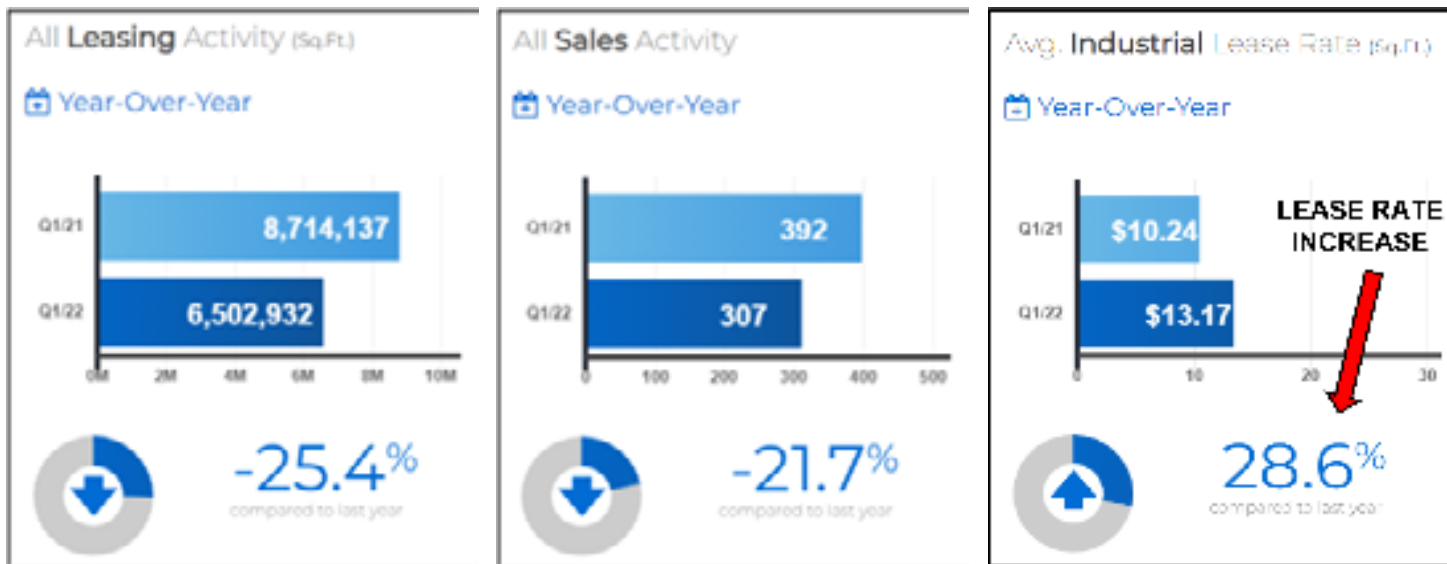


YOUR COMMERCIAL & INDUSTRIAL REAL ESTATE OVERVIEW

FIGURE 2: COMMERCIAL MARKET STATS



Source: TRREB Commercial Realty Watch

TRREB Q1 YEAR OVER YEAR INDUSTRIAL DATA SHOWING:

- 25.4% drop in leased square footage
- 21.7% drop in sales activity
- 28.6% increase in the average industrial lease rate from \$10.24 psf to \$13.17 psf
- \$15 to \$18.50 asking net lease rates are seen quite often now

FIGURE 3: RESIDENTIAL PRICING



FIGURE 4: RESIDENTIAL SUPPLY



Source: Market Stats by Showingtime

FIGURE 5: BDC MORTGAGE RATES

DATE	RATE
March 10, 2021	3.85%
October 22, 2021	4.25%
January 1, 2022	4.20%
January 20, 2022	4.60%
April 30, 2022	5.60%
June 16, 2022	6.30%

Source: BDC

AVAILABILITIES REPORT

COMMERCIAL & INDUSTRIAL REAL ESTATE

DRAMATIC MARKET CHANGE



For information, contact:

**Derek Gould, MBA, SIOR, NAIOP, P.Log**  
 President, Broker of Record  
 M 416-802-4499  
 derek.gould@dwgra.com

Please call me if your upcoming need is a match for one of these properties or if you wish to list your property for sale. This is not intended to solicit properties already listed, nor clients who have signed Buyer Agency Agreements.

