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BLOOR STREET EAST & PARLIAMENT STREET, TORONTO



SALE PRICE: \$61,000,000 | **LAND USE:** HIGH DENSITY RESIDENTIAL | **SIZE:** 1.78 AC. | **MONTH OF SALE:** JANUARY 2017

The listing team was mandated by a consortium of GTA developers in the disposition of this significant high-density asset in downtown Toronto. At the time of the sale, the 1.78-acre site was approved for a two-tower 670,041 square foot mixed-use development with a maximum height of 46 storeys. This high-profile site was exceptionally well-located near Rosedale and within walking distance to Yorkville, the Danforth and two subway stations. The marketing process generated multiple strong offers from several prominent Canadian development firms. There were several issues that had to be addressed prior to closing, most notably, a heritage home on site that had to be relocated. The property closed in January 2017 with the site selling for \$61 Million.

390 DUFFERIN STREET, TORONTO



SALE PRICE: \$32,000,000 | **LAND USE:** MIXED USE RESIDENTIAL | **SIZE:** 1.69 AC. | **MONTH OF SALE:** AUGUST 2017

Our team was engaged by a consortium of Toronto based developers on an exclusive basis to manage the marketing of an approved mixed-use development site located just north of Queen Street West, on the west side of Dufferin Street. The 1.69-acre site was approved for two residential buildings with office, industrial and retail uses at grade with a total buildable gross floor area of almost 380,000 square feet. Located in the trendy, amenity-rich Queen West neighbourhood, this offering drew strong interest from the development community. We marketed the site unpriced using the modified tender process and our efforts generated multiple offers. After extensive negotiations, we procured a firm deal with Canadian Real Estate Investment Trust ("CREIT"). The transaction closed for \$32 Million in August 2017 representing a price of \$82 per square foot buildable.

89 AVENUE ROAD, TORONTO



SALE PRICE: \$24,500,000 | **LAND USE:** HIGH DENSITY RESIDENTIAL | **SIZE:** 0.27 AC. | **MONTH OF SALE:** AUGUST 2017

The Land Services Group was mandated by a partnership of well-known GTA developers to manage the disposition of a 0.27-acre parcel site located in the high-profile Yorkville neighbourhood. At the time of the sale, the property was improved with a hotel being operated under the Howard Johnson banner, but it was brought to market primarily as a high-density residential redevelopment opportunity. The site held OMB approved zoning for the development of approximately 104,410 square feet of gross floor area, including up to 17,222 square feet of commercial gross floor area with a maximum height of 72 metres. The property was brought to market with an asking price of \$24.9 Million and was sold for a total consideration of \$24.5 Million representing a price per square foot buildable of \$235.

3060 EGLINTON AVENUE EAST, TORONTO



SALE PRICE: \$4,300,000 | **LAND USE:** MIXED USE RESIDENTIAL | **SIZE:** 3.40 AC. | **MONTH OF SALE:** DECEMBER 2017

The Land Services Group was retained by BUILD Toronto in the disposition of their 3.4-acre property located on the north side of Eglinton Avenue East, just west of Markham Road in close proximity to the Eglinton GO Station. The property had a number of challenges from a development perspective given the property's narrow and irregular configuration, the required setback from the GO rail line and the lack of suitable access. We generated a marketing program with an emphasis on the site's location in proximity to GO Transit and the easy access to downtown Toronto for future residents. We offered the site to the market with an asking price of \$3.5 Million and held back offers for 30 days. Our efforts generated multiple offers over the asking price with the property selling for \$4.3 Million.

