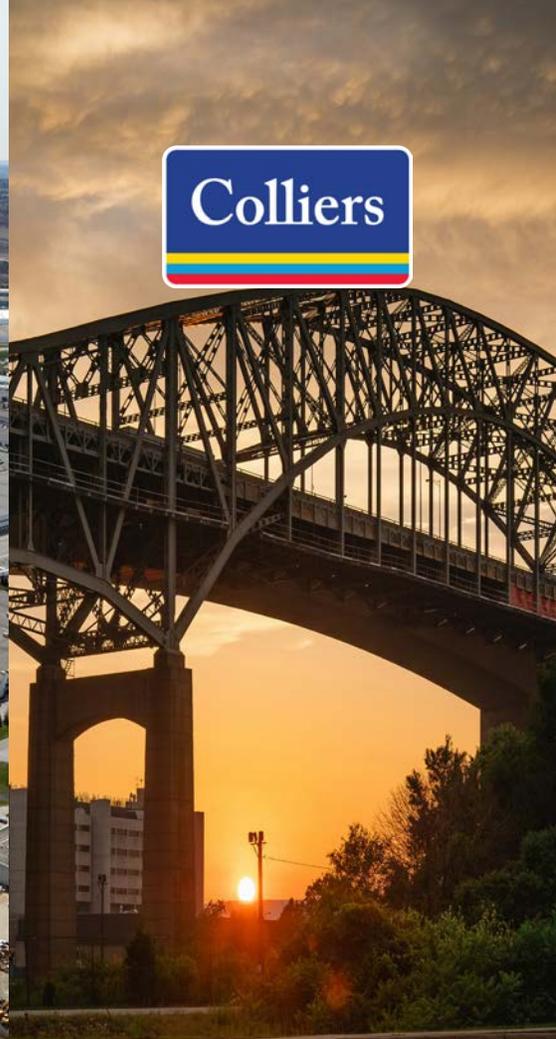




**TEAM MURRAY
& FALDOWSKI**



Commercial Real Estate Report

Peel, Halton and Hamilton Regions

Q4 2023



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Look Inside

News

Q4 2023

Welcome to the team, Harjaap!

Team Murray and Faldowski are thrilled to announce a new addition to our team – Harjaap Singh Makkar.

With a background in logistics and having been raised in a family of entrepreneurs, Harjaap intimately understands the world of industrial real estate. He regularly works alongside occupiers, landlords, investors, and developers throughout the Greater Golden Horseshoe to deliver a level of service and value which is second to none. In his previous life, Harjaap built and grew a marketplace for commercial real estate which 10,000+ Canadians use each month.



Year in Review

That's a wrap for 2023! And what a great year it was. Our team welcomed three new team members, hosted several networking events, a fun-filled holiday party and managed to beat last year's record for our highest transacted value yet.

115

deal transactions

2MM SF

transacted

What's Next

We want to hear from you!

As we move forward with redesigning our report, we want to make sure to highlight the information that you find most valuable. If you have two minutes to spare, please click below to fill out our survey to let us know what trends and features you hope to see in our upcoming reports.



[Click to fill out Survey](#)

News

Q4 2023



Team Murray & Faldowski celebrated a well deserved holiday party at the Vintage Conservatory in Yorkville. Many laughs were had and milestones celebrated, be it personal or professional.



Winners were announced for the team's inaugural Business Awards honouring the outstanding achievement of each team member. Areas included Customer Service, Hustle, Perseverance, Transformation, Deal Complexity and many more. Congratulations on a job well done Team MF!



Introduction

Q4 2023

Introduction

By: Philip Vargas, Market Data Coordinator | Team Murray & Faldowski
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Looking back at the close of 2023, let's examine how the commercial real estate market fared in the last quarter and what we can expect moving into 2024.

The highlights in the industrial market were net absorption rates and sales price growth. Net absorption rates in the Greater Toronto and Hamilton Area (GTHA) have predominantly been negative, reaching a total of -206,721 this quarter. This suggests a potential softening in the industrial market, pointing towards a probable decline in rental rates in the upcoming year. Concerning the average sale price per square foot in the GTHA, there was a 3% increase observed throughout 2023. This growth, while present, appears modest when compared to the preceding two years. A notable contrast can be drawn when looking at 2022 alone, which witnessed a substantial 24% surge in the average sale price per square foot. This highlights a noticeable stagnation in growth. In the past three years, the industrial market experienced an unprecedented boom; however, it appears that this trend is now tapering off, and we anticipate a potential correction or market balancing in 2024.

Office vacancy rates increased compared to Q3 2023 and remain high relative to pre-pandemic levels. Sublease opportunities remain abundant, with numerous markets showcasing 10-25% of their office space availability through subleases. The possibility of returning to a pre-pandemic office market seems unlikely, signaling a potential shift to a new normal. Despite prevailing challenges, office sale prices continue to demonstrate modest growth, achieving a 2.1% increase this quarter.

Land sales persist at a slow pace, playing a role in the stagnant prices observed across the GTHA. There's a possibility that stability in interest rates could stimulate an uptick in volume. However, considering the substantial ongoing and planned industrial development over the next two years, it remains uncertain whether there will be an increased appetite for ICI (Industrial, Commercial, and Institutional) land in the coming year.

“ 2023 revealed a narrative of contrasts: a once-booming industrial market now navigating potential softening, an office sector grappling with vacancy rates and sublease abundance, the market stands at a crossroads, poised for correction and adaptation.”



- Philip Vargas

Introduction

Q4 2023

In the realm of Residential Real Estate, leveraging social media to build a brand and attract new business has become the norm. In 2023, approximately 63% of realtors are harnessing the potential of social media to promote their listings and services, with almost half of these agents acknowledging it as their most impactful advertising tool. This begs the question: why has the commercial real estate industry been slower to embrace this effective method of advertising?

Many have voiced that their clients lack interest in social media and don't view it as a viable business tool. However, a closer examination of the numbers dispels this notion. Remarkably, 77.5% of Gen Xers and 48.2% of Baby Boomers are active on social media, albeit in smaller numbers compared to the impressive 90.4% engagement rate among Millennials. Presently, the decision-making landscape is predominantly dominated by Gen Xers and Baby Boomers. Yet, the Millennial cohort constitutes the largest segment of the workforce and is poised to assume pivotal roles. Their reliance on social media, with 90% actively engaged, cannot be ignored. Even if your current clientele might not currently prioritize social media for their real estate needs, it's essential to anticipate the preferences of your future clients and position yourself ahead of the curve.

