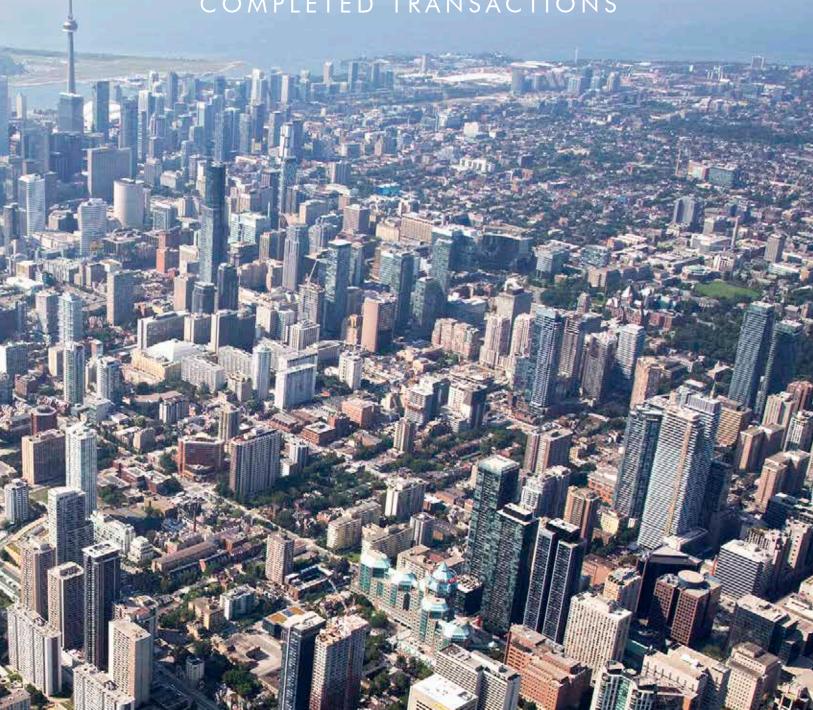
CBRE | LAND SERVICES GROUP

2018

COMPLETED TRANSACTIONS





INFORMATION

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3	Meet the Land Specialists
4	Contact Information
5	About CBRE
7	Transaction Map

LAND TRANSACTIONS[†]

	PAGE	ADDRESS	LAND USE	SELLING PRICE
	11	Sherbourne St & Howard St, Toronto	Residential	\$102,400,000
	12	26, 30 & 40 Birch Ave, Toronto	Residential	\$17,492,500
0	13	Glen Rd & Howard St, Toronto	Residential	Contact LSG
TORONTO	14	2686 Lake Shore Blvd W, Etobicoke	Residential	\$4,750,000
ORC ORC	15	1431, 1433, 1435 & 1437 Bloor St W, Toronto	Mixed Use	\$4,100,000
F	16	20 Wallasey Ave, Toronto	Residential	\$3,300,000
	17	84 Old Burnhamthorpe Rd, Toronto	Residential	\$3,150,000
	18	1 West Don Lands, Toronto	Mixed Use	Land Lease
	21	Seaton Lands Parcel 3, Pickering	Mixed Use	\$160,000,000
	21	Seaton Lands Parcel 3, Pickering Seaton Lands Parcel 6, Pickering	Mixed Use	\$160,000,000 \$2,800,000
	21			
905		Seaton Lands Parcel 6, Pickering	Commercial	\$2,800,000
905	22	Seaton Lands Parcel 6, Pickering 574 Green Lane E, East Gwillimbury	Commercial Mixed Use	\$2,800,000 \$60,000,000
905	22 23	Seaton Lands Parcel 6, Pickering 574 Green Lane E, East Gwillimbury 115-119 Bond Cres & 311-349 King Rd, Richmond Hill	Commercial Mixed Use Residential	\$2,800,000 \$60,000,000 \$26,500,000
905	22 23 24	Seaton Lands Parcel 6, Pickering 574 Green Lane E, East Gwillimbury 115-119 Bond Cres & 311-349 King Rd, Richmond Hill 401 Reynolds St, Whitby	Commercial Mixed Use Residential Residential	\$2,800,000 \$60,000,000 \$26,500,000 \$11,133,950
	22 23 24 25	Seaton Lands Parcel 6, Pickering 574 Green Lane E, East Gwillimbury 115-119 Bond Cres & 311-349 King Rd, Richmond Hill 401 Reynolds St, Whitby 2057 Major Mackenzie Dr, Vaughan	Commercial Mixed Use Residential Residential Residential	\$2,800,000 \$60,000,000 \$26,500,000 \$11,133,950 \$3,800,000
	22 23 24 25	Seaton Lands Parcel 6, Pickering 574 Green Lane E, East Gwillimbury 115-119 Bond Cres & 311-349 King Rd, Richmond Hill 401 Reynolds St, Whitby 2057 Major Mackenzie Dr, Vaughan	Commercial Mixed Use Residential Residential Residential	\$2,800,000 \$60,000,000 \$26,500,000 \$11,133,950 \$3,800,000
	22 23 24 25	Seaton Lands Parcel 6, Pickering 574 Green Lane E, East Gwillimbury 115-119 Bond Cres & 311-349 King Rd, Richmond Hill 401 Reynolds St, Whitby 2057 Major Mackenzie Dr, Vaughan	Commercial Mixed Use Residential Residential Residential	\$2,800,000 \$60,000,000 \$26,500,000 \$11,133,950 \$3,800,000
OUTER MARKET 905	22 23 24 25 26	Seaton Lands Parcel 6, Pickering 574 Green Lane E, East Gwillimbury 115-119 Bond Cres & 311-349 King Rd, Richmond Hill 401 Reynolds St, Whitby 2057 Major Mackenzie Dr, Vaughan 18599 Yonge St, East Gwillimbury	Commercial Mixed Use Residential Residential Residential Industrial	\$2,800,000 \$60,000,000 \$26,500,000 \$11,133,950 \$3,800,000 \$3,200,000

 $^{^{\}dagger}$ This list does not reflect every Land Services Group transaction in 2018. Some transactions have been omitted.