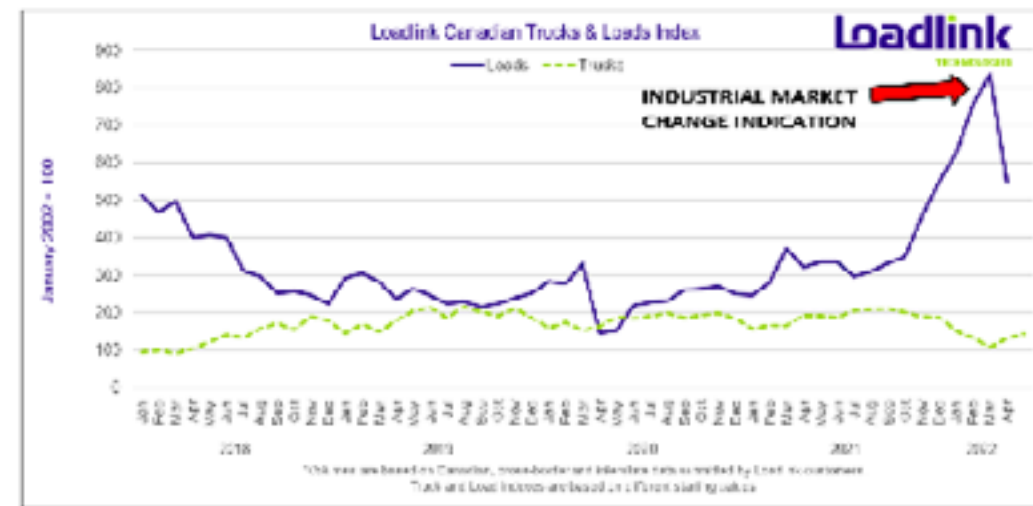
**D.W. GOULD REALTY ADVISORS INC., BROKERAGE**

3105 Unity Drive, Unit 33  
 Mississauga, ON L5L 4L3  
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 TF: 1-855-828-1500

[www.dwgra.com](http://www.dwgra.com)

- Recent dramatic downward change in the market due to interest rate increases, inflation, and gas price market shock
- Residential market statistics changes typically occur earlier than the industrial, and are a leading indicator to review. They see early what industrial sees later
- The residential Buyers are now "on the sidelines", and the activity levels have dropped as if a switch was flipped
- The residential buying frenzy is over, along with 30-40 offers on a property at a time, and sales at well over the asking price (See Figure 3 on back page)
- Available residential inventory is increasing rapidly as sales have dropped off (See Figure 4 on back page)

FIGURE 1: TRANSORE LOAD INDEX



Source: Loadlink Technologies

- Commercial buyers are much more cautious recently, and the sale prices they are willing to pay and banks are willing to finance are dropping
- Transcore load index, which is another leading indicator of overall business economic activity, is showing a rapid drop off from the stratospheric heights (See Figure 1 above)
- More interest rate increases in both the USA and Canada are reportedly coming, and that will make qualifying for a mortgage more challenging (See Figure 5 on back page)
- Banks are becoming more stringent with their lending criteria, often requiring "review engagement" financial statements that may take months to generate
- Landlords are looking for and getting much higher lease rates as there is so little vacant space (See Figure 2 on back page)





328 Wellington Road 7, Elora



**FOR SALE: COMMERCIAL DEVELOPMENT LAND**

- 1-11 acres available in growing community of Elora with large frontage on Wellington Rd 7
- Suitable for many uses including hotel, automotive, and possibility of multi-res and condo development

20 Side Road, Halton Hills



**FOR SALE: LAND AVAILABLE**

- ± 79.69 acres (as per MPAC) with ± 12.5 acres workable
- Triangular shaped lot which includes a creek that runs through the property
- Build a custom home or hold as investment

148 Armstrong Avenue, Georgetown



**FOR SALE: INDUSTRIAL BUILDING**

- ± 5,000 sf freestanding industrial building on ± 0.76 acres (as per MPAC)
- Located in Georgetown Industrial Park
- Zoning: EMP1
- Shipping: 2 drive-in doors

13970 Eighth Line, Halton Hills



**FOR SALE: FARM/PRIVATE SCHOOL DEVELOPMENT**

- ± 94 acre (as per MPAC) farm located North of Georgetown, includes a century home & 2 barns
- Private School, Equestrian Centre or Day Nursery use permitted as per Zoning Exception 39
- Proposed school concept approved

244 Mill Street, Kitchener



**FOR SALE: FUTURE MIX RES / HOUSE / SHOP**

- ± 2,246 sf residential building, ± 2,511 sf rear shop = 4,757 sf total on ± 0.79 acres
- Great location, growing community with possible mix residential redevelopment (TBV)
- Zoning allows outside storage

63063 County Rd 3, East Garafraxa



**FOR SALE: RETAIL / COMMERCIAL / INDUSTRIAL**

- ± 3,152 sf freestanding building on 0.36 acres
- Wide frontage with County Rd 3 exposure
- High traffic – just west of Trafalgar
- One of the few lots zoned commercial in town
- Zoning allows for a variety of commercial uses