Enter Team Murray & Faldowski and Colliers, trailblazers who have adeptly harnessed social media and the internet for advertising purposes. They've integrated social media campaigns to showcase listings, build an online brand, and create compelling thought leadership content. At Team MF, our social media presence is a point of pride. Our accomplishments in 2022 speak volumes: Doug Murray, SIOR achieved the second-largest social media reach among Colliers employees, second only to our CEO & President Brian Rosen

However, the essence of commercial real estate lies in its profitability. This is where our journey intersects with the irrefutable evidence. Colliers has been tracking the correlation between Sales Fee Revenue (trailing 3 months) and "Sale" Searches on our website. The results are striking, as showcased in the graph below provided by Daniel Holmes:

Searches for Sale vs Sale Fee Revenue



This graphical representation vividly illustrates the strong link between Colliers' Sales Fee Revenue and Sale Searches on our website. It underscores a compelling truth: online activity is intrinsically tied to actual business transactions. In essence, companies making pivotal real estate decisions are leveraging the internet in various capacities to fulfill their requirements. This further solidifies the notion that these digital tools hold immense power, both in the present and the foreseeable future, for driving business growth in the realm of commercial real estate.

The landscape of real estate advertising is evolving, with social media emerging as a transformative force. The time has come for the commercial real estate industry to embrace this trend with open arms. By capitalizing on the vast potential of social media, we are not only future-proofing our businesses but also establishing ourselves as pioneering thought leaders in the competitive world of real estate.

Q4 2023 | Greater Toronto and Hamilton Market Report | Team Murray & Faldowski

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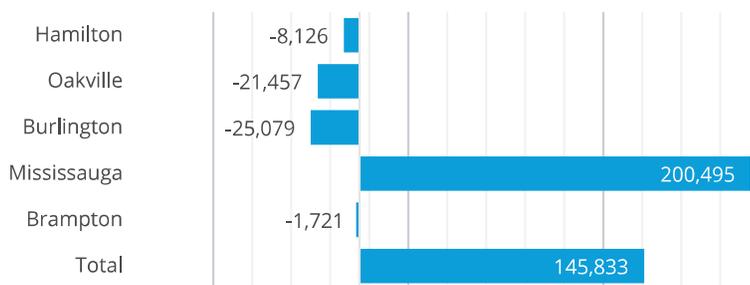
Team

Office

Q4 2023

Quarterly Net Absorption by City

Area (SF)



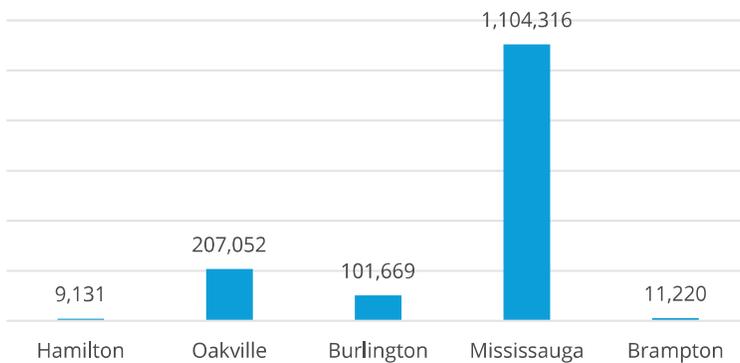
Proportion of Available Space for Sublease

% Area

Hamilton	1.5%
Oakville	27.7%
Burlington	13.3%
Mississauga	23.5%
Brampton	11.1%

Total Sublet Space Available by City

Area (SF)



Quarterly Net Absorption by City

Area (SF)

Hamilton	12.5%	Down 6.0% from Q3'23
Oakville	13.1%	Up 7.7% from Q3'23
Burlington	13.5%	Up 18.0% from Q3'23
Mississauga	19.8%	Up 0.5% from Q3'23
Brampton	2.3%	Up 0.0% from Q3'23

Industrial Sales Price Growth (GTHA)

Q4 2019 – Q4 2023

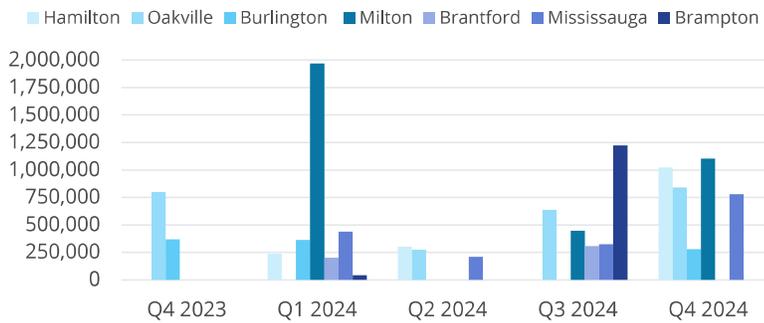


Industrial

Q4 2023

SF of Planned Development by City

Area (SF)



Average Sale Price by City

Price Per Square Foot

Hamilton	\$268	Up 10.2% from Q3'23
Oakville	\$413	Down 2.4% from Q3'23
Burlington	\$305	Down 5.9% from Q3'23
Milton	-	*Data limited
Brantford	\$220	Up 4.3% from Q3'23
Mississauga	\$436	Up 2.6% from Q3'23
Brampton	\$393	Up 10.1% from Q3'23
Average	\$339	Up 2.7% from Q3'23

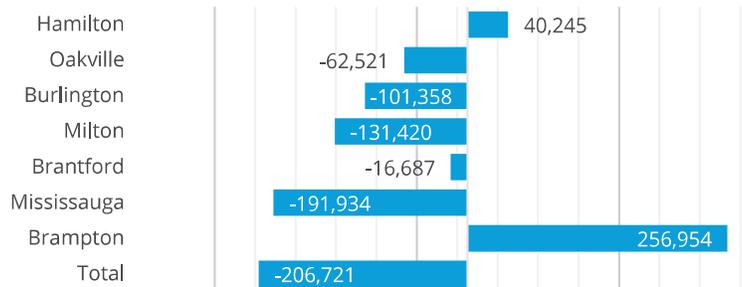
SF Under Construction by City

% Area (SF)



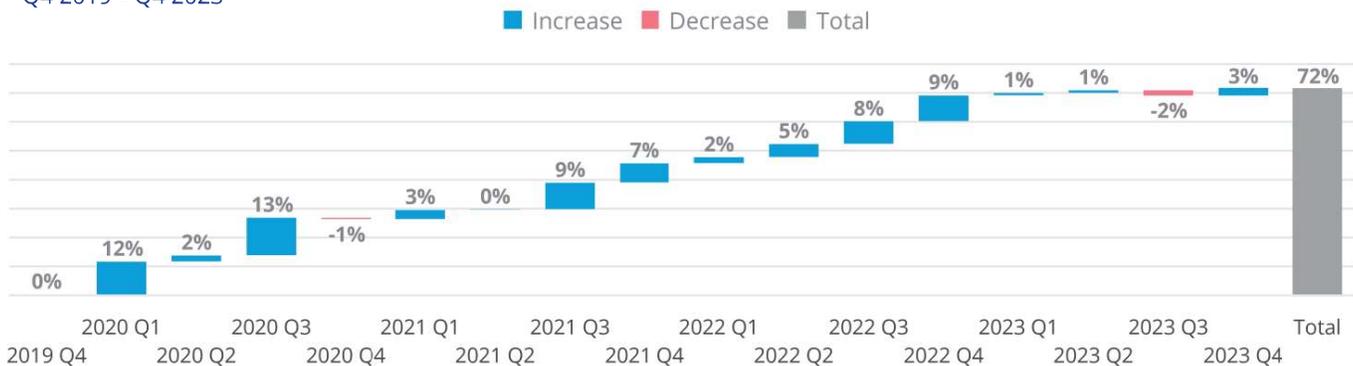
Quarterly Net Absorption by City

Area (SF)