ABOUT THE LAND SERVICES GROUP











The Land Services Group is comprised of CBRE Canada's top sales professionals focusing exclusively on the disposition of development land across the Greater Toronto Area and Greater Golden Horseshoe Area. Our goal is to obtain the highest value for our clients' development land.

WE WORK FOR LAND OWNERS

We have an extensive network of qualified buyers in the industry and we work to get you the best deal with a deal structure that meets the needs of our clients. Our track record of creating maximum value on even the most complicated transactions highlights our ability to execute deals with terms and conditions favourable to the seller.

WE ARE LAND SPECIALISTS

With over \$5 Billion in land transactions to date, we have helped land owners sell properties of all types and sizes. The team brings an unmatched depth of experience executing site transactions at various stages of approval, coupled with an intimate understanding of local politics, economics and land use policies. The Land Services Group is a team of full-time land specialists whose forefront goal is to secure the highest value for your property.

WE PROVIDE FULL SERVICES

The team's marketing process is the result of over 33 years of experience handling transactions that require maximum market exposure, reliable reporting and deal certainty. Our team, supported by diligent planners, marketers and administrators, will determine the best strategy to achieve the highest return for your property. We pride ourselves on our ability to support clients with cost-efficient solutions and market intelligence not available from any other real















2018 TRANSACTION TOTALS[†]

TORONTO

\$154,742,500

905 & GGH

\$447,824,639

2018 GRAND TOTAL

\$602,567,139

TRANSACTION TOTALS FROM 2014 TO 2018[†]

TORONTO

\$500,002,536

905 & GGH

\$1,705,470,011







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MEET THE LAND **SPECIALISTS**

MIKE CZESTOCHOWSKI**

Executive Vice President 416 495 6257 mike.czestochowski@cbre.com

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.

LAUREN WHITE*

Senior Vice President 416 495 6223 lauren.white@cbre.com

Lauren has focused on land transactions over the last 13 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.



CONTACT

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ABOUT THE LAND SERVICES GROUP 6

ABOUT CBRE

CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (based on 2017 revenue). The company has more than 80,000 employees (excluding affiliates), and serves real estate investors and occupiers through approximately 450 offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.

CBRE is backed by a powerful suite of intelligence, leading technology tools and proprietary data in every major Canadian market. As technology and connectivity continue to reshape the marketplace, our clients depend on specialized expertise and premier technologies to enable our make confident, informed business decisions.

CANADIAN COMPANY TIMELINE

1983

CBRE begins operations in Canada with the first office established in downtown Toronto, followed shortly by offices in North Toronto and Vancouver.

1999

CBRE operates in 250⁺ local markets.

2005

CBRE enters Fortune 1,000 list at 676, and is identified as one of the top corporate cultures in Canada by corporate recruiting firm Waterstone Human Capital.

2004

CBRE launches initial public offering on the New York Stock Exchange as "CBG." Revenue surpasses \$2.0 billion.

2007

CBRE plans to be carbon-neutral by 2010, including a major initiative to assist clients with energy efficiency at the 1.7 billion square feet of building space that the company manages globally. CBRE is ranked among 50 "best in class" companies, the top 40 "most generous" companies by BusinessWeek, and 33rd in Fortune's List of 100 Fastest Growing Companies.

2012

CBRE is the first real estate services firm ranked among top five outsourcing firms across all industries by the International Association of Outsourcing Professionals.

2014 - PRESENT

CBRE is voted Fortune's most admired real estate services company for the fourth consecutive year, and Lipsey's leading real estate brand for the 13th year in a row.



Commitment to quality, excellence and reliability



Seamless service through a unified and cohesive platform





the most comprehensive data

Establishing trusted client partnerships

RECOGNIZED FOR GLOBAL EXCELLENCE

Global Real Estate Advisor of the Year (6 Consecutive Years)