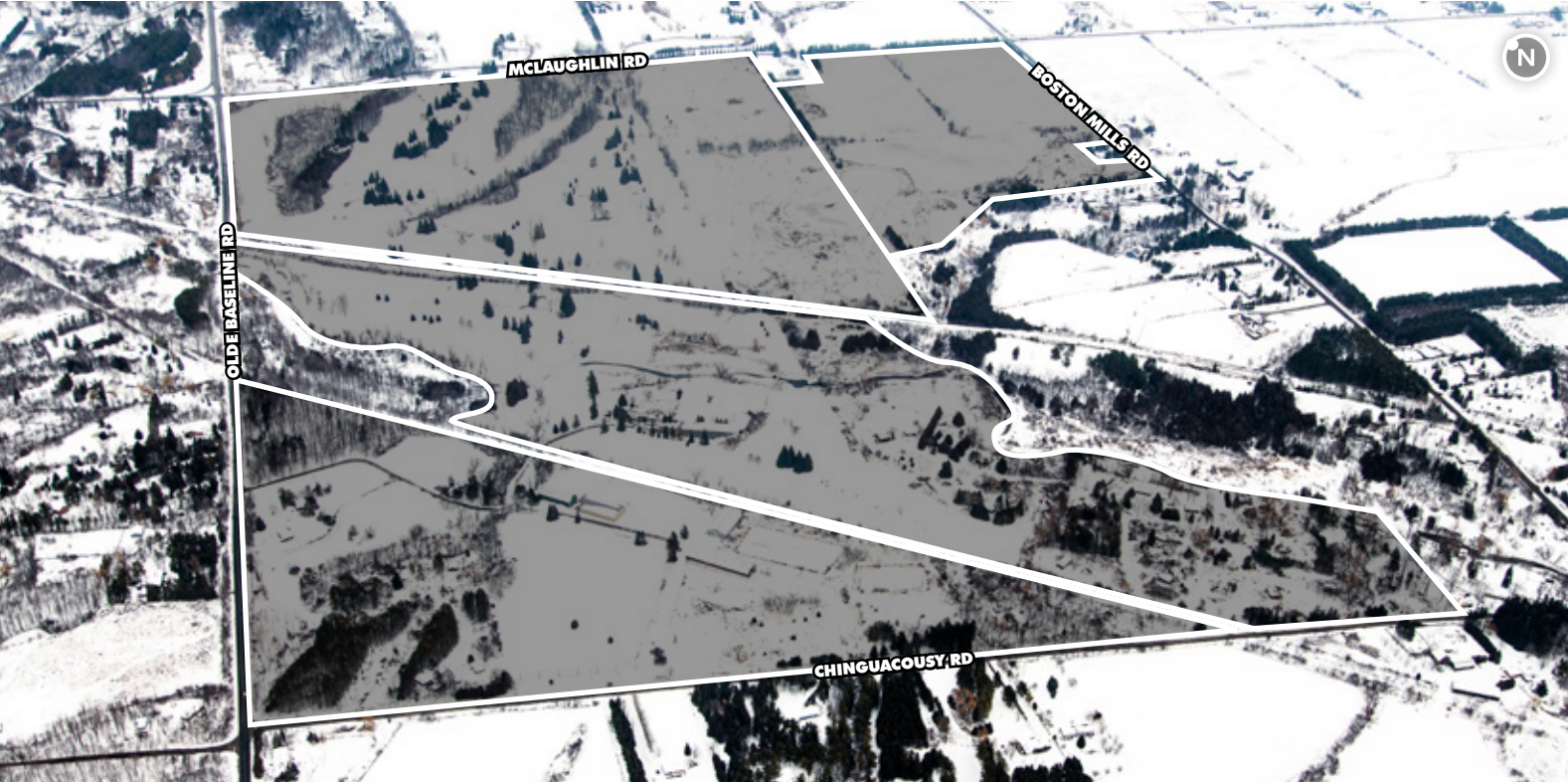
2007 EGLINTON AVENUE EAST, TORONTO



SALE PRICE: \$3,100,000 | **LAND USE:** COMMERCIAL | **SIZE:** 0.48 AC. | **MONTH OF SALE:** JULY 2017

The Land Services Group was engaged, along with one of our investment properties experts, to manage the disposition of this half-acre site located at Eglinton Avenue East and Warden Avenue. The property was improved with a 4,000-square foot commercial building that was leased out through 2020 to The Arcadia House restaurant. The site's location on Eglinton Avenue East, with easy access to the future Eglinton Crosstown LRT, made the site a prime candidate for future redevelopment. The site was brought to the market with an asking price of \$3 Million. The property was marketed extensively to a full range of developers, investors and users. Our efforts generated multiple offers with the site ultimately selling over asking at \$3.1 Million. During the due diligence period, a notice from the City was issued pertaining to landscaping elements that were on city property. We negotiated a holdback with the purchaser allowing the transaction to close on schedule while the work was completed.

2121 OLDE BASELINE ROAD, CALEDON



SALE PRICE: \$6,000,000 | **LAND USE:** GOLF COURSE | **SIZE:** 309.9 AC. | **MONTH OF SALE:** MAY 2017

As part of the ORB Properties engagement, the Land Services Group was hired to manage the sale process for the Caledon Golf and Country Club located at 2121 Olde Baseline Road. The club was operating at a modest profit at the time of marketing. The offering included over 300 acres of land with an 18-hole, 6,500-yard golf course, practice facilities, and a 35,000-square foot clubhouse with two banquet facilities. The clubhouse needed major repairs at the time of sale due to ongoing water damage. The property was marketed to our internal database and also through MLS, with a targeted emphasis on users and investors. Our efforts generated multiple offers and a deal was negotiated with a company specializing in banquet hall and event facilities. Throughout the due diligence period, we remained in constant contact with the purchaser. There were also a number of secondary purchasers interested in the offering, which we were able to leverage during negotiations in order to prevent any possible extension to the conditional period. The purchaser ultimately waived their condition and the transaction closed for \$6 Million in May 2017.

