



WHITNEY
Commercial Real Estate Services

Q1 2021 Institutional Market Update

Presented by:
John Whitney
Michael Lambert
Richie Evanoff
Joe Anstett



Strategic Approach

The WHITNEY & Company Team provides extensive market knowledge and experience when working with Institutional assets. Unlocking the value of these assets requires an understanding of urban planning, development, environmental and strong relationships with municipal bodies. With a proven track record, we have a clear understanding of how to unlock value and maximize sale prices.

At WHITNEY & Company, we stress the importance of communication, teamwork and collaboration through the entire sale process. We aim to achieve the highest level of customer satisfaction through building site-specific marketing and pricing strategies tailored to each individual client's requirements.

Active Assignments

| Rare Opportunity for Excess Parking | | | | | | | |
|--|---|--------------|-----------------------|-----------------|---|---------------------|-------------|
|  | <table border="1"> <tr> <td>Total</td> <td>4,200 SF / 0.49 Acres</td> </tr> <tr> <td>Features</td> <td> <ul style="list-style-type: none"> Close proximity to Downtown Kitchener Near many transit options Ample on-site parking </td> </tr> <tr> <td>Asking Price</td> <td>\$1,500,000</td> </tr> </table> | Total | 4,200 SF / 0.49 Acres | Features | <ul style="list-style-type: none"> Close proximity to Downtown Kitchener Near many transit options Ample on-site parking | Asking Price | \$1,500,000 |
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| Features | <ul style="list-style-type: none"> Close proximity to Downtown Kitchener Near many transit options Ample on-site parking | | | | | | |
| Asking Price | \$1,500,000 | | | | | | |
| FOR SALE 204 Madison Ave, Kitchener | | | | | | | |

| Flexible Zoning Allowing Retail, Institutional, Residential & More | | | | | | | |
|--|---|--------------|-----------------------|-----------------|--|---------------|------|
|  | <table border="1"> <tr> <td>Total</td> <td>3,100 SF / 0.17 Acres</td> </tr> <tr> <td>Features</td> <td> <ul style="list-style-type: none"> Located across from the Idea Exchange in Hespeler Backing onto Forbes Park On-site parking </td> </tr> <tr> <td>Status</td> <td>Sold</td> </tr> </table> | Total | 3,100 SF / 0.17 Acres | Features | <ul style="list-style-type: none"> Located across from the Idea Exchange in Hespeler Backing onto Forbes Park On-site parking | Status | Sold |
| Total | 3,100 SF / 0.17 Acres | | | | | | |
| Features | <ul style="list-style-type: none"> Located across from the Idea Exchange in Hespeler Backing onto Forbes Park On-site parking | | | | | | |
| Status | Sold | | | | | | |
| SOLD 18 Tannery St E, Cambridge | | | | | | | |

| Excess Land Guided Through the Planning Process to Maximize Value | | | | | | | |
|---|---|--------------|------------|-----------------|--|---------------|---|
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| Status | Multiple bids received - Under Contract | | | | | | |
| UNDER CONTRACT 525 Erinbrook Dr, Kitchener | | | | | | | |

WHITNEY INSITE

The Value of Planning Ahead:

Creating a plan for expansion or divestment can be a multi-year process. We work closely with our clients to ensure a carefully planned process is executed. Contact our team today to begin discussions about your property, receive an opinion of value and begin your planning process. **Michael Lambert, 519.590.0286**

Michael Lambert

RECORD OF SUCCESS

| | | |
|--|-----------------|--|
|  | Total | 2,988 SF / 0.12 Acres |
| | Comments | <ul style="list-style-type: none"> ▪ N1 zoning ▪ Permitted uses such as day care, school, place of worship ▪ 2 furnaces with AC |
| SOLD 42 Portland St, Cambridge | | |

| | | |
|---|-----------------|--|
|  | Total | 4,750 SF / 0.60 Acres |
| | Comments | <ul style="list-style-type: none"> ▪ MR-6 zoning ▪ Adjacent to Wilfrid Laurier University campus ▪ Sold by RFP ▪ Multiple offers |
| SOLD 45 Lodge St, Waterloo | | |

| | | |
|--|-----------------|--|
|  | Total | 3,640 SF / 0.50 Acres |
| | Comments | <ul style="list-style-type: none"> ▪ Neighbourhood Institutionally zoned land ▪ Ample on-site parking ▪ Multiple offers ▪ Sold over asking |
| SOLD 162 Sixth Ave, Kitchener | | |

| | | |
|---|-----------------|--|
|  | Total | 6,150 SF / 0.42 Acres |
| | Comments | <ul style="list-style-type: none"> ▪ N1 zoning allows for day care, school, place of worship ▪ Desirable corner lot ▪ Ample on-site parking |
| SOLD 64 Winston Blvd, Cambridge | | |

| | | |
|---|-----------------|---|
|  | Total | 1,533 SF / 0.62 Acres |
| | Comments | <ul style="list-style-type: none"> ▪ N1 zoning ▪ High profile location directly across from Preston High School ▪ Sold over asking price |
| SOLD 555 Rose St, Cambridge | | |

| | | |
|--|-----------------|---|
|  | Total | 2,000 SF / 0.47 Acres |
| | Comments | <ul style="list-style-type: none"> ▪ R1-2 zoning ▪ Located south of the QEW between Hurontario St & Cawthra Rd ▪ Sold by RFP |
| SOLD 1649 Crediton Pkwy, Mississauga | | |