Top Outsourcing Service



*#*207

Fortune 500 company since 2008



ABOUT THE LAND SERVICES GROUP 8

TRANSACTION MAP

1 Sherbourne St & Howard St, Toronto

2 Glen Rd & Howard St, Toronto

3 26, 30 & 40 Birch Ave, Toronto

4 2686 Lake Shore Blvd W, Etobicoke

5 1431, 1433, 1435 & 1437 Bloor St W, Toronto

6 20 Wallasey Ave, Toronto

7 84 Old Burnhamthorpe St, Toronto

8 1 West Don Lands, Toronto

9 Seaton Lands, Pickering

10 547 Green Lane E, East Gwillimbury

1 115-119 Bond Cres & 311-349 King Rd, Richmond Hill

12 401 Reynolds St, Whitby

13 2057 Major Mackenzie Dr, Vaughan

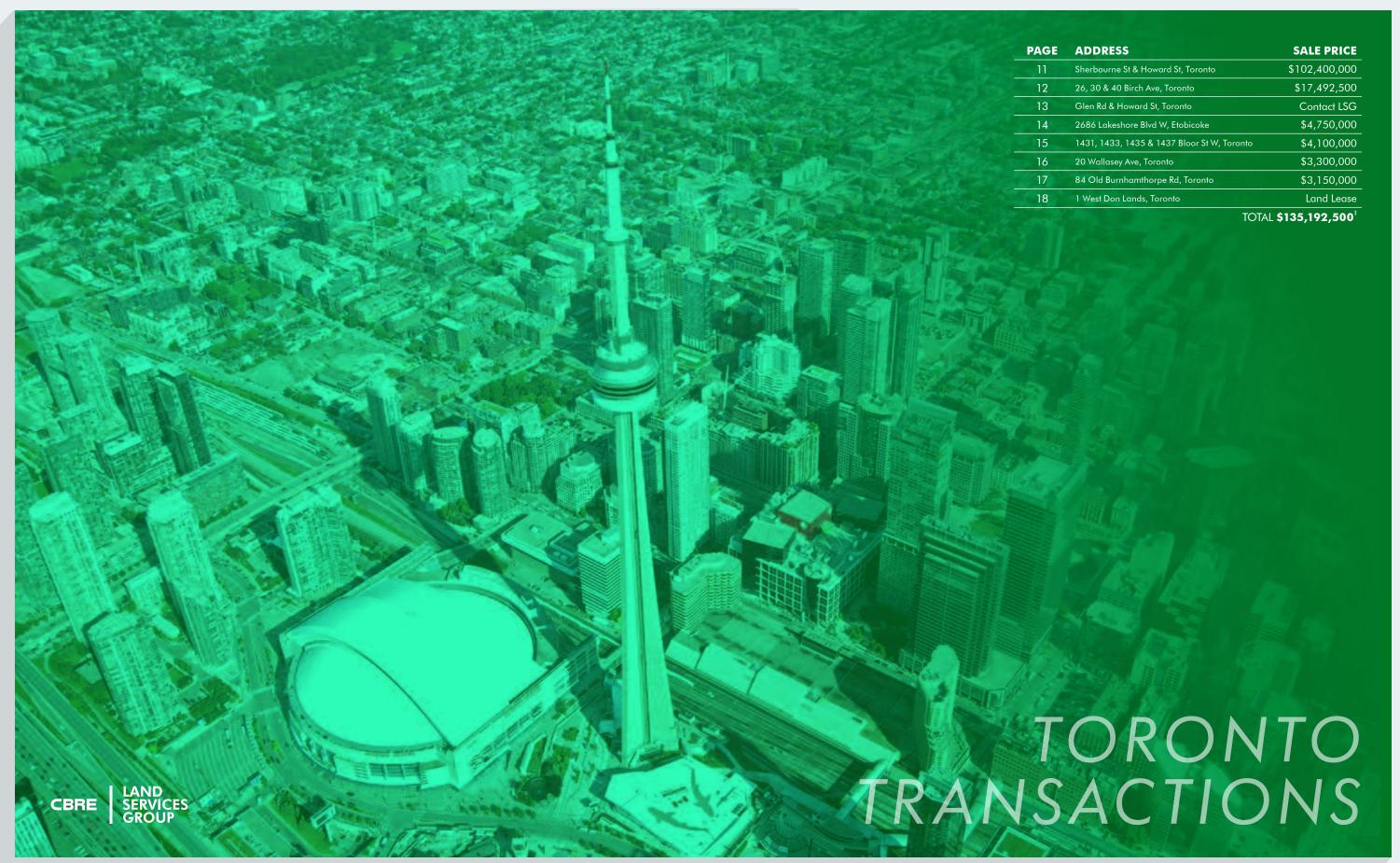
14 18599 Yonge St, East Gwillimbury

GH & OUTER MARKETS

5 132, 146 & 184 Exeter Rd, London

16 98 James St S, Hamilton





SHERBOURNE ST & HOWARD ST

TORONTO

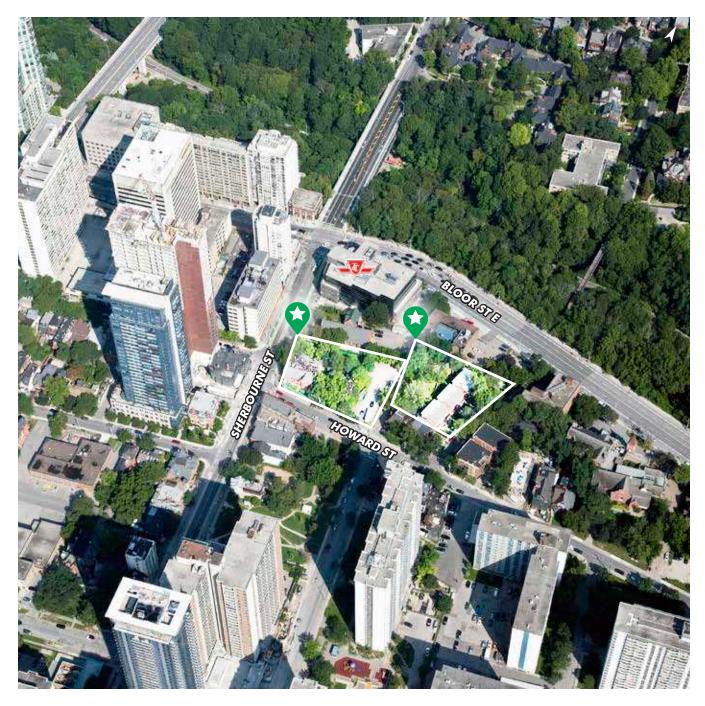
\$ SALE PRICE \$102,400,000

AND USE RESIDENTIAL

SIZE 1.17 AC.

DATE OF SALE MARCH 2018

The Land Services Group was retained on an exclusive basis for the disposition of this downtown Toronto high density residential development site. The property has approved zoning for a 50-storey tower with 428,000 square feet of total gross floor area, seven three-storey townhouses, and six fully leased semi-detached houses generating over \$230,000 in annual net operating income. Our team was engaged by an ownership group consisting of numerous private investors and well-known development firms. As several of the owners wanted to submit an offer on the property, a unique and transparent process was developed to maximize pricing while treating potential owner-purchasers the same as third party bidders. A resolution was signed giving full authority to our team and a third party advisor to execute a deal without review by the vendors, allowing us to run a fair process that allowed members of the ownership group to bid while ensuring the highest possible return for non-bidding members. The site was sold to Concert Properties for a total consideration of \$102,400,000, exceeding the benchmark pricing in this node which our team had previously set through the sale of Bloorpointe by more than double.



26, 30 & 40 **BIRCH AVE TORONTO**

\$ SALE PRICE \$17,492,500

AND USE RESIDENTIAL

SIZE 0.65 AC.