EAST SIDE OF HURONTARIO STREET, CALEDON



SALE PRICE: \$1,700,000 | **LAND USE:** AGRICULTURAL | **SIZE:** 184.42 AC. | **MONTH OF SALE:** APRIL 2017

Our team was engaged by Scotia Wealth Management to run the disposition of several properties in Simcoe County and the Town of Caledon as part of an estate sale. This site was located on Hurontario Street just south of Highway 9 in close proximity to Orangeville. Located entirely within the Greenbelt, the property was suitable for agricultural uses or for the development of a single-family home/hobby farm. We developed a marketing brochure, installed large signage and posted the site to MLS with an asking price. We received multiple offers and sold the site for \$1.7 Million to a private individual looking to build a new home on the property.

EAST SIDE OF SHAWS CREEK ROAD, CALEDON



SALE PRICE: \$5,800,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 226.3 AC. | **MONTH OF SALE:** JUNE 2017

ORB Properties hired our team to manage the disposition of a number of privately owned properties in north Caledon. This 226-acre site was subject to a draft plan application for 49 estate lots. The application was submitted in the 1990's but was still active. There were many issues to overcome during marketing and negotiations including municipal opposition, neighbour opposition, environmental boundaries, endangered species habitat and lack of municipal servicing, which required the site to be developed on private septic and well. We brought the site to the market with an asking price of \$6.4 Million. Offers were addressed as received. We negotiated a conditional deal with a small developer and stayed in contact throughout the conditional period to organize and monitor correspondence with the town and with the vendor's consultant. The transaction closed for \$5.8 Million in June 2017.

20 LLOYD STREET, VAUGHAN



SALE PRICE: \$220,000,000 | **LAND USE:** FUTURE RESIDENTIAL | **SIZE:** 290 AC. | **MONTH OF SALE:** MAY 2017

Exceptionally well-located in the exclusive Woodbridge area of Vaughan, the site owned by Toronto Region Board of Trade was in use as the Country Club Golf Course through a lease to Clublink at the time of the sale. The property was not encumbered by a long-term lease allowing us to market the property as an infill development opportunity. The property was designated Private Open Space, but was staked by the TRCA with over 90 acres of developable land. The property was brought to market through the modified tender process, with our efforts generating eight offers from highly qualified developers and investors. The deal closed successfully with the Holborn Group/RGF purchasing the site for \$220 Million in May 2017. This deal set a benchmark for land requiring an Official Plan Amendment in the City of Vaughan at over \$2.4 Million per developable acre.

LESLIE STREET & MOUNT ALBERT ROAD, EAST GWILLIMBURY



SALE PRICE: \$132,500,000 | **LAND USE:** FUTURE RESIDENTIAL | **SIZE:** 436.37 AC. | **MONTH OF SALE:** SEPTEMBER 2017

After receiving the exclusive mandate to market the properties on behalf of a consortium of developers, our team prepared a comprehensive suite of marketing materials that focused on the exclusive nature of this large-scale offering—as the largest conglomeration of development lands within East Gwillimbury. The ability for purchasers to submit on various groupings of parcels created a deep pool of potential purchasers including residential developers and investors. This pool of purchasers created a highly competitive offering situation that was essential in maximizing value for the seller and exceeding initial price expectations.

1521 19TH AVENUE, RICHMOND HILL



SALE PRICE: \$100,000,000 | **LAND USE:** MEDIUM DENSITY RESIDENTIAL | **SIZE:** 45.96 AC. | **MONTH OF SALE:** JULY 2017

Our team was retained on behalf of the vendor on an exclusive basis to manage the disposition of 45.1 acres of residentially designated land located in Richmond Hill's North Leslie Secondary Plan Area. The property was undergoing its second draft plan submission proposing a range of residential uses at the time of sale. This rare opportunity to purchase a large tract of designated residential land in York Region offered many significant upsides including high levels of completed due diligence and favourable land use designations. We brought the site to market unpriced through the modified tender process. Our team actively pursued the most qualified purchaser prospects via a phone campaign and set up face-to-face meetings with interested parties to discuss the opportunity. The property was eventually sold to Greybrook Acquisitions Inc. for \$100 Million.

GREEN LANE EAST & 2ND CONCESSION ROAD, EAST GWILLIMBURY



SALE PRICE: \$35,000,000 | **LAND USE:** MIXED USE RESIDENTIAL | **SIZE:** 39 AC. | **MONTH OF SALE:** AUGUST 2017

Our team was retained on behalf of a consortium of developers to manage the disposition of this 39-acre parcel located within the Green Lane Secondary Plan. The net developable acreage for the site was approximately 37 acres. Although still subject to ongoing adjustments at the time, the Secondary Plan was close to being finalized. The site’s impending residential designation, location across from the GO Station, ease of access to Newmarket’s commercial amenities and Highway 404 made it arguably one of the most well-located, large-scale development parcels in all of East Gwillimbury. Using the modified tender process, we sold the site to DG Group for \$35 Million in August 2017. This deal set a benchmark for land in East Gwillimbury becoming the first such deal to transact over \$1 Million per net developable acre.

