

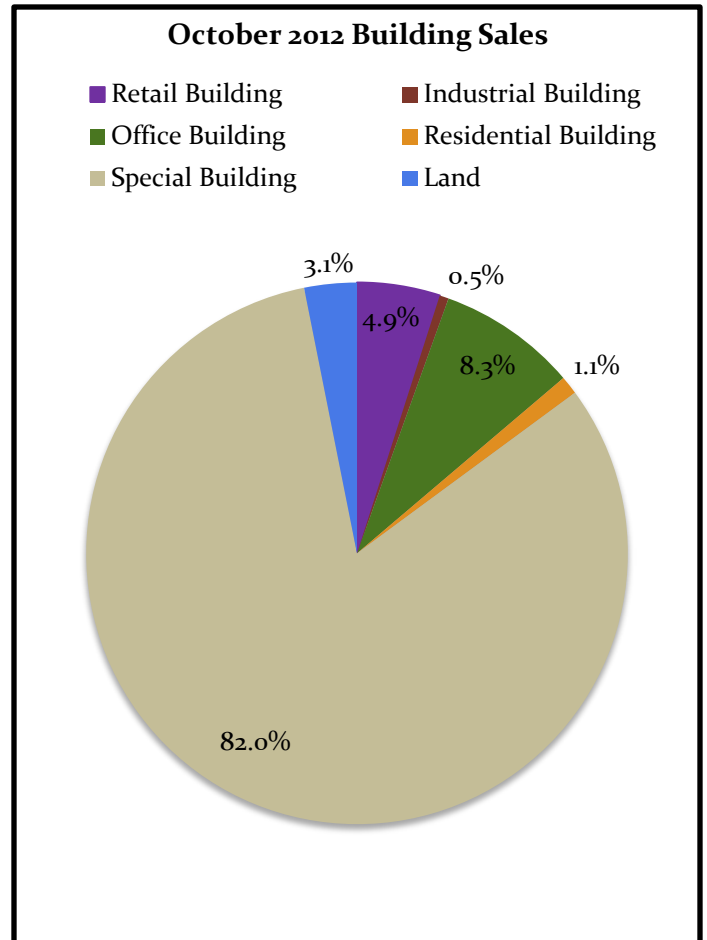
Overview of Market

The local unemployment rate as reported by Statistics Canada for the month of October decreased to 6.4% from 6.5% in September. The provincial rate had a marginal increase from 7.9% to 8.0%. The national overall unemployment also increased from the prior month, from 7.3% to 7.4%.

According to CMHC’s news release, the number of residential units under construction during the month of October increased 15.7% year over year to 5,661 units. Housing starts for the month however, saw a significant 49.0% decrease for the month of October from 602 units in 2011 to 307 units in 2012. Nevertheless, year-to-date, housing starts have increased 12.8%, from 4,678 units in the first ten months of 2011 to 5,278 units for the same period in 2012.

There were a total of twenty-seven sales reported in the month of October with a total value of \$313,710,325. Retail building sales accounted for 4.9% of the total, industrial buildings 0.5%, office buildings 8.3%, apartment buildings 1.1%, special buildings 82.0% and vacant land 3.1%.

Sales data has been provided by RealTrack, Inc. For more information visit <http://www.realtrack.com> or call 1-877-962-9033



Retail Sales

There were four transactions in the retail market with a total value of \$15,510,000. The largest transaction was the 50% interest purchase of 1309-1321 Carling Avenue, The WestGate Mall. Rosegate Holdings Ltd. sold their 50% interest for \$9,350,000 or \$113/sf to RioCan Holdings Ltd. who now has a 100% ownership of the property.

66 Hearst Way in Kanata was sold by Hearst Way Holdings Inc to Long Holdings Inc for \$4,460,000 or \$100/sf. This is a former one-storey furniture store. The property was listed for sale by Ian Shackell of CB Richard Ellis and Phil Zunder and Jerry Belanger of Decathlon Commercial Realty represented the buyer.