DATE OF SALE SEPTEMBER 2018

Our team was engaged by Toronto Community Living in the disposition of 26-40 Birch Avenue. This site is located in one of Toronto's most prestigious neighbourhoods, Summerhill, with some of the highest incomes in the city and average home prices in excess of \$2,000,000. The site's rectangular configuration with more than 200 feet of frontage on Birch Avenue makes it ideal for low to medium density residential redevelopment. We took the property out to market using the Modified Tender Process with bid dates to push pricing. After multiple rounds of offers and negotiations with interested parties, the property sold for \$17,492,500, exceeding the client's expectations.



GLEN RD & HOWARD ST TORONTO

S SALE PRICE CONTACT LSG

AND USE RESIDENTIAL

SIZE 0.47 AC.

DATE OF SALE DECEMBER 2018

CBRE limited was retained in the disposition of this multi-residential investment portfolio comprised of 4 apartment buildings. The properties located at 1 & 7 Glen Road consist of two low-rise, 3.5 storey apartment buildings known as the Roslyn Apartments. The property located at 9 Glen Road consists of a 2.5 storey detached four-plex and the site municipally known as 24 Howard Street contains a recently completed rental apartment building. The buildings are well-positioned at the corner of Sherbourne Street, just south of Bloor Street East. The portfolio of properties was brought to market through the Modified Tender Process, generating multiple strong offers with second round bids. The entire site was ultimately sold in December 2018.



2686 LAKE SHORE BLVD W

ETOBICOKE

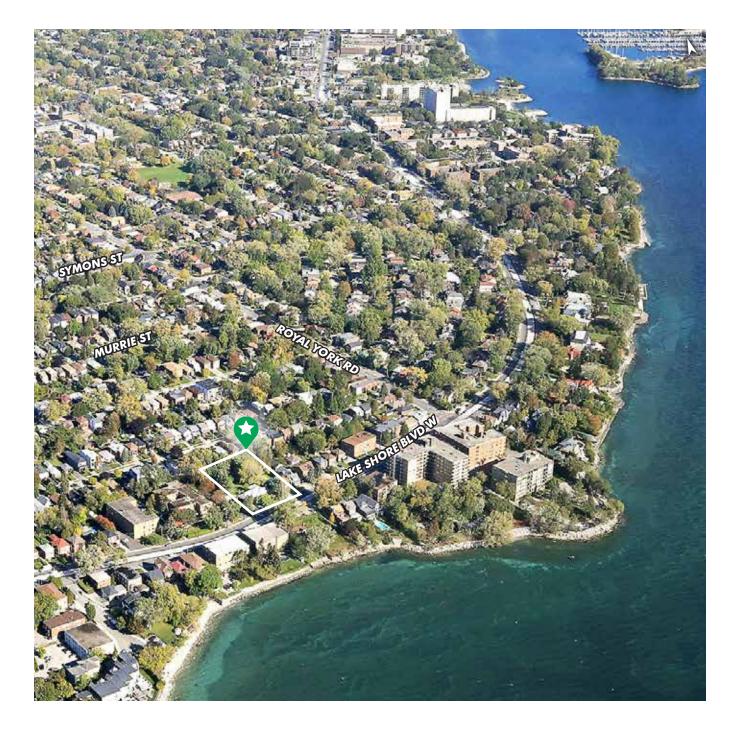
S SALE PRICE \$4,750,000

AND USE RESIDENTIAL

SIZE 0.4 AC.

DATE OF SALE APRIL 2018

Located just to the west of the intersection of Lake Shore Boulevard West and Royal York Road, this 0.40 acre site was site plan approved for 23 stacked townhouse units with a buildable residential gross floor area of 24,563.2 square feet. The property was brought to market with an asking price of \$5,000,000. In April 2018, the Land Services Group sold the site to a private investor for a total price of \$4,750,000, representing a benchmark pricing for stacked townhouse in this area at \$193 per square foot buildable.



1431, 1433, 1435 & 1437 BLOOR ST W **TORONTO**

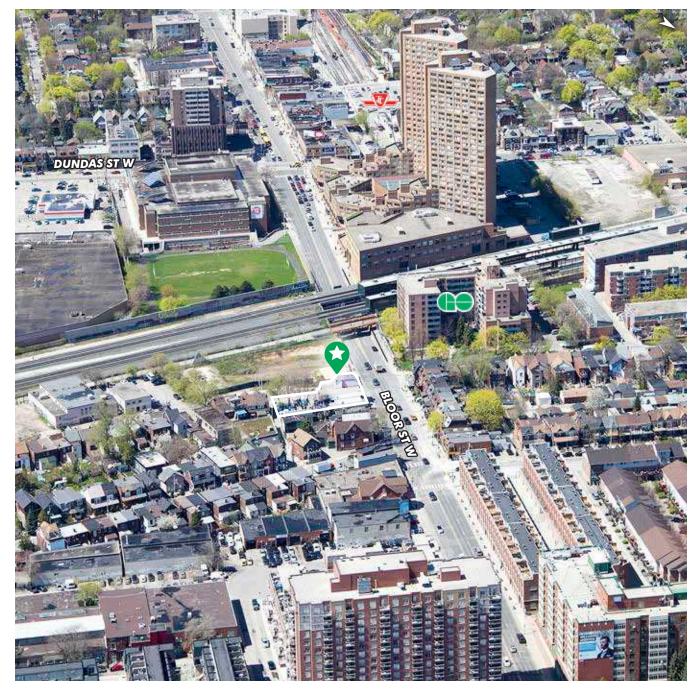
S SALE PRICE \$4,100,000

LAND USE MIXED USE

SIZE 0.21 AC.