Industrial Sales Price Growth (GTHA)

Q4 2019 – Q4 2023

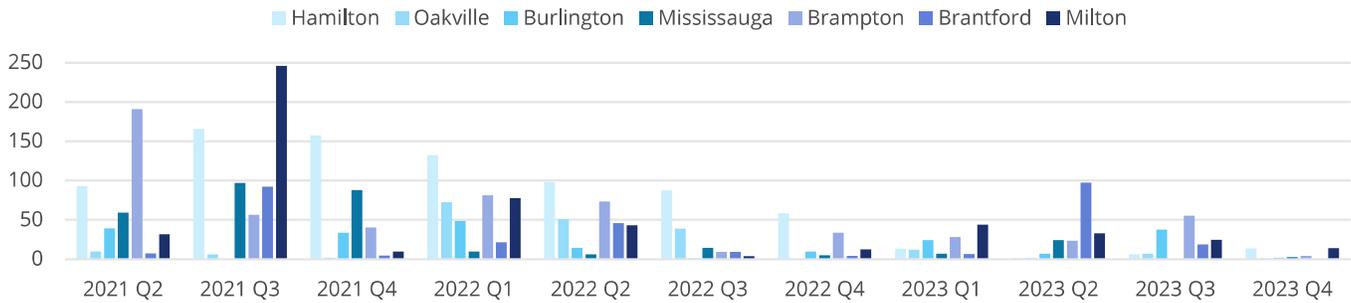


Land

Q4 2023

Acres Sold Quarter-Over-Quarter by City

Q2 2021 – Q4 2023



Acres Sold by City

Q4 2023



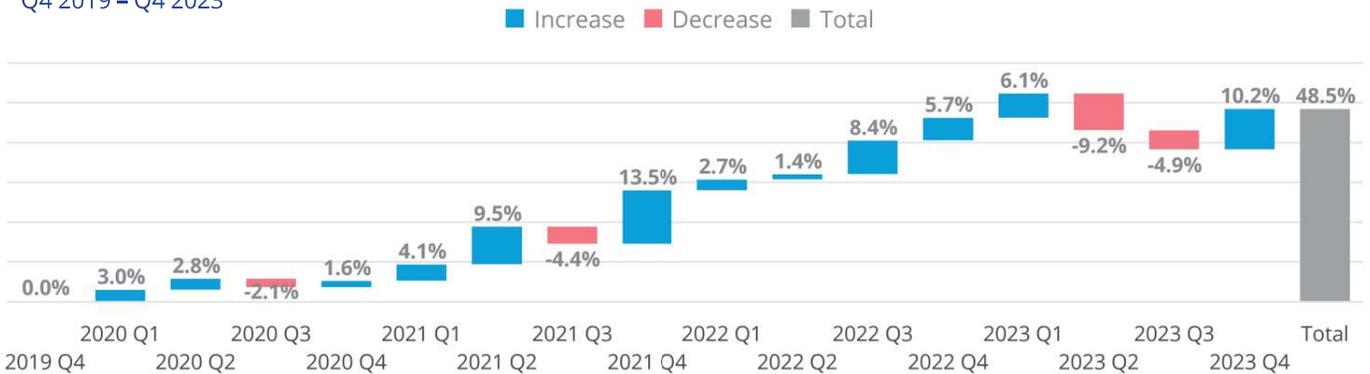
Average Price Per Acre by City

Q4 2023

City	Average Price Per Acre	Change from Q3'23
Hamilton	\$1,522,024	Down 18.9%
Oakville	\$2,530,007	Down 1.0%
Burlington	\$2,371,881	Up 12.1%
Mississauga	\$2,340,107	Down 10.3%
Brampton	\$2,629,069	Up 11.24%
Brantford	-	Data Limited
Milton	\$1,809,817	Up 4.3%

Land Sales Price Growth (GTHA)

Q4 2019 – Q4 2023



Deal Insights

Q4 2023

Real Estate & Business Sale

Location: Burlington
Asset: Industrial Land
Deal Type: Sale
Size: +/- 2 Acres

The client, a landowner with an operational business on the site, approached Team MF with the goal of selling the property at the highest possible value. The property boasted significant advantages, including prime highway exposure, making it an attractive proposition for potential buyers. While Team MF is adept at handling land transactions, we recognized the need for expertise in business sales to fully capitalize on the property's potential. Acknowledging this limitation, we decided to partner with a business broker to ensure the comprehensive success of the transaction.

We teamed up with Ryan Sprague, a seasoned business broker with a proven track record in successful business sales. This partnership aimed to leverage each party's expertise, combining real estate knowledge with business acumen to create a comprehensive sales strategy.

Team MF focused on marketing the land's unique selling points, such as highway exposure and development potential. Simultaneously, Ryan Sprague spearheaded the business sale strategy, highlighting the operational efficiency, revenue streams, and growth potential of the existing business. The collaborative effort proved highly successful. Doug Murray and I achieved our goal of selling the land at a premium, capitalizing on its strategic location and development opportunities. Moreover, with Ryan Sprague's expertise, the business was successfully sold, yielding an additional \$1,500,000 for the client.

This case study illustrates how a strategic collaboration between a real estate firm and a business broker can lead to exceptional outcomes. By recognizing and addressing expertise gaps, Doug and I were able to maximize the value of the property for the client, demonstrating the importance of strategic alliances in complex transactions.



By: Justin Venancio
Senior Sales Representative,
Team Murray & Faldowski
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Ryan Sprague
Managing Director
Coldwater Corporate Finance Inc.

Deal Insights

Q4 2023

Industrial Lease

Location: Mississauga

Asset: Industrial

Deal Type: Lease

Size: +/- 45,000 SF

As the Tenant faced an imminent lease renewal, heightened concerns arose due to the noticeable surge in rental rates within their market. Recognizing the critical importance of securing favorable terms, the Tenant engaged the services of Team MF. Tasked with navigating the intricate dynamics of lease negotiations, we demonstrated our commitment to achieving optimal outcomes for our clients. Employing a strategic approach and our in-depth knowledge of local market trends. We utilized our negotiation skills to not only alleviate the Tenant's concerns but also alleviate the effects of rising rental rates.

In the initial discussions regarding the renewal for our client, the quoted lease rate significantly exceeded what we deemed fair market rent. Through multiple rounds of negotiations with the landlord, we successfully reached terms that were substantially more favorable for our client. Despite maintaining the same annual escalations, the starting rate was negotiated to be 16% lower than the original quote. Considering the size of the space, this negotiation resulted in saving our client just under \$800,000 over the lease term.



