

**APPRAISAL REPORT  
CURRENT MARKET VALUE**

**INDUSTRIAL PROPERTY**

**LOCATED AT**

**970 COUNTY ROAD 41  
TOWN OF ESSEX, ON**



**PREPARED FOR**

**COUNTY OF ESSEX  
360 FAIRVIEW AVENUE W.  
ESSEX, ON N8M 1Y6**

**PREPARED BY**



**Fuerland**  
REALTY LTD. BROKERAGE

**2260 Foster Avenue, Windsor, Ontario N8W 5C9**



# Fuerland

REALTY LTD. BROKERAGE

2260 Foster Avenue, Windsor, Ontario N8W 5C9

Phone # (519) 966-0881 Fax # (519) 966-3209

July 1<sup>st</sup> 2017

County of Essex  
360 Fairview Avenue W.  
Essex, ON N8M 1Y6  
Attention: Jane Mustac, P.Eng.

Dear Ms Mustac:

Re: Appraisal of an Industrial Property  
Located: at 970 County Road 41, Town of Essex, ON  
Applicant: County of Essex - Our File# FR17 - 8619

As requested, we have completed an investigation and valuation analysis to estimate the current market value of an Industrial Property located at 970 County Road 41, Town of Essex, as of June 9<sup>th</sup> 2017, the date of our inspection. The only function of this report is to provide a value for sale purposes.

The property consists of one site comprising a total of 7.67± acres improved with an older 4,835±sf Butler Type building having 10' to 19' under eave and a 3,200±sf "coverall" type building.

This appraisal report, containing 80 pages plus addenda, is valid only if it bears the original signature of the author(s) and all conclusions are subject to all Terms of Reference, Assumptions and Limiting Conditions contained herein.

**Current Market Value**  
**FOUR HUNDRED AND EIGHTEEN THOUSAND DOLLARS**  
**\$418,000**

Respectfully,  
FUERLAND REALTY LTD

Don Fuerth B.A., AACI, P. App

## EXECUTIVE SUMMARY

EFFECTIVE/INSPECTION DATES:	June 9 <sup>th</sup> 2017	
INTEREST VALUED:	Fee Simple Estate	
PURPOSE AND FUNCTION:	The purpose of this appraisal is to provide an estimate of the Current Market Value of the Property as of the effective date. The only function of this report is to provide a value for sale purposes.	
ADDRESS OF PROPERTY:	970 County Road 41, Town of Essex, ON	
ROLL NUMBER:	3754 750 000 01000	
PIN NUMBER:	752050074	
REGISTERED OWNER:	The Corporation of the County of Essex	
LEGAL DESCRIPTIONS:	Lots 4-14 Plan 1500 Colchester, Part Lots 15-16 Plan 1500 Colchester, Parts 1, 2 & 3 plan 12R17004, S/T CS19882, Town of Essex, County of Essex, Ontario	
TYPE OF PROPERTY:	520 - Industrial	
IMPROVEMENTS:	An older 4,835±sf Butler Type building having 10' to 19' under eave and a 3,200±sf "coverall" type building.	
LAND AREA:	7.67± acres	
ZONING:	11.1 – Neighbourhood Institutional	
HIGHEST AND BEST USE:	As Improved: Existing	
MARKET CONDITIONS:	Stable	
MARKET EXPOSURE:	± 3 to ± 6 Months	
VALUE ESTIMATES:	<b>Direct Comparison Approach</b>	<b>\$426,000</b>
	<b>Income Approach</b>	<b>\$409,000</b>
FINAL ESTIMATE OF VALUE:	<b>\$418,000</b>	

## **TABLE OF CONTENTS**

Title Page	1
Letter of Transmittal	2
Executive Summary	3
Table of Contents	4

### **Part One– Preface**

Identification of Property/Effective Date/Client	
Liability/Copyright/Publication/Purpose/Function	6
Appraisal Format/Market Value	7
Exposure Time/Environmental Hazards	8
Property Rights/Diligence	9
Scope of Report/Extent of Research	10
Regional Overview	12
Location Map/Neighbourhood	36
Site/Description	38
Description of Improvements	40
Assessment/Taxes/Sales History	47