DATE OF SALE OCTOBER 2018

CBRE's Land Services Group was retained on behalf of the vendor in the disposition of the properties located at 1431, 1433, 1435 and 1437 Bloor Street West in the City of Toronto. Optimally positioned near numerous transit options between Bloor West Village and the Junction, the offering provided a significant opportunity with in-place zoning that permitted a wide range of commercial and residential uses. The properties were brought to market with a listing price of \$4,390,000 and were listed on MLS to ensure maximum market exposure. In October 2018, the properties were sold for a total consideration of



20 WALLASEY AVE TORONTO

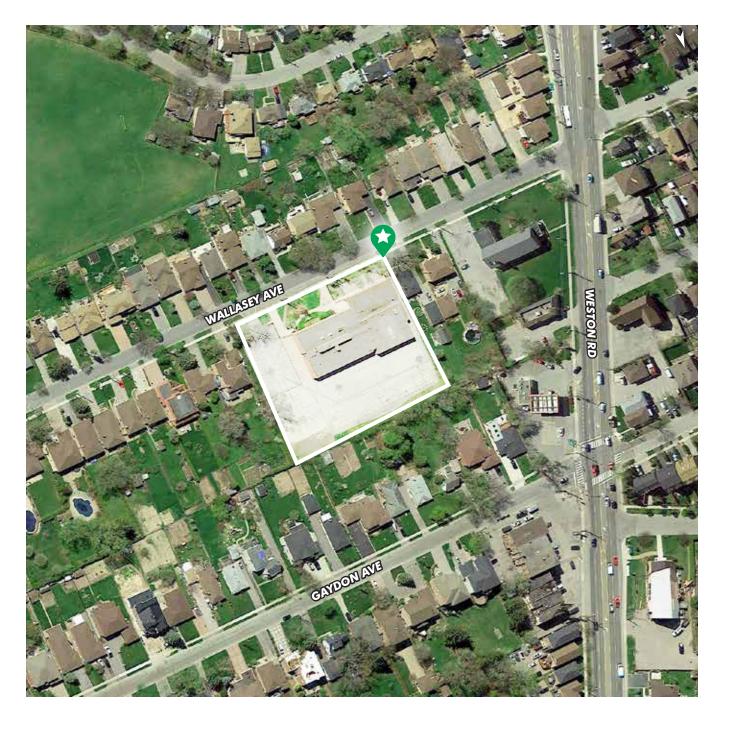
\$ SALE PRICE \$3,300,000

AND USE RESIDENTIAL

SIZE 1.84 AC.

DATE OF SALE MARCH 2018

20 Wallasey Avenue is a 1.84 acre property located just east of Weston Road, north of Highway 401, in the City of Toronto. At the time of sale, the property was improved with a school facility owned and operated by the Toronto Catholic District School Board. Planning policy within both the City of Toronto Official Plan and Zoning By-Law presented an opportunity for site redevelopment for residential use. Utilizing the Modified Tender Process, our team was able to facilitate a successful sale for the site, achieving a total consideration of \$3,300,000 and a price per acre of approximately \$1,793,478.



84 OLD BURNHAMTHORPE RD TORONTO

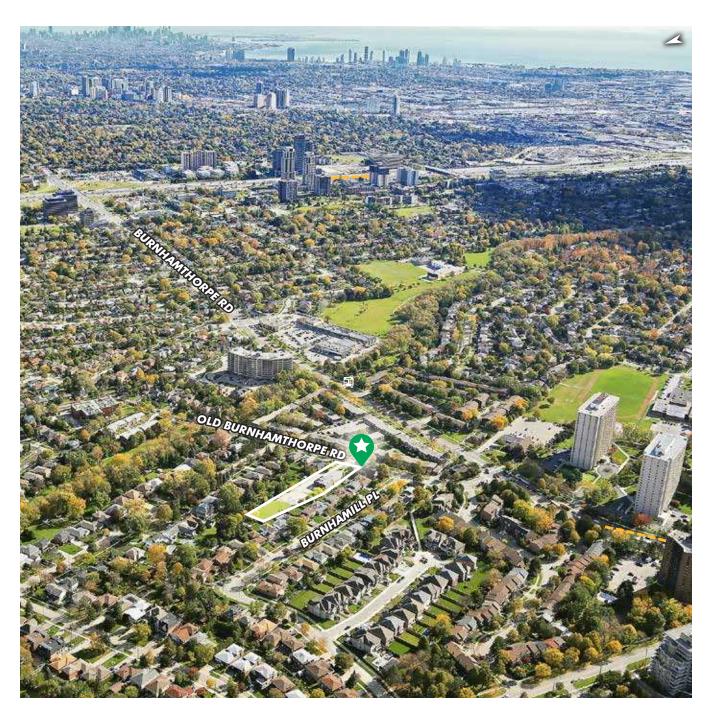
\$ SALE PRICE \$3,150,000

AND USE RESIDENTIAL

SIZE 1.01 AC.

DATE OF SALE FEBRUARY 2018

The Land Services Group was retained in the disposition of this 1.01 acre property located along Old Burnhamthorpe Road, just west of Highway 427 in Etobicoke. At the time of sale, the site was owned and operated by the Etobicoke Community of Christ. With an Official Plan designation of Neighbourhoods, permitting a range of both residential and institutional uses, the offering provided a unique opportunity to be purchased for either the continued usership or redevelopment. Going to market with a listing price of \$3,000,000, our team successfully facilitated a sale above asking price for a total consideration of \$3,150,000.