114-116 Main Street, Erin



**FOR SALE: RETAIL / COMMERCIAL SPACE**

- Central Main Street exposure
- ± 3,001 sf main floor, ± 3,001 sf basement = 6,002 sf total
- Many Commercial uses permitted
- Municipal parking lot nearby

35 Sinclair Avenue, Georgetown



**FOR SALE: INVESTMENT / MANUFACTURING**

- Corner building, two street access and exposure
- ± 92,973 sf (as per MPAC) on ± 6.20 acres
- Shipping: 4 truck level doors and 8 drive in doors
- Tenants can stay if desired
- Cranes

175 Lahr Drive Unit B, Belleville



**FOR LEASE: INDUSTRIAL SPACE**

- +/- 5,250 sf rentable
- Highway 401 exposure
- 40% office space (can be modified)
- Zoning: M1-2
- Drive-in door can be added

22 Erin Park Drive, Erin



**FOR SALE: BUILDING BEING BUILT**

- 4,000 sf truck/equipment shop to be built on ± 1.22 acres (as per MPAC)
- Foundation in
- Zoning: M2 - General Industrial
- 3 drive-in doors

15760 Robin's Hill Road, London



**FOR SALE/LEASE: BRAND NEW DESIGN BUILDS**

- ± 54,500 sf on 4.4 acres or ± 25,500 sf on 2.2 acres brand new design build
- Access to highways, Airport and U.S. Border
- High quality construction / reputable builder
- Other sizes and configurations possible

8 Erin Park Drive, Erin



**FOR LEASE: MULTI-TENANT BUILDING**

- ± 14,700 sf multi-unit industrial building being completed
- Two 4,900 sf end units available
- Shipping: drive-in doors

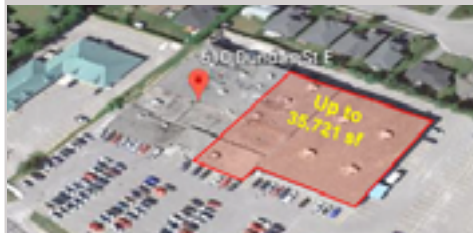
610 Dundas Street. E, Belleville (Hwy 2)



**FOR LEASE: RETAIL / COMMERCIAL PAD**

- Two Middle Units Available From 1,333 sf to 2,666 sf
- AAA Fast Food Anchor Neighbours
- Area redeveloping, possibility of new housing across the street
- Abundant parking +/- 375 spots

610 Dundas Street. E, #3 Belleville (Hwy 2)



**FOR LEASE: OFFICE SPACE / RETAIL / CALL CENTRE**

- 2,000 - 35,721 sf retail / office space
- Currently set up as a call centre
- Zoning allows many uses including: business professional, administrative and/or government office; educational facilities (assembly hall)
- Lots of parking available

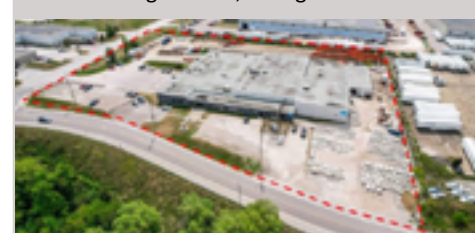
Coming Soon



**FOR SALE/AVAILABLE:**

- Large farm
- Auto/truck repair locations
- Industrial condo
- High rise condo site in Peel region
- Industrial land

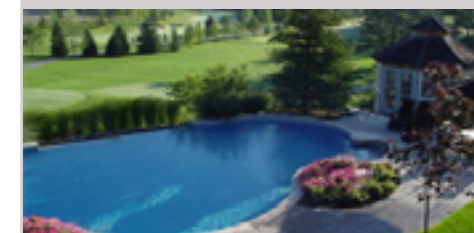
60 Armstrong Avenue, Georgetown



**FOR SALE: INVESTMENT / MANUFACTURING**

- ± 58,520 sf total on ± 5 acres (as per MPAC)
- Located in Georgetown Industrial Park, corner lot with two street access
- Zoning: EMP1
- Tenant can stay if desired

Business For Sale



**FOR SALE: FULL SERVICE POOL BUSINESS**

- Turn-key stable growing business since early 90's
- Summer 2022 season already booked
- Services include but not limited to custom pool installations, opening & closing, water treatment and leak detection & repair

308 Main Street, Erin



**FOR SALE: COMMERCIAL BUILDING**

- Freestanding building available in Erin
- Main street exposure
- ± 1,820 sf on 0.42 acres (as per MPAC)
- Zoning: C2
- Business must be sold before building sells