KING CITY LOTS, KING CITY



SALE PRICE: \$30,715,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 35 LOTS | **MONTH OF SALE:** APRIL 2017

Mattamy Homes engaged CBRE to manage the sale of 35 serviced single-family lots in King City at the intersection of 15th Sideroad and Keele Street. The offering included 30 lots with frontages between 80 to 100 feet and five lots with frontages between 105 and 230 feet. The lots were brought to market using the modified tender process with no asking price. We arranged the lots into several smaller packages allowing groups to offer on packages as small as five lots or collectively for the entire offering. This broadened our target market by allowing smaller builders to submit while also appealing to the more large-scale homebuilders. Offers were received after a 30-day marketing window. This process generated multiple offers with groups offering on a number of different lot options. Ultimately, our team negotiated a transaction with Treasure Hill for all 35 lots. The deal included a short 15-day condition with closing to occur 15 days after servicing completion. The transaction closed in April 2017 for ±\$30.7 Million.

5474 19TH AVENUE, MARKHAM



SALE PRICE: \$15,000,000 | **LAND USE:** FUTURE RESIDENTIAL | **SIZE:** 102.29 AC. | **MONTH OF SALE:** OCTOBER 2017

This offering was comprised of 102.3 acres of whitebelt land located in north Markham. Although the property held no immediate development potential, the strong residential market of York Region in addition to the increasingly built-up urban areas, sparked interest for longer-term whitebelt opportunities. The site was brought to the market without an asking price and offers were held back for 30 days. This process generated multiple bids from a range of developers and private investors. The property sold to Flato Developments for \$15 Million. This represented a price of \$217,000 per net developable acre based on estimated 69.1 net acres.

10387 MCCOWAN ROAD, MARKHAM



SALE PRICE: \$13,500,000 | **LAND USE:** FUTURE RESIDENTIAL | **SIZE:** 26.22 AC. | **MONTH OF SALE:** OCTOBER 2017

Located just north of the recently developed Wismer Commons and the community of Angus Glen, this 26.22-acre future residential parcel was well-positioned for development with many nearby pre-existing local amenities such as schools, community centres and transit. Although the site was not designated for immediate development, the property was subject to strong interest owing to its proximity to the Major Mackenzie Drive built boundary to the south. The property was sold to Times Development Corporation for \$13.5 Million which represents an approximate price per estimated net acre of \$675,000.

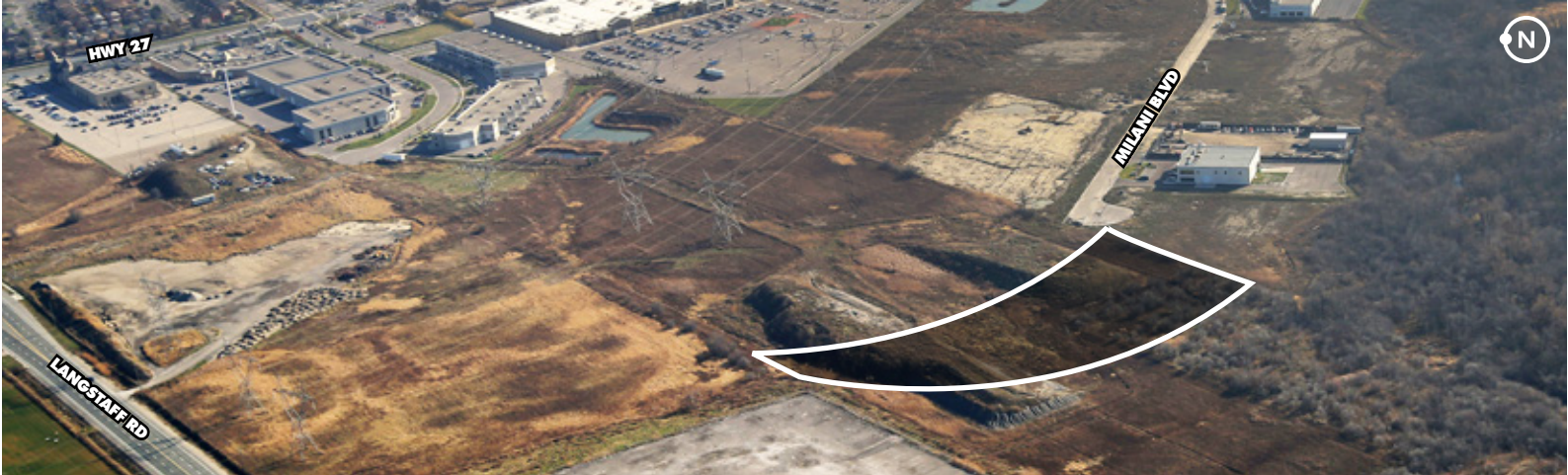
MILANI BOULEVARD (RETAIL BLOCKS), VAUGHAN



