

“Doing what you love is the cornerstone of having abundance in your life.” — Wayne Dyer

Commercial Real Estate

The market

The commercial Real Estate market remains relatively strong at the moment. Essentially, it is still a seller's market.

Having said that, interest rates remain low and the opportunity for good appreciation stays strong; it is still an excellent time to invest in Real Estate.

Many potential investors fail to get off the ground in these market conditions. Typically, they fall victim to a cycle of over-analysis and never feel completely safe making a Real Estate investment; they suffer from ‘analysis paralysis’.

Successful investors know: As long as the fundamentals of an investment remain favourable, it is likely to succeed. No investment is perfect, but many smaller issues, which may ‘paralyse’ an over-analysing investor, can be adequately dealt with after the fact—There is no reward without risk.



With care, an investor can still find worthwhile opportunities such as this plaza in Barrie, which is being considered for our ‘Joint Estates’ program.

Education

The University of Toronto course

We are pleased to note that our University of Toronto course on Commercial Real Estate is growing in popularity.

After the success of the first course, sixteen attendees enrolled in the second and a dozen more have already registered for the upcoming course in September.

Not only has the course become more popular, but feedback from the first round is being used to refine the presentation, variety and quality of the material.

Students of the course are typically budding or smaller-scale investors who are looking to develop their commercial Real Estate knowledge and are benefiting substantially from the course material and in-class debate. However, we have also had students from huge organizations such as OMERS, Brookfield, Oxford Properties, etc.

A student from the first course observed that the most positive aspect of the course was “The depth of knowledge and experience of the instructors”.

Another student commented: “It was interesting and beneficial to hear from [the instructor’s] personal experience in commercial Real Estate via anecdotes and real examples”.

Far from resting on their laurels, Pierre and Claude hope to continue to derive such positive comments by incrementally improving the course and attracting even more interesting students to enliven the class discussions.

Remington Group Lecture

Claude and Pierre recently presented a brief lecture on investing in commercial Real Estate at an event hosted by The Remington Group in Markham.

The Invitation to speak came as news of the success of the University of Toronto course continued to spread.

This workshop was well attended, mainly by East Asian small-business



owners, and exposed the delegates to the Boirons’ true depth of understanding and experience in commercial Real Estate. A bevy of interesting and relevant questions followed the talk.

It was gratifying to be invited by such a major Real Estate developer to assist them in attracting potential commercial condo buyers to a presentation on their class-changing “Remington Centre”.

We encourage opportunities such as these, since we feel they provide a great co-marketing opportunity.

We are now working with The Remington Group to lease their medium-to-large retail spaces.

Our Listings

38 Metropolitan Road (Toronto)

\$3,245,000 — 87,183 Sq. Ft.
M-Industrial

1100 Birchmount Road (Toronto)

\$3,875,000 — 100,800 Sq. Ft.
M-Industrial

The Hillcrest (Port Hope)

\$2,950,000 — 15,227 Sq. Ft.
Residence or Country Inn/Spa

Subdivision (Everett)

\$11,500,000 — 129.70 Acres
439 Residential Lots

Prestige Yonge Street Retail

\$63/sq.ft. — from 500 to 2,300 sq.ft.



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