1 WEST DON LANDS **TORONTO**

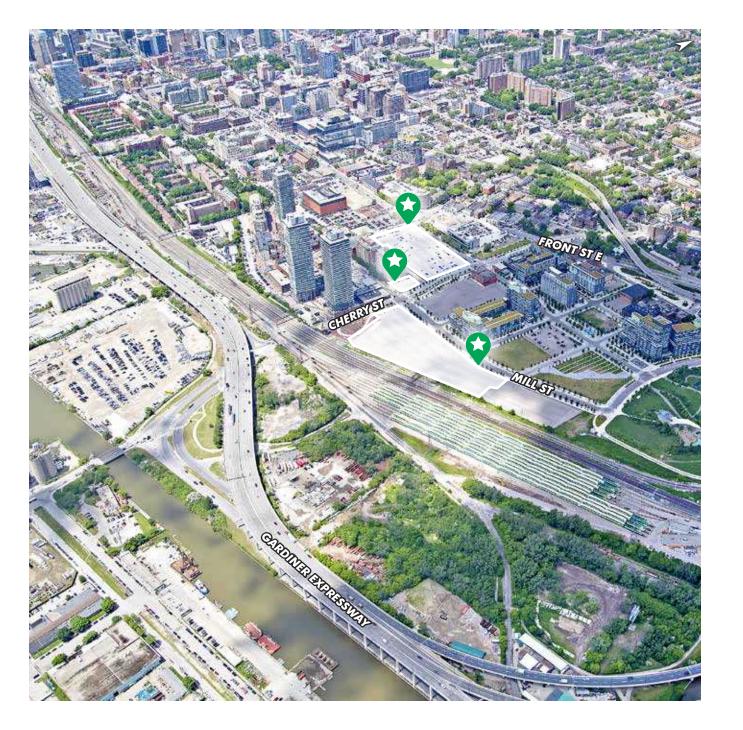
S LAND LEASE

LAND USE MIXED USE

SIZE 8.85 AC.

DATE OF LEASE AUGUST 2018

The Land Services Group was retained on behalf of Infrastructure Ontario in the disposition of two landmark and transformational development sites as part of the Provincial Affordable Housing Lands Program. The properties are strategically located in Toronto's downtown east neighbourhood of the West Don Lands, alongside the acclaimed Canary and Distillery Districts, and are therefore ideally positioned to continue the award-winning revitalization of the West Don Lands through a substantial mixed-use development opportunity. The properties were offered as a leasehold and conveyed by the Province to qualified developers for the purpose of developing rental units in accordance with Ontario's Fair Housing Plan. In August 2018, an agreement was executed with a consortium of well known developers in the City of Toronto and GTA.





SEATON LANDS PARCEL 3

PICKERING

\$ SALE PRICE \$160,000,000

LAND USE MIXED USE

SIZE 397.4 AC.

DATE OF SALE APRIL 2018

This property is one of many parcels that comprise a portfolio of lands in Pickering known as the "Seaton Lands". The parcels are well-located in proximity to the Highway 407 East extension, Highway 401, and the potential future Pickering Airport site. The vendor, Infrastructure Ontario, had been taking these lands through the planning process for several decades with work that included negotiating a cost sharing agreement and applying for draft plan approval. This assignment was high profile and highly publicized, which required a degree of sensitivity during the marketing process. Parcel 3 consisted of approximately 397.4 acres of future employment and residential development land and was sold by the Land Services Group for a total consideration of \$160,000,000 to Mattamy Homes, TACC Construction, Fieldgate Homes and Paradise Development.



SEATON LANDS PARCEL 6 **PICKERING**

\$ SALE PRICE \$2,800,000

B LAND USE COMMERCIAL

SIZE 27.3 AC.

DATE OF SALE APRIL 2018

Another parcel of the Seaton Lands portfolio, Parcel 6, consisted of approximately 27.3 acres of commercial/ employment land. The Land Services Group sold Parcel 6 for \$2,800,000 to the City of Pickering for use in the development of a business park known as the Pickering Innovation Centre.



574 GREEN LANE E EAST GWILLIMBURY

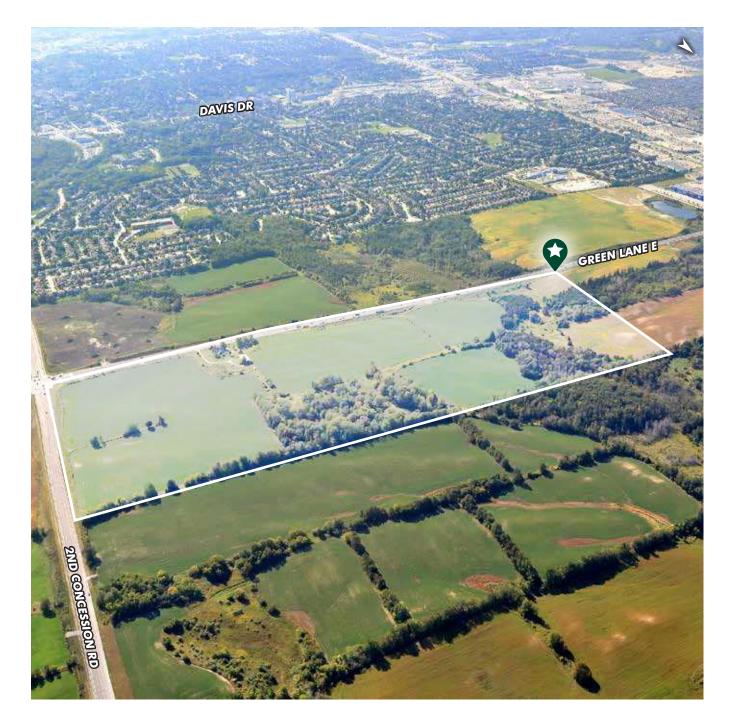
\$ SALE PRICE \$60,000,000

LAND USE MIXED USE

SIZE 98.13 AC.

DATE OF SALE FEBRUARY 2018

Our team was engaged by Dorsay Development Corporation to lead the disposition of 574 Green Lane, a 97.4 acre property situated in the newest development area in East Gwillimbury. Located within the Green Lane Secondary Plan, the site was slated for future residential and commercial uses. We brought the property to market using the Modified Tender Process, which generated five strong offers from four well-known developers and one foreign group. Three of the offers were shortlisted and offers were resubmitted. The deal closed two months later in February 2018 and the property was sold for \$60,000,000.