SALE PRICE: \$9,700,000 | **LAND USE:** RETAIL | **SIZE:** 11.44 AC. | **MONTH OF SALE:** DECEMBER 2017

As part of the disposition of RioCan REIT, Strathallen and Trinity Development’s Milani Boulevard land holdings, we transacted several commercial blocks with a diverse list of permitted retail and employment uses. These lands were offered separately as eight blocks ranging from 1.8 acres up to 11.1 acres. Shortly after the marketing launch, we received six offers from a range of users and small developers on groups of blocks ranging from 1.8 to just under 5 acres. We provided each group with feedback and asked all groups to resubmit best and final offers. We received instructions that it was preferred to sell as many parcels to one bidder, all else being the same. The successful purchaser initially only wanted two acres but through this competitive process, we negotiated an unconditional deal for 11.46 acres with the land selling for \$9.7 Million.

MILANI BOULEVARD (INDUSTRIAL), VAUGHAN



SALE PRICE: \$4,851,000 | **LAND USE:** INDUSTRIAL | **SIZE:** 4.62 AC. | **MONTH OF SALE:** DECEMBER 2017

The Land Services Group was retained on behalf of RioCan REIT, Strathallen and Trinity Development to manage the disposition of more than 30 acres of commercial and industrial lands. The properties are located on Milani Boulevard just west of Highway 27 and in close proximity to the future extension of Highway 427 in Vaughan. The industrial parcel was 4.63 acres and allowed for a range of employment uses including outdoor storage. We developed a marketing program that emphasized the properties location in an established Vaughan employment area with nearby access to multiple Highway 400-series highways. The property sold to a user who intends to develop a temperature controlled storage facility on the property. The offering sold for a final sale price of ±\$4.8 Million.

291 MOUNT ALBERT ROAD, EAST GWILLIMBURY



SALE PRICE: \$5,000,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 11 AC. | **MONTH OF SALE:** MARCH 2017

291 Mount Albert Road is an 11-acre residential development site located along the Holland River in the community of Holland Landing. The property is in a desirable part of East Gwillimbury, a municipality that has seen a dramatic increase in development, however still features a relatively low inventory of available new homes. We marketed the site with an asking price of \$5 Million and addressed offers as they were received. Given the anticipated interest we posted the site on MLS to ensure full exposure to all potential purchasers ranging from small private investors to large institutional builders.

15370 LESLIE STREET, AURORA



SALE PRICE: \$3,800,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 2.30 AC. | **MONTH OF SALE:** JUNE 2017

15370 Leslie Street is a 2.3-acre property designated Urban Residential 2 in the Aurora Official Plan, which allows for a range of low and medium density residential uses. The owner had completed substantial due diligence prior to bringing the property to market including environmental studies, engineering reports, concept plans as well as a range of other pre-application due diligence materials. 15370 Leslie Street garnered strong interest and generated 15 offers from a mix of private domestic investors, foreign investors, small developers and large well-known developers. Nine of these offers were at or above the asking price. The property was sold to Skale Developments for \$3.8 Million.

15516 LESLIE STREET, AURORA



SALE PRICE: \$4,360,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 3.25 AC. | **MONTH OF SALE:** DECEMBER 2017

15516 Leslie Street in Aurora is a 3.25-acre property that was designated Urban Residential 2 and Environmental Protection Area. This offering was marketed after 15370 Leslie Street, a property of similar characteristics and location was sold. As there were 14 unsuccessful bidders for 15370 Leslie Street, we were able to bring 15516 Leslie Street to the significant number of interested purchasers that who had been previously vetted in the marketing process for 15370 Leslie Street. 15516 Leslie Street was sold to a private investor over asking price, closing in December 2017 for \$4.36 Million.

6, 8 & 10 MOSLEY STREET, AURORA



SALE PRICE: \$3,075,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 0.34 AC. | **MONTH OF SALE:** DECEMBER 2017

This 0.34 acre-property was offered in conjunction with a number of other Aurora properties that were owned by a local investor. The site was improved with a commercial building that was 100% leased and was generating a net operating income of more than \$100,000 at the time of sale. One of the logical purchasers was a neighbour ho had purchased all of the adjacent parcels as part of a land assembly. Our strategy was to fully expose the site to all other potential purchasers to push competition and pricing – despite having a purchaser in mind. We marketed the site to our database of users, investors and developers and also posted the property to MLS. We received strong interest from a number of groups and were presented with multiple offers within a week of going to market. We leveraged these offers during negotiations with the neighbour and were able to secure a firm deal that was over the asking price for the seller. The property sold for ±\$3 Million and closed in December 2017.