### **Part Two - Analyses**

Land Use Controls	49
Zoning/Zoning Map	55
Highest and Best Use	58
Approaches to Value	59
Direct Comparison Approach	60
Site Value	66

### **Part Three Conclusions**

Reconciliation and Final Estimate of Value	77
Assumptions and Limiting Conditions	78
Certification	80

### **Addenda**

Subject	82
Sales	86
About The Appraiser	91



## **PREFACE**

**THE PROPERTY**

The real property, which is the subject of this report, is referred to throughout as the "Property". The Property is located at 970 County Road 41, Town of Essex, ON.

**EFFECTIVE DATE**

The effective date of the value estimate is June 9<sup>th</sup> 2017.

**CLIENT**

This report has been prepared at the request of the County of Essex.

**LIABILITY**

It is not reasonable for anyone other than the client to rely upon this report without first obtaining written authorization from Fuerland Realty Ltd. This report has been prepared on the assumption that no other person will rely on it and all liability to all such persons is denied.

**COPYRIGHT**

All copyright is reserved to Fuerland Realty Ltd. and this report is considered confidential by Fuerland Realty Ltd. Possession of this report or any copy of this report thereof, does not carry with it the right to reproduction or publication in any manner, in whole or in part, nor may it be disclosed, quoted from or referred to in any manner without the prior consent and approval of Fuerland Realty Ltd, as to the purpose, form and content of any such disclosure, quotation or reference.

**PUBLICATION**

Without limiting the generality of the foregoing, neither all nor any part of the contents of this report shall be disseminated to the public in any manner whatsoever or through any media whatsoever or disclosed, quoted from or referred to in any report, financial statement, prospectus, or offering memorandum, or in any documents filed with any governmental agency without the prior written consent and approval of Fuerland Realty Ltd. as to the purpose, form and content of such dissemination, disclosure, quotation or reference.

**PURPOSE**

The purpose of this appraisal is to provide an estimate of the Current Market Value of the Property as of the effective date.

**FUNCTION**

The only function of this report is to provide information to be used for establishing an acceptable open market sale price for sale purposes. The report is for the exclusive use of the County of Essex.

**SPECIAL LIMITING CONDITION**

When preparing an appraisal for lending purposes, appraisers do not investigate if the prospective loan and applicant satisfy prudent loan underwriting criteria. Correspondingly, we assume no responsibility for loans made where the borrower lacks the ability or motivation to repay the loan, or where the lender has not followed prudent lending practices. When we authorize a lender to rely on this report, we grant such authorization subject to the lender completing a thorough diligent investigation that reasonable concludes that the borrower has the intention and capacity to repay the loan.

**EXTRAORDINARY LIMITING CONDITIONS**

In accordance with Canadian Uniform Standards, certain modifications or exclusions of Standards Rules are permitted in the preparation of an appraisal report, provided that these modifications or exclusions do not compromise the objectivity of the appraiser or limit the scope of the report to an extent that the results may not be credible. The following Extraordinary Limiting Conditions apply to this report:

- A “Cost Approach to Value” for the subject property has not been undertaken. Therefore, we have made no effort to analyze the feasibility of the development itself.
- A title search of the subject property being appraised or comparable sales analyzed has not been undertaken, therefore we have not expressed any opinions as to the state of the titles themselves.

**APPRAISAL FORMAT**

This report has been prepared in accordance with the Canadian Uniform Standards of Professional Appraisal Practice. As such all appropriate practices and requirements have been employed in the completion of this assignment.

At the appraiser’s discretion, given its intended use, the report is presented in a short narrative format. Appraisal practices and valuation procedures are the same regardless of the presentation format (unless specifically stated otherwise). The short narrative format provides a reasonably high degree of detail and has become the industry norm for most assignments, particularly with respect to mortgage lending institutions.