115-119 BOND CRES & 311-349 KING RD

RICHMOND HILL

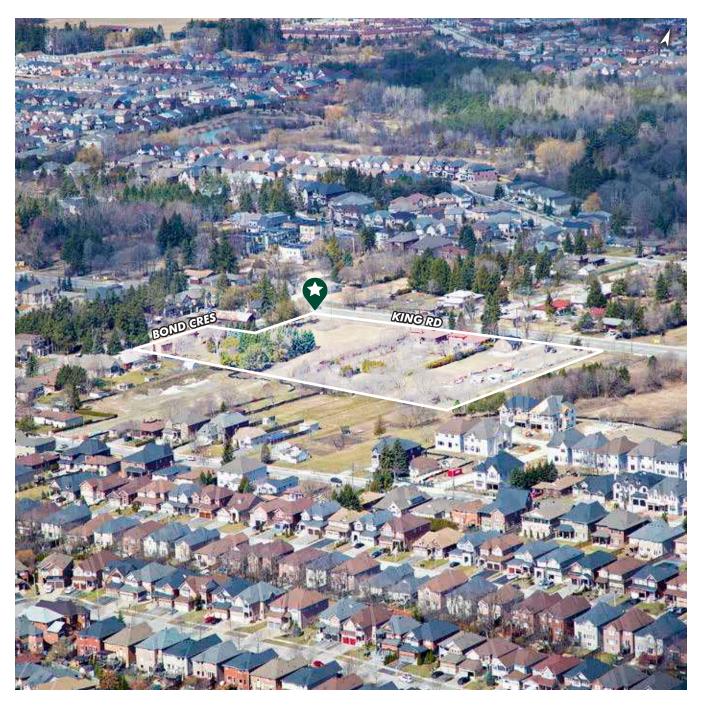
\$ SALE PRICE \$26,500,000

LAND USE RESIDENTIAL

SIZE 5.35 AC.

DATE OF SALE MAY 2018

CBRE's Land Services Group was retained on behalf of several GTA developers who owned the 5.35-acre development site located at King Road and Bond Crescent in the heart of Richmond Hill. At the time of sale, the property was rezoned to permit 115 residential units as depicted in a full set of technical drawings and plans for semi-detached and townhouse units. The site was brought to market using the Modified Tender Process. After our team evaluated the many competitive offers generated through this process, the property ultimately sold in May 2018 for a total consideration of \$26,500,000.



401 REYNOLDS ST

WHITBY

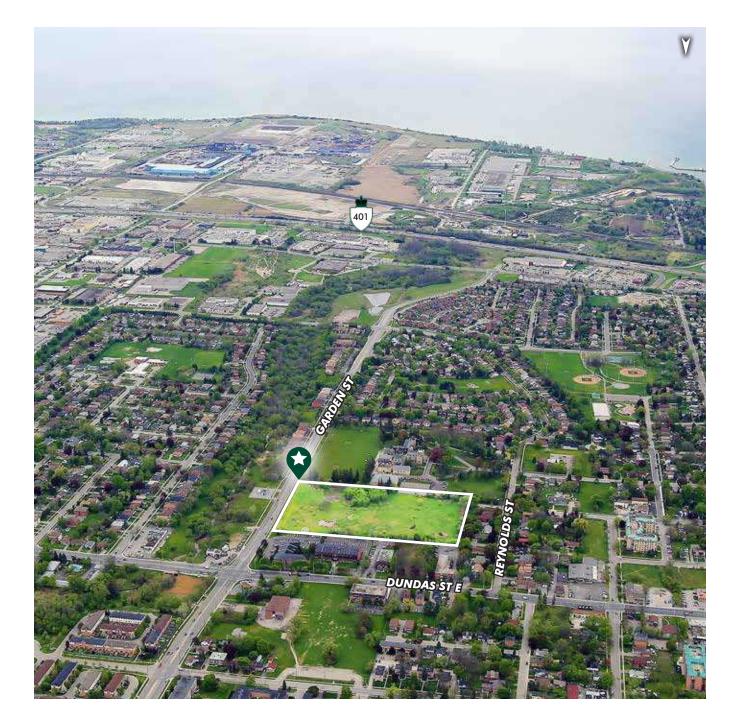
\$ SALE PRICE \$11,133,950

LAND USE RESIDENTIAL

SIZE 8.34 AC.

DATE OF SALE OCTOBER 2018

This 8.34 acre development site is located adjacent to the historic Trafalgar Castle School in the Town of Whitby. Trafalgar Castle School intended to continue school operations while using the funds generated from the sale of the excess lands for capital projects and operations. Prior to the Land Services Group's listing, this site had been unsuccessfully marketed by several other brokers. We brought the property to market using the Modified Tender Process in 2015 and prepared a comprehensive package detailing pertinent information on the site. Consequently, we received 11 strong offers, many of which were submitted by some of the GTA's most well-known and highly regarded developers. Trafalgar Castle School selected a purchaser and signed a firm deal in 2015, although the purchaser had to take the property through the planning process in order to obtain a severance. The purchaser was granted the severance in 2018 and the property closed in October for over \$11,130,000.



2057 MAJOR MACKENZIE DR W VAUGHAN

S SALE PRICE \$3,800,000

LAND USE RESIDENTIAL

SIZE 1.73 AC.

DATE OF SALE JUNE 2018

2057 Major Mackenzie Drive is located in Vaughan on the south side of Major Mackenzie Drive West, to the east of Keele Street. At the time of sale, the property had a rezoning application to permit the development of 65 stacked townhouse units. The transaction was administrated through a court-ordered power of sale, which required an additional level of expertise and transparency throughout the marketing process. To ensure that the property received maximum exposure to potential purchasers, the property was listed on MLS. Signage was installed and a Novae Res Urbis advertisement and a tailored brochure were created for the site. The Land Services Group sold the property in June 2018 to a private investor for a total consideration of \$3,800,000.