12810 DUFFERIN STREET, KING CITY



SALE PRICE: \$1,900,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 1.98 AC. | **MONTH OF SALE:** APRIL 2017

Located in King City, this 1.98-acre property was a well-located small, infill residential development parcel. The site was designated Low-Density Residential 1 Area, allowing for a range of low and medium density residential uses including single detached, semi-detached and townhouses. We brought the property to market with asking price of \$2 Million and held back offers for 30 days. Owing to the strong pricing and absorption of low-density residential product in King City, there was strong interest from a range of GTA based developers. The property ultimately sold for \$1.9 Million to a local investor.

1856 NOTION ROAD, PICKERING



SALE PRICE: \$17,000,000 | **LAND USE:** MIXED USE | **SIZE:** 8.98 AC. | **MONTH OF SALE:** JULY 2017

This 8.98-acre site featured optimal access to Highway 401 and the prominent retail nodes of downtown Pickering. The property was located directly south of established residential neighbourhoods and would make a logical transition for mixed-use residential with higher densities fronting on to Highway 401. The vendor had prepared a concept plan showing a potential buildout out of the site with over 550 units with a mix of traditional townhouses, stacked townhouses and apartment units. The Property was brought to market with an asking price of \$14.5 Million and offers were held back for 30 days. Our marketing efforts led to strong interest from a range of developers that resulted in six strong offers. The property sold to Metropia for \$17 Million.

FINCH AVENUE & ALTONA ROAD, PICKERING



SALE PRICE: \$9,655,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 6.68 AC. | **MONTH OF SALE:** DECEMBER 2017

The Land Services Group represented Infrastructure Ontario (“IO”) in the disposition of their land on Finch Avenue and Altona Road in Pickering. The offering consisted of four properties ranging from just under one acre to over three acres. Purchasers were permitted to offer on individual properties or collectively on the portfolio. Each property was given an asking price and was posted to MLS to ensure full exposure to all possible purchasers. All four of the sites were sold, resulting in a gross sale price of ±\$9.655 Million for 6.68 acres of land.

1400 VICTORIA STREET EAST, WHITBY



SALE PRICE: \$6,000,000 | **LAND USE:** COMMERCIAL/INDUSTRIAL | **SIZE:** 11 AC. | **MONTH OF SALE:** OCTOBER 2017

The Land Services Group was retained by RioCan in the sale of 11.01 acres of vacant commercial and industrial land in Whitby. The site featured great access with direct frontage on to Highway 401 and was in close proximity to two GO Stations. Although the site was located near an established retail and commercial node, the property was ultimately sold to Metrolinx, who was a logical purchaser as they were in the midst of constructing their East Rail Maintenance Facility directly south of the site. This property was adjacent to this facility making it strategically important for Metrolinx to acquire. The property sold for \$6 Million.

7044 HIGHWAY 26 EAST, STAYNER



SALE PRICE: ±\$16,000,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 179.61 AC. | **MONTH OF SALE:** MARCH 2017

Dancor Construction engaged the Land Services Group to manage the disposition of 180 acres of residential development land in Stayner, which is centrally located between Collingwood, Wasaga Beach and Creemore. The site was draft plan approved for 1,102 units with a mix of singles, semis and townhouse dwellings. The vendor addressed a number of the draft plan conditions prior to bringing the site to market and was nearing registration of the subdivision. We marketed the site with an asking price of \$25 Million including prepaid development charge credits. Concurrently, we began approaching groups about a possible joint venture. After several conference calls and face-to-face meetings, a joint venture agreement was executed between Dancor and MacPherson Builders.

WEST SIDE OF DAYFOOT STREET, BEETON



SALE PRICE: \$2,000,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 1.34 AC. | **MONTH OF SALE:** AUGUST 2017

The Land Services Group was retained in the disposition of 1.34 acres of residential land in Beeton. The site was designated Low-Density Residential and was surrounded by a number of new developments, most notably by Alliance Homes, Devonleigh Homes and Sorbara Group. All low-density product in vicinity of the site was completely sold out. Our team brought this property to market through a traditional list and sell process with an asking price. Offers were held back 30 days. We sold the site in August 2017 for \$2 Million resulting in new benchmark pricing per acre of approximately \$1.5 Million.