**MARKET VALUE**

Market Value is defined as: <sup>1</sup>

*“The probable price, which a property should bring in a competitive market under all Conditions requisite to a fair sale, the buyer and seller, each acting prudently, Knowledgeably and assuming the price is not affected by undue stimulus.”*

Implicit in the definition are the consummation of a sale at a specified date and the passing of title from seller to buyer under conditions whereby:

- i. Buyer and Seller are typically motivated;
- ii. Both parties are well informed or well advised, and each is acting in what they consider their own best interests;
- iii. A reasonable time is allowed for exposure in the open market;
- iv. Payment is made in Canadian Dollars or in comparable financial arrangements;
- v. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

In the case of the subject the Market Value Opinions expressed with respect to the subject property is:

**Current Value Opinion:** Refers to an effective date contemporaneous to the date of the report, at the time of inspection or at some other date within a reasonable short period from the date of inspection when market conditions have not or are not expected to have changed.

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<sup>1</sup> Appraisal Institute of Canada

**EXPOSURE TIME**

Reasonable exposure time is one of a series of conditions in most market value definitions. Exposure time is always presumed to precede the effective date of the appraisal.

Exposure time is defined as:

*“The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale as market value on the effective date of the appraisal; a retrospective estimate based upon an analysis of past events assuming a competitive and open market”.*

The estimate may be expressed as a range and can be based on one or more of the following:

- statistical information about days on market;
- information gathered through sales verification; and,
- interview of market participants.

The reasonable exposure period is a function of price, time and use, not an isolated estimate of time alone.

The Property would be perceived by the typical buyer as industrial. A review of transactions of industrial sales in the City of Windsor and Essex County between \$200,000 and \$800,000 on the MLS system from July 9<sup>th</sup> 2015 till June 9<sup>th</sup> 2017 indicated average list duration of 154 days for 51 sales with an average sale price of \$481,057. The average list price was \$530,670 with a list price to sale price ratio of 91%.

Assuming that the subject property would have been listed by a recognized commercial brokerage firm at an asking price that would be about 10% to 15% higher than the market value estimate in this report, an “Exposure Time” of three to six months prior to the effective date would be reasonable.

**ENVIRONMENTAL ISSUES**

The appraiser is not qualified to comment on environmental issues that may affect the market value of the property appraised, including but not limited to pollution or contamination of land, buildings, water, groundwater or air. Unless expressly stated, the property is assumed to be free and clear of pollutants and contaminants, including but not limited to moulds or mildews or the conditions that might give rise to either, and in compliance with all regulatory environmental requirements, government or otherwise, and free of any environmental condition, past, present or future, that may affect the market value of the property appraised. If the party relying on this report requires information about environmental issues then that party is cautioned to retain an expert qualified in such issues. We expressly deny any legal liability relating to the effect of environmental issues on the market value of the property appraised.

No obvious or observed items were specifically noted on the day of the inspection.

**TITLE**

Inherent in this valuation is a clear title, other than noted in the report, that would not pose any undue delays in the marketing or trading of the property. Therefore a comprehensive analysis of the title was not completed.

**PROPERTY RIGHTS**

A fee simple estate is defined as: <sup>2</sup>

*“Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, expropriation, police power and escheat.”*

The property rights being appraised are those of a "fee simple" interest, clear of any liens, encumbrances or indebtedness not specifically noted within this report.

**DILIGENCE**

The estimate of value contained in this report is founded upon a thorough and diligent examination and analysis of information obtained from numerous sources. Certain information has been accepted at face value, especially if there was no reason to doubt its accuracy. Other empirical data required interpretive analysis pertinent to the objective of this appraisal.

**PRIVACY ACT**

**Fuerland Realty Ltd** takes privacy very seriously. We collect personal information to better serve our customers, for security reasons, and to provide customers and potential customers with information about our services. We would like to have a lifelong relationship of good service with our customers, and for that reason we may retain any personal information provided for as long as necessary to provide our services and respect our obligations to governmental agencies and other third parties. The information will remain confidential to Fuerland Realty Ltd. to businesses working for us, and to any organization that acquires part or all of our business, provided that they agree to comply with our privacy policy. By accepting this report, you are agreeing to maintain the confidentiality and privacy of any personal information contained herein and to comply in all material respects with the contents of our Privacy Policy. If you wish to see a copy of our Privacy Policy, or have privacy questions or concerns, please contact the Fuerland Realty Ltd Privacy Officer by phoning (519) 966-0881 or by e-mail at: [dfuerth@fuerlandrealty.com](mailto:dfuerth@fuerlandrealty.com).