18599 YONGE ST EAST GWILLIMBURY

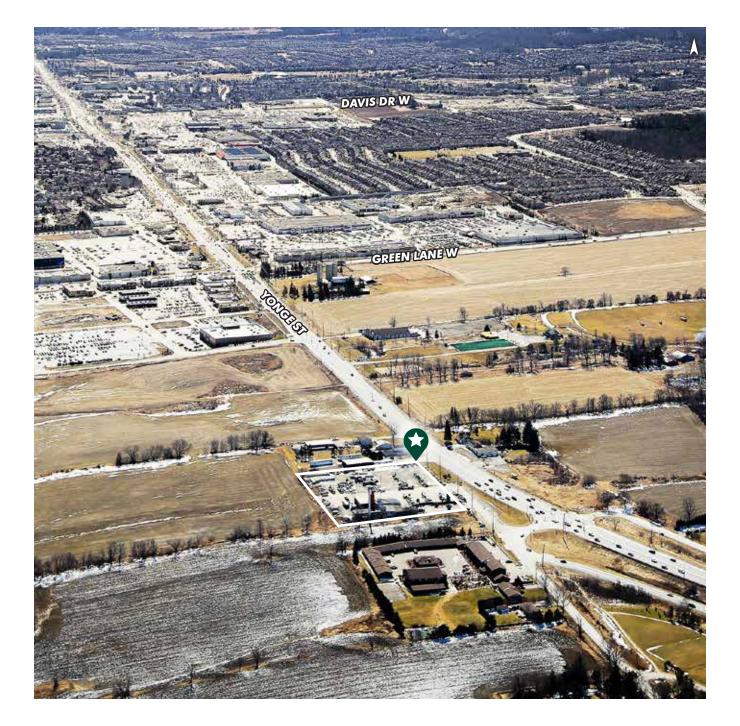
\$ SALE PRICE \$3,200,000

LAND USE INDUSTRIAL

SIZE 2.93 AC.

DATE OF SALE AUGUST 2018

This 2.93 acre property is located along Yonge Street, just north of Green Lane in the Town of East Gwillimbury. Designated Agricultural/Long Term Growth Area pursuant to the Town of East Gwillimbury Official Plan, along with a General Industrial Zoning pursuant to the Town of East Gwillimbury Zoning By-Law, the site was best marketed as an industrial user opportunity. Going to market with a listing price, our team successfully facilitated a sale at the asking price of \$3,200,000, representing a price per acre of approximately \$1,092,150.





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132, 146 & 184 **EXETER RD** LONDON

\$ SALE PRICE \$21,206,871

LAND USE RESIDENTIAL

SIZE 119.1 AC.

DATE OF SALE SEPTEMBER 2018

The Land Services Group was retained on an exclusive basis by ZGroup in the disposition of 132, 146 and 184 Exeter Road in London, Ontario. At the time of sale, this 119 acre land assembly was draft plan approved to support the development of 292 single detached dwellings, 50 freehold townhouses and 481 condominium townhouses. The property was taken to market with an asking price, and our team facilitated a successful sale for a total consideration of \$21,206,871.



98 JAMES ST S HAMILTON

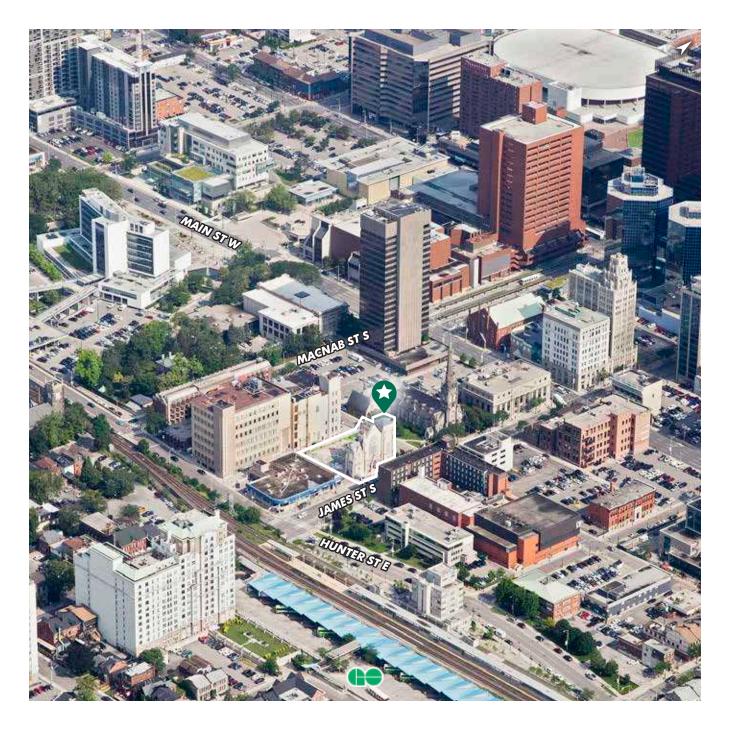
\$ SALE PRICE \$8,500,000

LAND USE RESIDENTIAL

SIZE 0.33 AC.

DATE OF SALE OCTOBER 2018

This 0.33 acre property was rezoned and site plan approved for a 259 unit, 30 storey residential building with 215,844 square feet of buildable gross floor area. The facade of the historic James Street Baptist Church that once occupied the site was retained and preserved as part of the redevelopment. The site was being sold on behalf of a court-appointed receiver, msi Spergel Inc., and required an additional level of experience, transparency and knowledge handling power of sale transactions. The property was brought to market with our full marketing suite including a brochure, Confidential Information Memorandum (CIM), signage and advertisements in Novae Res Urbis. In October 2018, the property sold to Hue Developments & Investments for an all-cash price of \$8,500,000.







MIKE CZESTOCHOWSKI** **Executive Vice President** 416 495 6257 mike.czestochowski@cbre.com

LAUREN WHITE* Senior Vice President 416 495 6223 lauren.white@cbre.com 2018 TRANSACTIONS

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*Sales Representative, **Broker.
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