3000, 3071 & 3183 LINE 11 NORTH, ORO MEDONTE



SALE PRICE: \$1,506,295 | **LAND USE:** PRIVATE RECREATIONAL | **SIZE:** 226.30 AC. | **MONTH OF SALE:** APRIL 2017

The properties at 3000, 3071 and 3183 Line 11 North were offered concurrently with the property on the East Side of Hurontario Street in Caledon, and were comprised of four parcels that could be bought as a package or as separate parcels. The property was designated as Environmental Protection and Private Recreational, allowing for uses such as golf courses, cross country ski facilities and conservation uses. At the time of the sale, the property was improved with the Orillia Golf and Country Club. The properties were sold separately, resulting in a gross sale price of ±\$1.5 Million. An additional property, also referred to as 3000 Line 11 North sold earlier in 2016.

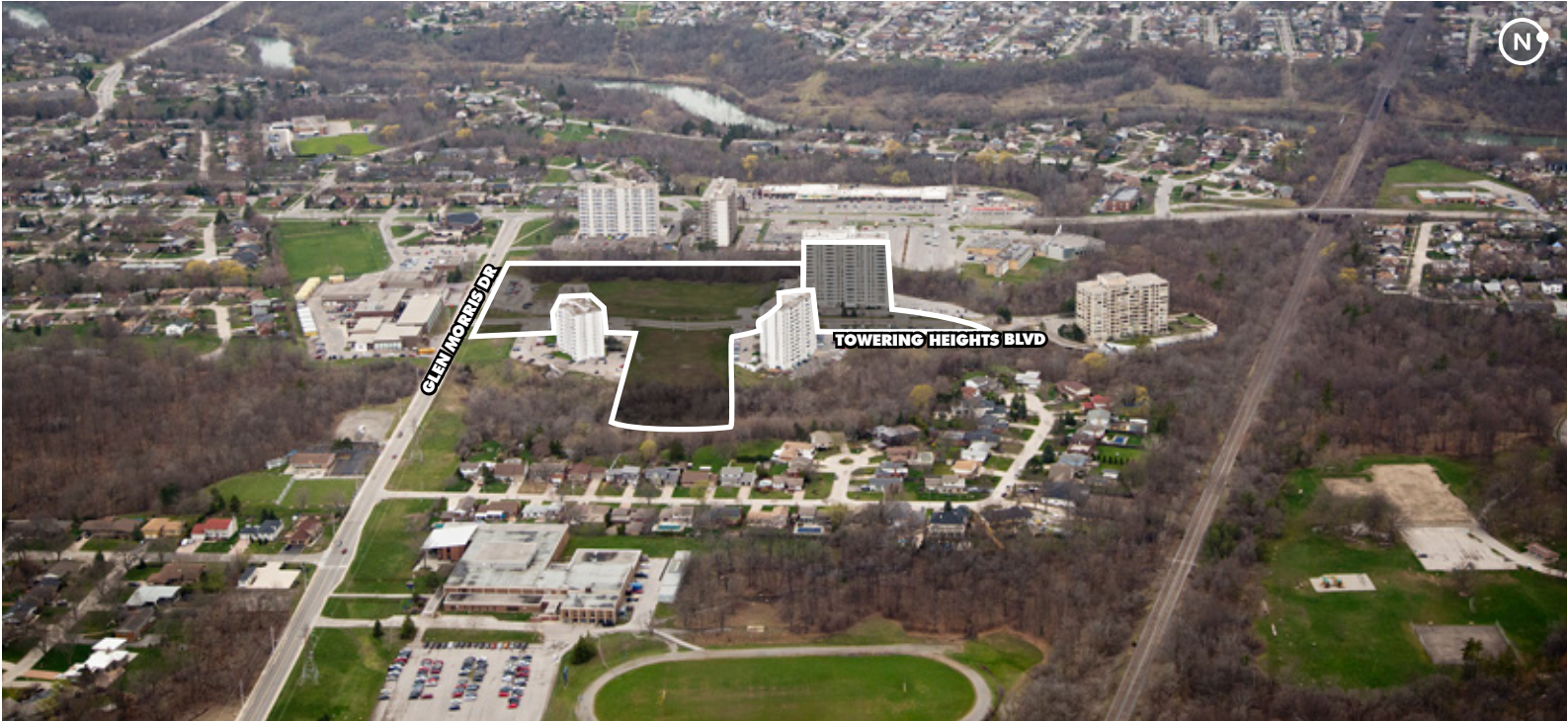
121 HIGH STREET, COLLINGWOOD



SALE PRICE: \$1,300,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 1.83 AC. | **MONTH OF SALE:** SEPTEMBER 2017

The Land Services Group represented the vendor in the sale of 1.83 acres of infill residential land in Collingwood. Historically, the property held draft plan approval for 32 freehold townhomes, but the draft plan approval period was expired at the time of the sale. The town agreed that the original site plan demonstrated planning merit and that this was a logical property for residential redevelopment. After connecting with a number of local based builders and developers, the property was sold to a GTA based developer for \$1.3 Million, resulting in a sale price per acre of \$710,000 for residential land in Collingwood.