By: Bryan Faldowski*,CNE
Senior Vice President
Team Murray & Faldowski
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Deal Insights

Q4 2023

Investment

Location: Hamilton

Asset: Industrial Investment

Deal Type: Sale

Size: +/- 140,000 SF

Q4 saw Team MF complete one of the largest Investment transactions of 2024 in the Hamilton area. Despite an elevated interest rate environment, we continue to dig deep for both the Landlord and Investor community.

The previous owner of this property was approaching their mortgage renewal and took the opportunity to consider selling the asset as they rebalanced their investment portfolio. Team MF brought several offers, and ultimately the deal was executed with an initial cap rate slightly above 6%. In-place tenants allowed for a stable investment, with several leases remaining in place for the coming 4/5 years. While the borrowing rate did exceed the cap rate, the Investor focused on attributes such as location, layout, and rental upside in the years to come.

Many are predicting that we've seen a peak in interest rates and that we should see some relief in 2024. In addition, there is wide-held sentiment that we've seen the end of near-zero borrowing rates. We anticipate this will result in an increasing population of both Investors and Landlords wanting to take a close look at their investment strategy and pro forma.

Myself, along with Team MF, remain at your disposal.



By: Sean Kelly

Sales Representative

Team Murray & Faldowski

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Off-Market Opportunities

Q4 2023

Discover exclusive off-market opportunities from Team Murray and Faldowski. Here is a taste of a few of the off-market listings our team has available. Get in touch with a member of our team for more details on these listings.



Industrial For Sale

- Hamilton** 20,000 SF on 2 acres
- Hamilton** 27,000 SF on 7.68 gross acres for sale or lease
- Hamilton** 24,000 SF
- Hamilton** 11,500 SF on 0.5 acres
- Hamilton** 5.8 acres
- Hamilton** New build 54,000 SF on 1.95 acres
- Brampton** 20,000 SF
- Brampton** 35,000 SF
- Brampton** 50,000 SF
- Brampton** 35,000 SF
- Mississauga** 30,000 SF
- Mississauga** 45,000 SF



Industrial for Lease

- Oakville** 3,000 SF
- Burlington** 3,000 SF



Land for Sale

- Burlington** 6.25 acres GE1 zoning
- Hamilton** 5.8 acres
- Hamilton** 100 200 acres Hamilton Airport area
- Hamilton** 4.5 acres Hamilton Airport area

Current Client Requirements

Q4 2023

Have a space you're looking to sell/lease? We represent buyers and tenants looking for the following requirements:



Industrial

For Purchase

- Hamilton** 20,000 + SF on 5-6 acres
- Hamilton** 20,000 SF 40,000 SF automotive use
- Durham** 60,000 + SF with 24; clear or better
- Mississauga/Caledon** 40,000 - 60,000 SF
- Oakville** 20,000 - 60,000 SF
- GTA/Halton** 15,000 - 25,000 SF with some excess land
- Hamilton/Grimsby/Thorold/Beamsville** 20,000 - 60,000 SF with some excess land



Industrial

For Lease

- Hamilton** 8,000 - 12,000 SF
- GTHA** 20,000 SF
- GTHA** 30,000 50,000 SF



Office

For Lease

- Burlington** 5,000 SF of flex space



Land

For Lease

- Hamilton** 2 - 4 Acres

Office Listings

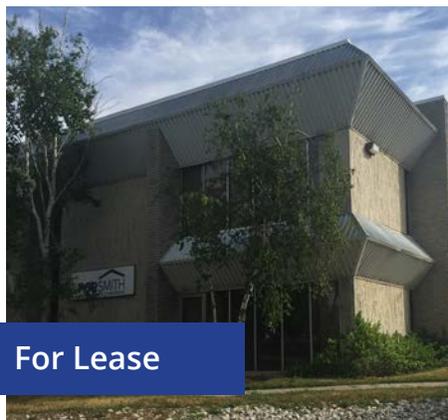
Q4 2023

Coming Soon!



For Sale

49 Queen Street South, Mississauga
Newly built 8,749 SF office
Amenities are a short walk from property
Asking Price [Contact Team for Details](#)



For Lease

845 Harrington Court, Burlington
3,192 SF office space
Quick access to QEW and amenities
Net Rent **\$10.95 PSF** | TMI **\$9.70 PSF**



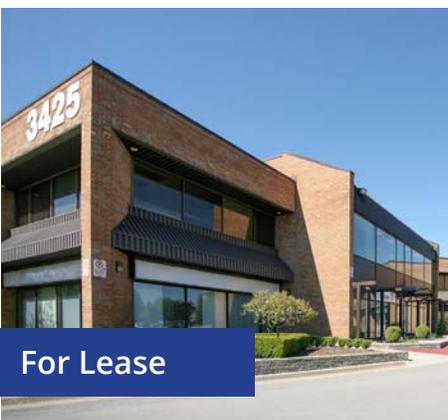
For Lease

Alton Centre, Burlington
Retail/office units from 886 SF - 8,798 SF
Large mixed-use development
Net Rent **\$18.95+ PSF** | TMI **\$11.00+ PSF**



For Lease

41 Brockley Drive, Unit 11, Hamilton
Office/Warehouse 9,050 SF
Multi unit warehouse
Net Rent **\$15.00 PSF** | TMI **\$5.30 PSF**



For Lease

3425 Harvester Road, Burlington
Suites ranging from 904 SF - 1,999 SF
Upgraded HVAC, parking lot and roof
Net Rent **\$14.00+ PSF** | TMI **\$11.21+ PSF**



For Lease

1266 South Service Rd, Stoney Creek
1,358 SF - 2,516 SF in new commercial building with professional local landlord
Net Rent **\$11.50 PSF** | TMI **\$6.30+ PSF**

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For Lease

4311 Village Centre Crt, Mississauga
1,650 SF
Fully finished office space
Net Rent **\$14.00 PSF** | TMI **\$10.00 PSF**



For Lease

5150 Fairview Street, Burlington
1,818 SF office
Quick highway access and amenities
Gross Rent **\$20.00 PSF**



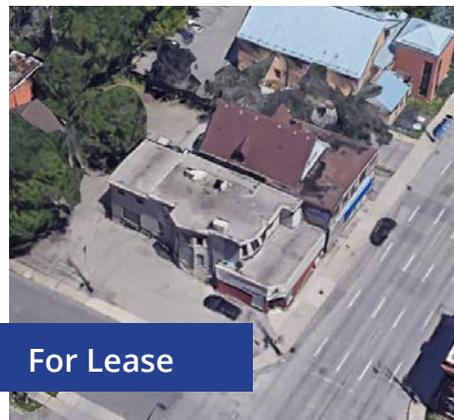
For Sale

4480 Harvester Road, Burlington
17,460 SF high-end office
Rare Office opportunity
Asking Price **\$6,984,000**



For Lease

286 Sanford Avenue North, Hamilton
Modern units in historic building available
from 1,500 SF to up to 30,000 SF
Net Rent **\$15.00 PSF** | TMI **TBD**



For Lease

583 Main Street East, Hamilton
3,200 SF retail near future LRT stop
Truck-level loading door
Net Rent **\$17.00 PSF** | TMI **\$8.80 PSF**



