

CHART "A"

HAMILTON AREA INDUSTRIAL/EMPLOYMENT LAND SALES - SEPTEMBER 2010

Sale #	Address	Vendor	Purchaser	Reference	Sale Date	Sale Price	Zoning	Lot Size (Acres)	Sale Price /Acre
1	178 & 270 Longwood Road South @ Aberdeen, Hamilton	Camco Inc.	McMaster University Trustee Corp.	#WE287158	21-Jan-05	\$13,000,000 Adj. \$9,300,000	K/S 1520	36.80	\$353,261 \$252,717
	Comments: Former Camco site; Large warehouse and atrium building value of approximately \$3,700,000 net land value = \$9,300,000; Site in process of redevelopment for McMaster Innovation Park; New research centre currently under construction								
2	Chatham Road @ Aberdeen Avenue N/S Hamilton	TH & B Railway Co. Ltd.	Aberdeen (Hamilton) Inc.	Real Track	17-Jan-07	\$3,042,325	K/S 1520	16.40	\$185,508
	Comments: Former CPR turn around yards; Site sold vacant, Purchaser defaulted on VTB; CPR resold to City of Hamilton, Sale #12								
3	1200 South Service Road near Lewis Road Stoney Creek	2091063 Ontario Inc.	2008506 Ontario Inc.	Instr. # WE623060	15-Jan-08	\$700,000	MT-4 MG	2.60	\$269,231
	Comments: Cash Sale; Vacant site ready for industrial development; Purchaser to build a truck terminal; Vendor is the owner of Stoney Creek Furniture and the abutting Décor Center to the west and MTO yards to the east. Site backs onto a railway corridor; Restricted from expanding								
4	365 Fruitland Road Stoney Creek	Paletta International Inc.	365 Fruitland Rd. Inc.	Real Track	10-Mar-08	\$2,000,000	MBP	3.50	\$571,429
	Comments: Vacant site, near QEW-Fruitland Road interchange, Purchaser proposes a 2 storey 123,060 square foot self storage facility								
5	1290 Cormorant Road Ancaster	City of Hamilton	Fruition Manufacturing Ltd.	Real Track	27-Jan-09	\$1,862,000	M4	9.70	\$191,959
	Comments: Expanding Employment Park; Site vacant, serviced and ready to develop; Purchaser associated with Tim Horton's and proposes a coffee roasting plant								
6	565 Seaman Street @ South Service Road Stoney Creek	1609616 Ont. Ltd.	570 South Service Road Inc.	Instr. #WE630043	06-Jun-09	\$1,500,000	MP-Z	4.05	\$370,370
	Comments: VTB \$1,000,000 1 year open; Vacant land with South Service Road and Seaman Street frontages, Rectangular shape; Notes vendor purchased site in September 2007 at \$1,600,000 then spent \$250,000 on site plans, building plans for an industrial building; With delays in obtaining MTO approval for access from South Service Road, this vendor purchased an existing building @ 475 Seaman Street of 12.39 acres; The above purchaser plans to build an indoor soccer arena; This decline in value of \$100,000 and lost development of \$250,000 demonstrates a stable to downward adjustment for industrial land								
7	586 Tradewind Drive @ Wilson Street West Hamilton	1622189 Ont. Ltd.	1340778 Ont. Ltd.	Real Track	04-Aug-09	\$1,000,000	M2	3.12	\$320,513
	Comments: Located in Ancaster Industrial Park; Serviced, zoned and ready to build site considered to have commercial potential; Prime setting fronting on Wilson Street								
8	199 Arvin near Grays Road Stoney Creek	Samuel-Manu Ontario Ltd.	1556043 Ontario Ltd.	Instr. # WE637120	07-Aug-09	\$3,900,000	MG	14.91	\$261,569
	Comments: Cash Sale (subject to VTB for \$1,800,000 no interest for 1 year); Site improved with 139,290 square foot industrial building in good repair with 14 drive-in doors; 35 foot clear height; Sale price considered to represent land value i.e. redevelopment potential								
9	172 Dartnall Road Hamilton	Rymal Rd. Developments Ltd.	Walters Partners Inc.	Real Track	19-Aug-09	\$500,000	M-11	2.06	\$242,718
	Comments: Rear location with frontage on Dartnall Road, vacant land serviced and ready to develop; Limited development in recent years								
10	344 Sherman Avenue North Hamilton	2115303 Ont. Ltd.	1794714 Ont. Ltd.	Real Track	01-Sep-09	\$1,100,000	K	5.86	\$187,713
	Comments: Square site; Rail access, vacant and serviced at date of sale; Located in old Hamilton Industrial Core								

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11	128 Barton Street West @ Stuart Street, Hamilton Comments: Former Rheem 130,000 square foot plant; Site was contaminated and building to be demolished at the expense of the purchaser; Opposite of CN Railway yards and west of Hamilton Harbor	Rheem Canada Ltd.	City of Hamilton	City of Hamilton	30-Nov-09	\$650,000	K	4.06	\$160,099
12	Chatham Road @ Aberdeen Avenue Hamilton Comments: Former yard for CPR; Cleaned by vendor prior to sale closing, this is a forced sale as a result of owner default on a VTB with CNR, site has a rear and very irregular shape setting	CPR	City of Hamilton	Real Track	22-Dec-09	\$2,100,000	K/S 1520	16.51	\$127,196
13	71 Innovation Drive Flamborough Comments: Cash Sale; Severed site in modern industrial park with good road access; Location because of exposure is similar to the subject	Arcor Windows & Doors Inc.	1649593 Ontario Ltd.	WE674711	26-Feb-10	\$520,000	M1	2.04	\$254,902
14	Nebo Road @ Twenty Road Glanbrook Comments: Future site for Canada Bread plant, sale was politically motivated; City had land banked this site for over 10 years; For point of interest only, not part of valuation analysis	City of Hamilton	Canada Bread	GeoWarehouse	07-Jul-10	\$2,796,300	M2	24.00	n/a
15	239 Caroline Street North @ Hess Street North, Hamilton Comments: Outdated industrial building to be demolished by City; Located in area of proposed Pan-Am Stadium, now relocated to CPR land at Aberdeen	945298 Ontario Ltd.	City of Hamilton	Real Track	20-Aug-10	\$2,067,235	K/S 1482	4.77	\$433,383

*Sales of Significance noted in yellow #10, #11, #12

Average Sale Price Per Acre	\$273,522
Median Sale Price Per Acre	\$253,810

Offerings									
Offering #	Address	Vendor	Purchaser	Reference (MLS. #)	Date	Offering Price	Zoning	Lot Size (Acres)	Offering Price/Acre
A	425 Winona Road North Stoney Creek Comments: Asking for cash; Offered for sale since March 12, 2010; Agent reports minimal interest shown; Offered for sale on MLS asking \$989,690	Ontario Realty Corporation	n/a	H3032891	11-Mar-10	\$853,290	MT/MSP-H	3.31	\$257,792
B	242 Queen Street North @ Barton Street Hamilton Comments: Irregular shaped; Four street frontages; Below grade at Barton Street	US Steel Canada	n/a	DTZ Barnicke	01-Sep-10	\$609,750	MSP	2.71	\$225,000
C	Gage Avenue North @ Depew Hamilton Comments: Irregular shaped; Many small parcels	US Steel	n/a	DTZ Barnicke	01-Sep-10	\$1,236,375	K	5.49	\$225,205

The information contained herein is obtained from usually reliable sources, but is in no sense guaranteed