An interesting sale was the purchase of 1687 Montreal Road by Vertmin Real Estate Inc from Routeburn Realty Inc for \$1,200,000 or \$258/sf of building area and \$32.31/sf of site area. This property had been purchased by Routeburn in April of 2012 for \$800,000. It is located on the corner of Montreal Road and Clovelly Road and was improved

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with a former fast food restaurant. Brent Taylor of Brentcom Realty had the pleasure of being the agent on both the April and October transactions.

Industrial Sales

There were two industrial building transactions sales during the month of October with a total value of \$1,710,000. These were for two smaller owner occupied buildings that are located at 2550 & 2508 Del Zotto Avenue in the south end of the City.

Office Sales

There were five office sales during the month of October amounting to a total transaction value of \$26,050,000. The majority of the sum is attributed to the sale of 415 Legget Drive, which was sold by 415 Legget Nominee Inc. for \$16,000,000 or \$82/sf to 415 Legget Kanata Inc. The property is improved with a two-storey 194,954 square foot office/lab facility with 760 paved surface parking spots available. On the date of sale the building was 95% leased to three tenants. The property was listed for sale by Nico Zentil, Peter Senst & Jaysen Smalley of CB Richard Ellis.

245 Stafford Road in the Bells Corners neighbourhood in the west end of Ottawa, was sold by Stafford Road Property Ltd & Stafford Road Limited Partnership to BTB Reit for \$6,580,000 or \$209/sf. This property was

purchased in February 2009 for \$3,900,000. Marc Morin and Graeme Webster of District Realty were the agents with respect to this transaction.

Apartment Sales

There were three transactions in the apartment market with a total value of \$3,450,000. The most significant transaction was the sale of 625, 627 & 629 MacLaren Street, a 24 room rooming house. The building was purchased by 801832 Canada Corp. for \$1,400,000 or \$58,333/unit from a Private Individual. The rooming house is demised into 18 single rooms and 6 bachelor apartment units.

Special Sales

There were eight transactions in the special building market during the month of October, which amounted to a total value of \$257,165,015. The transactions consisted of two retirement home portfolios. The largest was the

purchase of six retirement homes by Regal Lifestyle Communities from a local retirement home developer which had a total value of \$199,170,000. The buildings involved in the transaction are shows in the chart Regal Lifestyle Communities Transaction. Raffaele Guglielmelli of Primecorp Commercial Realty was the agent involved in this transaction.

The second portfolio transaction was for the retirement residences located at 2604 Draper Avenue, 480 Metcalfe and 100 Isabella Street. The latter two were purchased in a single transaction. The parties involved included First Leaside Realty II Inc. who sold the properties to KingSett Capital for a total of \$57,995,015 or \$161,997/unit. The transaction included a total of 358 units. Two of these buildings are older and represent conversions to a retirement home use.

Regal Lifestyle Communities Transaction

Address	Sell Price	Price/Unit
2 Valley Stream Drive	\$40,190,000	\$227,062
751 Peter Morand Crescent	\$42,040,000	\$232,265
22 Barnstone Drive	\$23,800,000	\$203,419
990 Hunt Club Road	\$37,300,000	\$282,576
110 Berrigan Drive	\$22,540,000	\$212,641
691 Valin Street	\$33,300,000	\$252,273

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Land Sales

There were five vacant land transactions during the month of October for a total consideration of \$9,825,310. Of the five transactions, there was one commercial land sale, one industrial land sale, two residential land sales and one institutional land sale. The most notable transaction was the purchase of 110 & 130 Roger Guidon Avenue across from the Ottawa Health Sciences Centre by

the University of Ottawa for \$3,065,000 or \$33.54/sf. The site was purchased from 2023949 Ontario Inc and Ottawa Biotechnical Properties Inc. and it is improved with a paved surface parking lot with 300 spaces. Ottawa University also owns other property in the immediate area of this parking lot.

Ogilvie Realty Ltd. purchased 2 Laser Street from a Private Individual for \$2,805,310 or \$931,997/acre. This site is located

on the northeast corner of West Hunt Club Road and Laser Street in the Rideau Heights Business Park. Phil Zunder of Decathlon Commercial Realty was the broker involved in this transaction.

Industrial land values continue to increase as indicated by the purchase of 3095 Albion Road North by The Trustees of Ahlul-Bayt Centre, Ottawa from Twin Realty Ltd for \$1,700,000 or \$481,586/acre.