For Lease

3200 Regional Road 56, Binbrook
Newly built retail building
Units ranging from 1,040 SF - 6,415 SF
Net Rent **\$8.00 PSF** | TMI **\$9.75 PSF**

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For Lease

1550 Yorkton Court, Burlington

1,650 SF

Fully finished ground floor office space

Gross Rent **\$22.00 PSF**



For Lease

2140-2150 Winston Park Dr, Oakville

Office units from 686 SF - 7,060 SF

Professionally managed by Dream

Net Rent **\$12.95 PSF** | TMI **\$7.81+ PSF**

Retail Listings

Q4 2023



For Lease

3200 Regional Road 56, Binbrook

Newly built retail building
Units ranging from 1,040 SF - 6,415 SF
Net Rent **\$8.00 PSF** | TMI **\$9.75 PSF**



For Lease

Alton Centre, Burlington

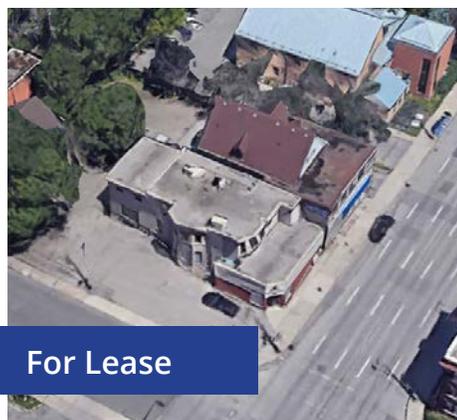
Retail/office units from 886 SF - 8,798 SF
Large mixed-use development
Net Rent **\$18.95+ PSF** | TMI **\$11.00+ PSF**



For Sale

285 Ottawa Street North, Hamilton

Prime 6,402 SF. commercial/ retail
Excellent location
Asking Price **\$1,695,000**



For Lease

583 Main Street East, Hamilton

3,200 SF retail near future LRT stop
Truck-level loading door
Net Rent **\$17.00 PSF** | TMI **\$8.80 PSF**



For Lease

1266 South Service Rd, Stoney Creek

1,358 SF - 2,516 SF in new commercial
building with professional local landlord
Net Rent **\$11.50 PSF** | TMI **\$6.30+ PSF**

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Industrial Listings

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For Sale

4684 Bartlett Road, Beamsville
Pristine industrial building
33,518 SF 2 Truck-level 2 Drive-In
Asking Price [Contact Team for Details](#)



For Sale

2084 Speers Road, Oakville
8,296 SF on 0.457 acres
E1 zoning
Asking Price [Contact Team for Details](#)



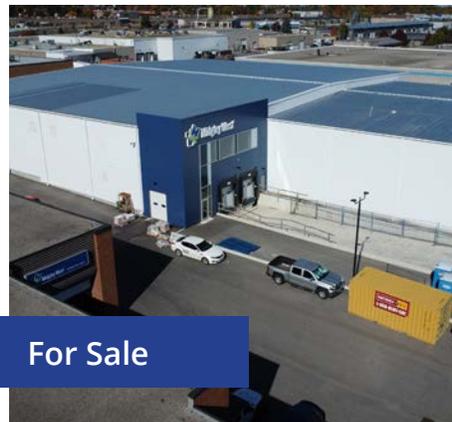
For Sublease

940 Gateway Drive, Burlington
20,000 SF clean warehouse
Sublease term up to August 2028
Net Rent **\$1.00 PSF** | TMI **\$3.75 PSF**



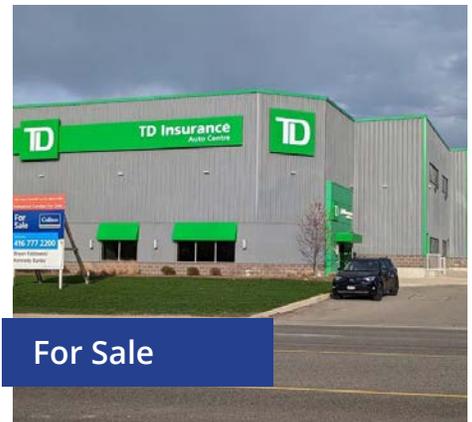
For Sale/Lease

4380 South Service Road, Burlington
5,580 SF L-shaped warehouse unit
18' clear height and 1 DI door
Net Rent **\$15.95 PSF** | TMI **\$5.42 PSF**



For Sale

178 Nebo Road, Hamilton
54,000 SF on 1.95 acres
Office 6,000 SF; Warehouse 42,000 SF
Asking Price **\$16,900,000**



For Sale

115 Dartnall Road, Hamilton
5,940 SF
Rare industrial condo
Asking Price **\$1,710,720**

Industrial Listings

Q4 2023



For Sale/Lease

403/6 Industrial Park, Ancaster

20,000 SF to 685,000 SF for lease
25 acres for sale
Price Details [Contact Team for Details](#)



For Lease

iConnect Business Park, Waterdown

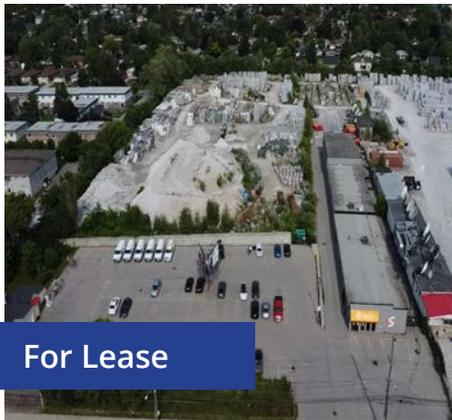
3,800 SF to 300,000 SF for lease
Top-tier corporate neighbours
Net Rent [Contact Team for Price Details](#)



For Lease

601 Highland Road West, Hamilton

New build state-of-the-art industrial
10,000 SF - 40,000 SF units
Net Rent [Contact Team for Details](#)



For Lease

1090 Upper Wellington St, Hamilton

Freestanding Industrial 11,500 SF
M6 Zoning
Asking Price [Contact Team for Details](#)



For Lease

430 McNeilly Road, Hamilton

4,980 SF
24' clear height 1 DI door QEW exposure
Net Rent **\$15.50 PSF** | TMI **\$5.87 PSF**



For Lease

5324 South Service Road, Burlington

Freestanding industrial 36,232 SF
QEW exposure
Net Rent [Contact Team for Details](#)

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For Lease

1140 Blair Road, Burlington
35,593 SF
Outside storage permitted
Asking Price **\$17,500,000**



For Sub Lease

1290 Arvin Avenue, Stoney Creek
New build Industrial condos
2,000 SF
Net Rent **\$12.00 PSF** | TMI **\$4.74 PSF**



For Lease

425 Winona Road, Stoney Creek
New build 36,328 SF - 6,054 SF
Coming Q4 2024
Net Rent **Contact Team for Details**



For Sale

195 Barton Street, Stoney Creek
8,747 SF with M3 zoning
13.75' clear height with 5 DI doors
Asking Price **\$2,700,000**



For Lease

4280 Harvester Road, Burlington
4,400 SF of warehouse and 2 DI doors
QEW exposure
Net Rent **\$16.95 PSF** | TMI **\$6.00 PSF**