| | | |
|--|-----------------|--|
|  | Total | 2,440 SF / 0.30 Acres |
| | Comments | <ul style="list-style-type: none"> ▪ RL 2-0 zoning ▪ Close proximity to public transit and Bronte Harbour ▪ Zoning allows for residential detached use ▪ Multiple offers |
| SOLD 2107 Lakeshore Rd W, Oakville | | |

| | | |
|---|-----------------|--|
|  | Total | 3,136 SF / 0.27 Acres |
| | Comments | <ul style="list-style-type: none"> ▪ Zoned P Institutional ▪ 10 km to Waterloo ▪ 1.9 km to HWY 85 ▪ Well maintained building |
| SOLD 119 Arthur St S, Elmira | | |

RECORD OF SUCCESS



| | |
|-----------------|--|
| Total | 3,676 SF / 0.83 Acres |
| Comments | <ul style="list-style-type: none"> ▪ R3-1 zoning ▪ Adjacent to Gary Allan High School with easy access to Lakeshore Rd ▪ Sold by RFP ▪ Multiple offers |

SOLD | 338 Johnston Dr, Burlington



| | |
|-----------------|--|
| Total | 1.20 Acres |
| Comments | <ul style="list-style-type: none"> ▪ R-1 zoning ▪ Close proximity to the QEW at Ontario St ▪ Zoning allows for detached, semi-detached and residential lots |

SOLD | 51 Linwell Rd, St. Catherines

Southwestern Ontario Church Portfolio Sale

The WHITNEY Industrial Team was retained to advise and manage the divestment of 10 properties located across Southwestern Ontario.

These properties ranged in use from high-density residential development sites to institutional uses. WHITNEY & Company successfully marketed and secured qualified buyers for all 10 properties.

Why Choose WHITNEY & Company?

Working with WHITNEY & Company

For over 100 years, WHITNEY & Company has been providing real estate services to our community and beyond. We are locally owned and operated and based in Waterloo, Ontario. Our strong industry knowledge and exemplary customer service is backed by long-term client commitment. WHITNEY & Company is a connected Team that values communication and works hard to deliver top results.

Our roots are in the Waterloo Region and our reputation withstands the test of time.

What WHITNEY & Company Can Do For You!

Complimentary Opinion of Value

If you do not have a recent Opinion of Value for your property, contact one of our team members.

Status Reports

Proactive target marketing and constant communication with the Owner is the cornerstone of executing our marketing plan. Every 30 days, WHITNEY & Company provides clients with a Status Report to review our marketing efforts. These Status Reports include:

- Written report and a meeting to review the activity
- A detailed review of the prospect list, including those who viewed the property information and follow up phone calls
- What interest has been expressed in the availabilities
- Who has toured the property
- What the comments or reactions were to the offering
- Information on similar properties that have come to the market or any comparable completed Leases or Sales that have occurred
- Propose what our plan is for the next 30 days of the marketing campaign



100+ Years of Expertise



History of Success



Dedicated Team



Strong Partnerships



Target Marketing

Dedicated Professionals Delivering Results



John Whitney, SIOR | Broker of Record, CEO

John Whitney is a 4th generation Whitney Realtor with strong local expertise specializing in Industrial, Commercial and Investment Real Estate in the Region of Waterloo. After graduating from Wilfrid Laurier University with an honours degree in Urban Geography and Planning, he joined the family business in 1975. Currently he leads an experienced team of professional agents and personally handles major real estate transactions across the Region. John has been involved in all facets of Industrial/Commercial Real Estate. He was a founding member of Communitech and served as Chairman for 10 years.

john.whitney@whitneyre.com | 519.590.0416



Michael Lambert, SIOR | Sales Representative, 2x Olympian

Michael's background is in competitive sport, representing Canada in 2 Olympic games; Vancouver 2010 and Sochi 2014. Michael brings the work ethic, focus and determination from his athletic career to the table for his clients. Always focused on the process and never the outcome, Michael is accountable, reliable and believes in working harder than the next person. Under the mentorship of John Whitney, Michael specializes in Investment Sales, Industrial Sales/Leasing and Land Development.

michael.lambert@whitneyre.com | 519.590.0286



Richie Evanoff | Sales Representative

Richie joined WHITNEY & Company in 2018 after competing as a World Cup Snowboard Athlete and Coach for 10 years. His exceptional work ethic and mindset have allowed him to progress quickly within the company and also in the commercial real estate industry. Richie is WHITNEY & Company's Industrial/Investment/Institutional team lead for managing target marketing campaigns and prospecting efforts.

richie.evanoff@whitneyre.com | 226.752.7197



Joe Anstett | Sales Representative

Joe comes to WHITNEY & Company after working for Auburn Developments as a Lease Agent, at their Barrel Yards Development in Uptown Waterloo, consisting of multiple residential towers, hotel and office building. Joe received his education from Adrian College, in Michigan, where he was Captain of the Men's Hockey Team and received a double Degree in Business Administration and Interior Design.

Joe offers professional first class advisory services for Industrial, Office and Investment Assets. He works in partnership with John Whitney, Michael Lambert and Richie Evanoff. Joe is part of the newest and latest when it comes to Commercial Real Estate in South Western Ontario.

joe.anstett@whitneyre.com | 519.721.1659



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