16, 25 & 32 TOWERING HEIGHTS BOULEVARD, ST. CATHARINES



SALE PRICE: \$37,775,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 9.64 AC. | **MONTH OF SALE:** JULY 2017

The listing team represented the sellers in the disposition of a high-rise development opportunity located in the City of St. Catharines. The opportunity included two parcels of high-density residential development land at 2.5 and 4.4 acres respectively. The offering also included the possible inclusion of 16 Towering Heights Boulevard, an established apartment building. Our team cooperated with CBRE's foremost apartment expert from the National Apartment Group and marketed the properties to a range of local, national and international developers and investors. The property ultimately sold for ±\$37.8 Million, which included both the residential land as well as the existing apartment building.

OAK PARK ROAD NORTH, BRANTFORD



SALE PRICE: \$11,800,000 | **LAND USE:** COMMERCIAL | **SIZE:** 423.43 AC. | **MONTH OF SALE:** SEPTEMBER 2017

The Land Services Group was retained on an exclusive basis in the disposition of Kimco Realty's properties on Oak Park Road North in Brantford. The property consisted of over 400 acres of commercial land as a gravel pit, of which approximately 286 acres were considered developable. The site is strategically located in close proximity to the established Oak Park South business park with substantial Highway 403 exposure. The site also benefited from its strategic position requiring the lands to be traversed for servicing of the Brant County annexation lands. The property had several challenges with regards to development that included uncertain timing to servicing availability and several million dollars in grading work that were anticipated as a result of the former use of the site. Ultimately, the property sold to a Brantford based construction company.

6486 MOUNTAIN ROAD, NIAGARA FALLS



SALE PRICE: \$7,249,500 | **LAND USE:** RESIDENTIAL | **SIZE:** 13.06 AC. | **MONTH OF SALE:** AUGUST 2017

Located within a strong residential submarket of Niagara Falls, this 13.06-acre property was designated Residential in the Niagara Falls Official Plan and had very few physical and environmental constraints. The Residential land use designation allows for a wide variety of low and medium density residential uses. Much of the surrounding ground-oriented residential product was sold out within the vicinity of the site creating an excellent future development opportunity for the purchaser of the property. This attractive infill development opportunity was offered to market with an asking price of \$7.25 Million. Due to the strong market conditions and favourable configuration, the site experienced immense interest. The purchaser signed a conditional deal shortly after launching, the deal went firm the following month and the property closed in August, only 90 days after going to market. The site was purchased by a local, private developer for ±\$7.25 Million.

440-448 ELGIN STREET WEST, COBOURG



SALE PRICE: \$1,030,000 | **LAND USE:** RESIDENTIAL | **SIZE:** 1.92 ACRES | **MONTH OF SALE:** APRIL 2017

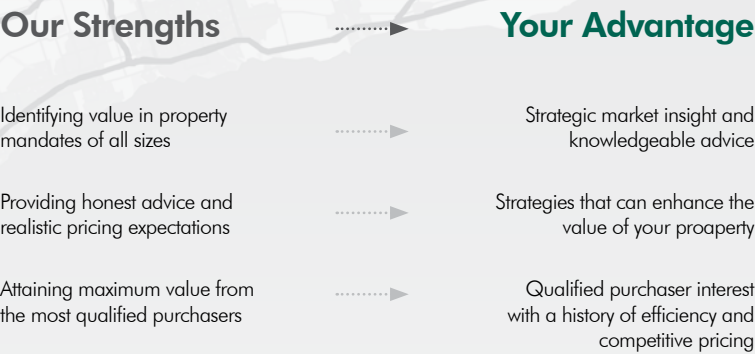
This 1.92-acre site was well-located close to the intersection of William Street and Elgin Street West in the Town of Cobourg. The site was zoned for a 23-unit townhouse development and was conveniently situated near Highway 401, the Northumberland Hills Hospital and Northumberland Mall. Our team marketed the site to our purchaser database and through MLS. We used a full suite of marketing tools including print and digital advertising, signage, direct hard copy mailings and electronic mail campaign. This property sold to Heli Homes for \$1.03 Million in April 2017 representing a price per acre of almost \$540,000. This transaction set a new benchmark for infill residential development land in the Town of Cobourg.

Our Expertise

The Land Services Group is comprised of a team of CBRE Canada’s top sales professionals focusing exclusively on the disposition of development land.

Our extensive knowledge of regional market conditions enables us to craft specific marketing strategies to capture the interest of qualified purchasers and leverage the competitive nature of the current market to maximize the value of your property.

Our mission is to accelerate our client’s success through superior market knowledge, industry-leading technology and a global real estate perspective.



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