For Lease

1295 Sutton Drive, Burlington
26,412 freestanding industrial
20'-25' clear height and 2 TL/2 DI doors
Net Rent **\$18.50 PSF** | TMI **\$4.00 PSF**



Industrial Listings

Q4 2023



For Lease

10 Kenmore Avenue, Unit 4, Hamilton
4,280 SF with approx. 40% office
20' clear height; 1 DI door
Net Rent **\$13.50 PSF** | TMI **\$4.50 PSF**



For Sale

238 Gage Avenue N, Hamilton
4,831 SF
Rare small industrial units
Net Rent **\$12.50 PSF** | TMI **\$2.50 PSF**



For Sale

41 Brockley Drive, Unit 11, Hamilton
Office/Warehouse 9,050 SF
Multi-unit warehouse
Net Rent **\$15.00 PSF** | TMI **\$5.30 PSF**



For Lease

270 Hunter Road, Grimsby
21,000 to 70,000 SF
QEW fronting property
Net Rent **Contact Team for Details**



For Sale

333 Wycroft Road, Oakville
3,766 SF
Drive-In loading
Net Rent **\$17.95 PSF** | TMI **\$5.73 PSF**

Land Listings

Q4 2023



For Sale

28 Glover Access Road S , Hamilton
12 acre parcel
Outside storage permitted
Asking Price [Contact Team for Details](#)



For Sale

100 Cherry Beach Road, Stoney Creek
3.25 acres of land
Redevelopment opportunity
Asking Price [Contact Team for Details](#)

Q4 Deals Done

Q4 2023

Here are some notable deals we've compiled from the quarter. Have questions? Get in touch with a member of our team for more details on these transactions.

Office Leasing

Date	Address	City	Size SF	Landlord	Tenant
22/12/2023	4 Robert Speck Parkway #1040	Mississauga	13,031	Royal Bank of Canada	Desjardins Financial Security Life Assurance Company
22/12/2023	4 Robert Speck Parkway #1040	Mississauga	22,993	Royal Bank of Canada	Desjardins Financial Security Life Assurance Company
22/12/2023	4 Robert Speck Parkway Floors 7-9	Mississauga	55,859	Element Fleet Management Corp.	Desjardins Financial Security Life Assurance Company
29/11/2023	25 Watline Avenue #205,600	Mississauga	15,320	The Toronto Dominion Bank	Nicola Wealth
29/11/2023	354 Davis Road #5,6,4B	Oakville	60,000	Traveler's Insurance Company of Canada	Liberty Utilities
27/11/2023	5700 Explorer Drive #200	Mississauga	8,045	Private	Polaris Realty Inc.
22/11/2023	5700 Explorer Drive #102	Mississauga	5,237	Private	Polaris Realty Inc.
17/11/2023	2345 Argentia Road #101	Mississauga	5,729	Private.	First Gulf
16/11/2023	2345 Argentia Road #200	Mississauga	14,437	Private	First Gulf
12/11/2023	5935 Airport Road #10-11	Mississauga	26,344	Private	Schenker of Canada Ltd.
08/11/2023	2 Robert Speck Parkway #1400	Mississauga	19,411	KGS Group	Desjardins Financial Security Life Assurance Company
12/11/2023	11 Bramalea Road #100	Brampton	10,120	Private	Carterra
08/11/2023	5875 Explorer Drive	Mississauga	30,470	Konica Minolta	Edifice 5875 Explorer Inc.
12/10/2023	6975 Creditview Road	Mississauga	45,446	Hino Motors Canada Limited	Quadreal Property Group LP
06/10/2023	5770 Hurontario Street #300	Mississauga	5,936	Bridgestone Canada Inc	Kaneff
05/10/2023	6685 Tomken Road #1-7	Mississauga	13,875	Private	6625-6705 Tomken Rd Holdings

*not all transactions completed by Team Murray and Faldowski

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Office Sales

Date	Address	City	Size SF	Buyer	Seller
15/12/2023	435 Reynolds Street	Oakville	9,462	1000440938 Ontario Inc.	Leader Lane Developments
15/12/2023	7101 Syntex Drive	Mississauga	19,519	Zuru Group	Walmart Capital Inc.
12/12/2023	435 Elgin Street	Brantford	18,967	Tapav Holdings Inc.	Private
11/12/2023	3930 Nashua Drive	Mississauga	40,498	Madaniyya Academy	2697330 Ontario Ltd.
11/12/2023	470 Hensall Circle	Mississauga	13,150	S&R Trucking	Mississauga Allergy Associates
04/12/2023	7150 Derrycree Drive	Mississauga	57,547	Armour Insurance Brokers Ltd.	Beneva
30/11/2023	160 Traders Boulevard East	Mississauga	92,467	15490448 Canada Ltd.	Hallmark Housekeeping Service Inc.
30/11/2023	6835 Century Avenue	Mississauga	63,956	United Association Local 787	Morguard
29/11/2023	32 Queen Street West	Brampton	9,300	Kapil Financial Services Inc.	CCV Insurance & Financial Services Inc.
16/11/2023	90 Collingwood Avenue	Brampton	8,288	NJ Commercials Inc.	7927959 Canada Corp.

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Office Sales

Date	Address	City	Size SF	Buyer	Seller
15/11/2023	295 Matheson Boulevard East	Mississauga	7,450	Robert Jagielski Law Office	RICO Lighting & Electrical Services
07/11/2023	Unit E101, 1935 Ironoak Way	Oakville	5,004	Black Dog Development	The Oakville, Milton and District Real Estate Board
07/11/2023	Units A201 - A203, 1939 Ironoak Way	Oakville	6,315	Black Dog Development	DuPak Inc.
07/11/2023	Units B104 - B107, 1943 Ironoak Way	Oakville	7,670	Black Dog Development	La Villa Montessori School
07/11/2023	Units A106 - A109, 1939 Ironoak Way	Oakville	8,768	Black Dog Development	Unique Risk Ltd.
31/10/2023	143 Queen Street East	Brampton	6,000	Jechuang Incorporated	Eyelio Management Inc.
27/10/2023	Units D101 - 104, 1931 Ironoak Way	Oakville	7,504	Black Dog Development	Oakville Dermatology and Cosmetics Inc.
06/10/2023	Units 110 - 112 & 114, 5045 Mainway	Burlington	5,805	Millennium Engineering Inc.	Juravinski Hospital & Cancer Center
04/10/2023	4 Wilson Avenue	Brampton	6,931	2739340 Ontario Inc.	Goldbrite Trading Co. Ltd..
03/10/2023	6605 Hurontario Street	Mississauga	60,053	Rock Developments Inc.	RSG Holdings Ltd.