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<sup>2</sup> Appraisal Institute of Canada

## SCOPE OF THE APPRAISAL

Each appraisal assignment is unique, depending upon the type and size of property being appraised; the complexity and significance of the appraisal problem; and the intended function of the appraisal. The appraisal problem that is the focus of this engagement has been discussed and defined with the client; the work required to solve the problem planned; and the necessary market data acquired, analyzed, and reconciled into an estimate of the market value. The tasks and items necessary to complete this assignment included the following:

- (1) Assembly and analyses of relevant information pertaining to the property being appraised, including acquisition particulars if acquired within three years prior to the date of the appraisal;
- (2) An inspection of the Subject Property and the surrounding area
- (3) Assembly and analyses of pertinent economic and market data.
- (4) An analysis of land use controls pertaining to the Subject Property.
- (5) An in-depth discussion and statement of Highest and Best Use.
- (6) A discussion of the appraisal methodologies and procedures employed in arriving at indications of value;
- (7) Inclusions of all appropriate photographs, maps, graphics and addenda/exhibits.
- (8) Reconciliation of the collected data into an estimate of market value as at the Effective Date of the appraisal.

The process and specific tasks necessary to complete this appraisal assignment included the following:

- (1) Mr. Don Fuerth, AACI, P.App. inspected the Subject Property on June 9<sup>th</sup> 2017; photographs included in the report were obtained during the inspection.
- (2) Regional, municipal and neighbourhood data were obtained from the Town of Essex, Essex County and the offices of Fuerland Realty, which are constantly in the process of being updated. Data concerning the neighbourhood was also gained from an inspection by the appraiser.
- (3) Data concerning the Subject Property was gained from searches on the Geowarehouse and MPAC information services. A full search of title was not completed for this valuation. We did not complete technical investigations such as: detailed inspections or engineering review of the existing structure, roof or mechanical systems, an environmental review of the property, a site or building survey, or investigations into the bearing qualities of the soils.
- (4) In determining the Highest and Best Use of the Subject Property, the above mentioned data was analyzed, along with an investigation of land use controls pertaining to the Subject Property.
- (5) The analysis set out in this report relied on written and verbal information obtained from a variety of sources we considered reliable. Unless otherwise stated herein, we did not verify client supplied information, which we assumed to be correct. The mandate for this appraisal did not require a report prepared to the standard appropriate for court purposes or for arbitration, so we did not fully document or confirm by reference to primary sources all information herein.

- (6) In consideration of the purpose and intended use of the appraisal herein, only the Direct Comparison Approach has been used in the estimation of the Current Market Value of the Subject Property. The Cost Approach to value and the Income Approach to value have not been used in the valuation of the Subject Property.

All data considered appropriate for inclusion in this Current Market Value appraisal is to the best of our knowledge factual. The findings have been conveyed as a Current Market Value Narrative Appraisal Report, according to the guidelines as set out in the Canadian Uniform Standards of Professional Appraisal Practice (CUSPAP-2016) as adopted by the Appraisal Institute of Canada.

An Extraordinary Limiting Condition has been invoked from the Canadian Uniform Standards of Professional Appraisal Practice – 2016, in order to reflect the fact that the Income Approach to value has not been used in the valuation of the Subject Property. The Direct Comparison Approach has been used in the valuation of the Subject Property.

This Current Market Value Narrative Appraisal Report is intended to comply with the reporting requirements set forth under the Canadian Uniform Standards of Professional Appraisal Practice. It presents only summary discussions of the data, reasoning and analyses that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation concerning the data, reasoning and analyses is retained in the appraiser's file. The information contained in this report is specific to the needs of the client and for the stated intended use. The appraiser is not responsible for the unauthorized use of this report.

*Audits and Technical Investigations:*

The author did not complete technical investigations such as:

- Detailed inspections or engineering review of the structure, roof or mechanical systems;
- An environmental review of the property;
- A site or building survey;
- Investigations into the bearing qualities of the soils.