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Industrial Leasing

Date	Address	City	Size SF	Landlord	Tenant
20/12/2023	100 Corporation Drive	Brampton	59,810	Nicola Wealth	Blanco Canada Inc.
18/12/2023	58 Bigwin Road	Hamilton	17,598	Control Chem	Everworks Automation and Smart Manufacturing
17/12/2023	549 Great Lakes Boulevard - Bldg A	Oakville	35,654	Fengate	Private
08/12/2023	310 Arvin Avenue	Hamilton	58,804	209 Arvin (Hamilton) Holdings	Private
07/12/2023	4385 Mainway #1	Burlington	65,000	Menkes Developments Ltd	Trimlite Manufacturing Inc.
05/12/2023	1290 Blundell Road #Opt 2	Mississauga	41,017	C&A Pinho Investments Inc.	Gill World Logistics
05/12/2023	25 Rainham Court	Brampton	222,012	Sahri Investments Inc.	Axium Packaging Inc.
05/12/2023	1150 Northside Road #14	Burlington	19,917	Magic Lite Ltd.	Private
01/12/2023	8 Tracey Boulevard #2	Brampton	30,319	Harzuz Holdings Limited	Private
29/11/2023	2145 Meadowpine Boulevard	Mississauga	49,300	GTA W21 INC	Contract Pharmaceuticals Ltd.
27/11/2023	55 Exchange Drive	Brampton	40,000	Di Poce Management	Private
22/11/2023	6600 Goreway Drive #F	Mississauga	73,845	Mantella Corporation	Brenntag Canada
22/11/2023	115 Dartnall Road #5-7	Hamilton	24,326	3T Inc.	TD Insurance Auto Centre
22/11/2023	6040 Cantay Road	Mississauga	95,499	Orlando Corporation	Private

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Here are some notable deals we've compiled from the quarter. Have questions? Get in touch with a member of our team for more details on these transactions.

Industrial Leasing

Date	Address	City	Size SF	Landlord	Tenant
21/11/2023	2475 Meadowpine #1	Mississauga	83,000	Carterra Private Equities	Uniuni
17/11/2023	845 Intermodal Drive #1	Brampton	17,598	Highlight Motor Group Incorporated	Curt Manufacturing
17/12/2023	2738 Slough Street	Mississauga	11,876	GSI Slough Street Properties Inc.	Private
16/11/2023	99 Summerlea Road	Brampton	109,394	Hoopp Realty Inc.	IMCD Canada Ltd.
15/11/2023	Bronte Station Business Park B#1	Oakville	21,447	First Gulf	Private
14/11/2023	3195 Airway Drive	Mississauga	144,818	Orlando Corporation	Deep Canada Inc
14/11/2023	50 Aeropark Business Park #4-5	Hamilton	130,000	Panattoni Development Company, Inc.	Think Logistics
13/11/2023	3403 American Drive #1-4	Mississauga	19,202	Trioest Realty Advisors Inc.	CREM Co Laboratory
13/11/2023	6820 Davand Drive #5	Mississauga	10,100	NHD Developments Ltd.	Private
10/11/2023	150 East Drive	Brampton	79,496	1238171 Ontario Inc.	NBL Group Ltd.
10/11/2023	6430 Kennedy Road #A	Mississauga	46,732	Amb Annagem, L.P.	Private
09/11/2023	6535 #9-12 Erin Park	Mississauga	16,713	LCPF Realty Inc.	Multi-Blend Ltd
07/11/2023	115 Dartnall Road #5-7	Hamilton	24,326	Hay Industrial Sales Limited	TD Insurance Auto Centre
06/11/2023	2222 South Sheridan Way #301	Mississauga	16,000	Orlando Corporation	Private

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Here are some notable deals we've compiled from the quarter. Have questions? Get in touch with a member of our team for more details on these transactions.

Industrial Leasing

Date	Address	City	Size SF	Landlord	Tenant
02/11/2023	7 Rainham Court	Brampton	10,999	Silvaclear Inc.	Private
01/11/2023	3455 Landmark Road	Burlington	20,459	Soneil Landmark	Private
31/10/2023	115 East Drive #1	Brampton	11,876	GSI Slough Street Properties Inc.	Private
28/10/2023	3225 Lenworth Drive	Mississauga	14,398	SSI Holdings Inc.	Private
27/10/2023	3146 Lenworth Drive	Mississauga	12,460	Miller Carmichael Properties Inc.	Private
25/10/2023	2460 Tedlo Street #1	Mississauga	12,382	2360216 Ontario Inc	Deep Canada Inc
25/10/2023	250 Superior Boulevard	Mississauga	43,325	Menkes Developments Ltd	Think Logistics
25/10/2023	6820 Davand Drive #4	Mississauga	10,100	NHD Developments Ltd.	CREM Co Laboratory
19/10/2023	6300 Edwards Boulevard #2	Mississauga	58,515	Orlando Corporation	Private
19/10/2023	30 Ironside Drive #1	Brampton	101,000	Triovest Realty Advisors Inc.	NBL Group Ltd.
13/10/2023	6710 Fifth Line #1	Milton	252,424	Sun Life Financial	Private
12/10/2023	2465 Milltower Court	Mississauga	25,170	JPD Properties	Multi-Blend Ltd
06/10/2023	Highway 7 & 50_BLDG 1 #2	Brampton	125,486	GreyCan 7 Partnerc Inc	TD Insurance Auto Centre
03/10/2023	6141 Atlantic Drive #1-2	Mississauga	12,928	Esdeb Construction	Private
01/10/2023	70 Easton Road	Brantford	34,000	Private	Private

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Industrial Sales

Date	Address	City	Size SF	Owner	Buyer
15/12/2023	770 Gana Court	Mississauga	19,997	2632981 Ontario Inc.	GBM Holding Corp.
14/12/2023	7550 Torbram Road	Mississauga	142,131	Imperial Flavours Inc.	KingSett Capital
14/12/2023	2340 Winston Park Drive	Oakville	202,165	Morguard	Concert Properties
14/12/2023	255 Chrysler Drive	Brampton	2,846,900	Oxford Properties	TPG
11/12/2023	1050 Heritage Road	Burlington	18,324	Bayshore Vegetable Shippers Limited	JIT Road Transportation
08/12/2023	35 Henry Street	Brantford	27,919	Private	D&J Metal Fabrication
01/12/2023	850 Intermodal Drive	Brampton	110,000	Giampaolo Group	Giampaolo Group & Rio Tinto
29/11/2023	360 Gibraltar Drive	Mississauga	20,986	Roof Tile Management	Roof Tile Management
29/11/2023	730 Gana Court	Mississauga	20,901	Roof Tile Management	Roof Tile Management
28/11/2023	590 South Service Road	Hamilton	135,350	3T Equity Partners	TRE 590 South Service Holdings Inc.
27/11/2023	59 Bury Court	Brantford	22,092	Lakeland Protective Wear Inc.	YL Home Inc.
27/11/2023	337 Gage Avenue North	Hamilton	20,600	Ontario Superior Court of Justice	Skyward Real Estate Inc.

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Industrial Sales

Date	Address	City	Size SF	Owner	Buyer
24/11/2023	353 Dosco Drive	Hamilton	10,000	Private	1837829 Ontario Inc.
24/11/2023	325 Old Guelph Road	Hamilton	11,500	1000696205 Ontario Inc.	15464129 Canada Inc.
24/11/2023	35 Hale Road	Brampton	10,237	Private	All Truck Lube & Wash
22/11/2023	75 Milburn Road	Hamilton	20,314	Olympia Tile	Shelborne Capital
21/11/2023	2545 Barton Street East	Hamilton	15,960	Pelman Foods	Hydro One Networks Inc.
17/11/2023	226 Arvin Avenue	Hamilton	11,292	1077342 Ontario Inc.	SM Cladding Solutions Holdings Inc.
16/11/2023	1 Van Der Graaf Court	Brampton	102,205	GWL Realty Advisors	Highlight Motor Group
14/11/2023	7450 Pacific Circle	Mississauga	20,283	Freud Canada, Inc.	Power Bus Way Ltd.
10/11/2023	Unit 1, 1060 Meyerside Drive	Mississauga	11,363	TAKOL	1000535424 Ontario Inc.
01/11/2023	381 Concession Road 6 East	Hamilton	11,400	Private	MJD Property Management Ltd.
01/11/2023	8600 Escarpment Way	Milton	79,883	F.J. Investments Inc.	SSP Group of Companies
01/11/2023	255 Biscayne Crescent	Brampton	137,777	Newmar Window Manufacturing Inc.	Roshel

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Here are some notable deals we've compiled from the quarter. Have questions? Get in touch with a member of our team for more details on these transactions.

Industrial Sales

Date	Address	City	Size SF	Owner	Buyer
01/11/2023	1295 Sutton Drive	Burlington	26,412	Pack N Rail Ltd.	1295 Sutton Holdings Inc.
23/10/2023	5830 Coopers Avenue	Mississauga	95,953	Rodenbury Investments Group	Chens Enterprises Corporation
19/10/2023	151 East Drive	Brampton	110,376	NEFF Beautiful Living	Premium Brands Holding Corporation
17/10/2023	3094 Lenworth Drive	Mississauga	11,673	Steelmaster Industries Inc.	CTi Living
06/10/2023	6449 Netherhart Road	Mississauga	16,500	Private	Paramount Power Systems Ltd.
04/10/2023	114 East Drive	Brampton	128,138	Velcro Canada Inc.	Taro Pharmaceuticals Inc.
04/10/2023	18 Linden Street	Hamilton	16,666	Johnstone Supply	Ash & Zak Developers Inc.
03/10/2023	114 Advance Boulevard	Brampton	15,842	Filipetto Investments Limited	Sidco Global Trade Inc.
03/10/2023	1 Woodslea Road	Brampton	198,026	GWL Realty Advisors	Dream Industrial REIT
03/10/2023	2370 Meadowvale Blvd #4	Mississauga	12,604	TGL Electrical and Maintenance	Infinity Testing Solutions

*not all transactions completed by Team Murray and Faldowski

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Here are some notable deals we've compiled from the quarter. Have questions? Get in touch with a member of our team for more details on these transactions.

Land Sales

Date	Address	City	Size Acres	Seller	Buyer
07/12/2023	Ninth Line	Mississauga	9.75	The Erin Mills Development Corporation	Saint Mark And Saint Demiana Coptic Orthodox Church
01/12/2023	7110 Derrycrest Drive	Mississauga	2.96	Beneva	Armour Insurance Brokers Ltd.
27/11/2023	3458 Queen Street East	Brampton	2.18	2403165 Ontario Inc.	HGC The Harman Group
24/11/2023	600 Harrop Drive	Milton	3.88	Milton Property Investments Inc.	600 Harrop Inc.
22/11/2023	5061 First Line	Milton	10.13	An individual (s) acting in his/her own capacity	Oris Group Ltd.
02/11/2023	490 Nash Road North	Hamilton	2.03	Snave Holdings Ltd.	SusGlobal Energy
20/10/2023	769 Trinity Road South	Hamilton	5.50	1520869 Ontario Ltd.	Nutem Custom Manufacturing

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Doug Murray and Bryan Faldowski lead Team Murray–Faldowski. A full–service commercial real estate team. Highly–talented and driven professionals. A culture of excellence and customer service. Top market knowledge and transactional experience. Focused on the vibrant markets of Greater Toronto and Hamilton.



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Lori Burans

Digital Marketing

The Team



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Team Murray & Faldowski's Listing Differentiators

Team Murray & Faldowski	vs.	Other Teams/Agents
Ten (10) dedicated cold callers to target prospects and promote our listings		Zero to One (1)
Always present on property tours		Implement lock box system
Commission savings to Landlord/Owner when we find our own Buyer/Tenant		Rely on MLS so other agents bring deals. This costs the client more commissions
Spend money out of our pockets for first-class marketing campaigns		Only spends the company's money
Invests in organic and paid digital and social media marketing on a wide scope of platforms (Facebook, Instagram, LinkedIn, Twitter, Google)		On LinkedIn



#1 Industrial
Regional Market Share



#1 Office
Regional Market Share



#1 Land
Regional Market Share



140+ Deals Done Per Year



13 Dedicated Team
Members

based on Colliers total listings/transactions data from Toronto Real Estate Board, Realtor Association of Hamilton, Burlington

The Team



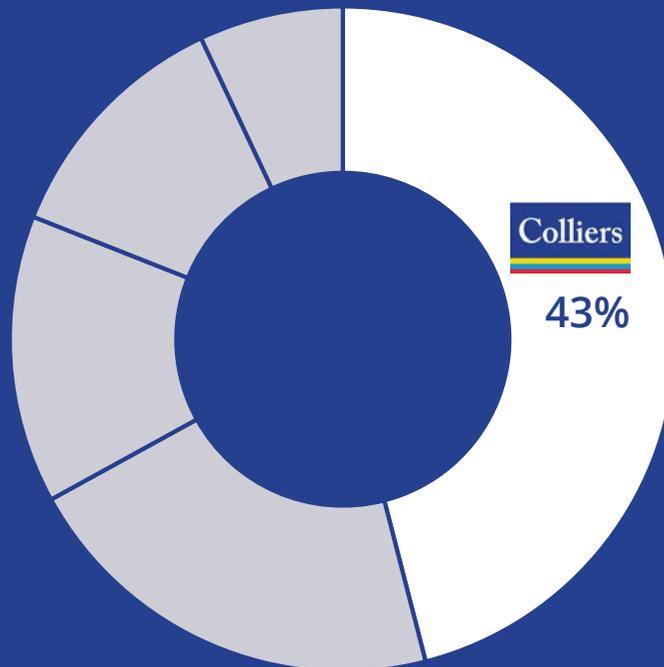
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Commercial Listings Market Share

(Oakville, Burlington, Milton, Brampton, Mississauga, Brantford and Hamilton)

Colliers is the clear market leader

●
*All Other
Commercial
Real Estate
Brokerages
in the region



*number of active commercial real estate listings in Oakville, Burlington and Hamilton.
Source: Toronto Real Estate Board, Realtors Association of Hamilton, Burlington





**TEAM MURRAY
& FALDOWSKI**

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*Sales Representative **Broker

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