**EXTENT OF RESEARCH**

The following sources were investigated during the course of this Appraisal:

- I. Fuerland Realty Ltd Data Bank;
- II. Registry Office Records;
- III. Applicable Real Estate Board (Multiple Listing Service record);
- IV. Land Use Controls from Municipal Officials, Various Government Agencies;
- V. On Line information supplied by Teranet.



## REGIONAL OVERVIEW

### Essex - Overview

The Town of Essex did not emerge from the forest until the arrival of the Canadian Southern Railway in 1872. In the 1880's the Lake Erie, Essex and Detroit River Railway was constructed by the Walkers of Walkerville to serve their extensive interests in the southern part of Essex County. In 1883, Essex was incorporated as a village, changing in 1890 to a town.



In 1999, as part of a reorganization of Essex County, the urban areas of the former Towns of Essex and Harrow and the rural communities of the former Townships of Colchester North and Colchester South amalgamated to form the new Town of Essex. The new Town of Essex is a collection of unique communities, both urban and rural, that offer residents attractive neighbourhoods, vibrant commercial areas, a strong agricultural sector and a variety of recreational opportunities.

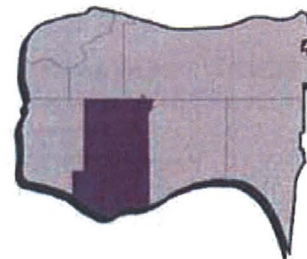
Essex has a population of 20,085 (Statistics Canada 2001). The Town's development outlook, although stifled for many years due to lack of sewage capacity, is promising as approximately 1,500 residential lots are now either fully or partially approved for development. Most of this development will take place within the Town's major urban centres of Essex and Harrow.

Communities that make up Essex:

Ambassador Beach	Barretville	Belcraft Beach	Colchester	Comet
Edgars	Essex	Gesto	Harrow	Klie's Beach
Leslies Corner	Levergood Beach	Lypps Beach	Marshfield	McGregor
New Canaan	Oxley	Paquette Corner	Seymour Beach	Vereker

### Boundaries

The mixed rural and urban area of Essex is located southeast of the City of Windsor in the "hub" of Essex County and covers 287 square kilometers. The Town is bordered by the County Road 8 to the north, County Road 23 to the east, Lake Erie to the south and Walker Road to the west.



### Transportation Infrastructure

Essex is strategically located as the hub of the County and is traversed by many inter-regional transportation routes. County Road 11 (Walker Road), the major north-south corridor, connects the Harrow Urban Area to the City of Windsor. King's Highway No. 3 traverses the northeast corner of the Town and lies adjacent to its other major urban community, the Essex Urban Area. This highway connects Leamington and the City of Windsor, which lie at the southeast and northwest corners of the region of Essex-Windsor.

Highway 3 is scheduled to be widened over the next few years in stages, allowing more efficient movement of goods to/from and through the Essex region. A large number of commuters travel daily to/from the Essex area making good road infrastructure a bedrock requirement.

The Essex Urban Area is approximately a 20-minute drive from both of these communities and only 25 minutes from the international border crossings of the Ambassador Bridge, the Detroit-Windsor Tunnel and the Detroit-Windsor Truck Ferry.

A CN Railway line connects the Essex region to the City of Windsor and then onward to both the United States and all of Canada.

## **Development**

### **Essex Urban Area**

The Essex Urban Area has six residential development proposals, five of which are to be serviced in 2006. These developments represent approximately 1200 dwelling units contained within distinct neighbourhoods forming part of the fabric of this urbanized community. A 60-acre highway corridor commercial area is developing at the intersection of Highway 3 and County Road 8.

### **Harrow Urban Area**

Within the Harrow Urban Area there are currently three separate residential developments proposed totaling approximately 350 dwelling units.

### **Colchester Hamlet**

There are limited opportunities for development within the designated hamlet area. A couple of development proposals have been submitted for the lakeshore residential area to the west of the hamlet. To the east of the hamlet, there has been increasing interest in the agri-tourism industry with proposals for estate wineries and associated accommodations. The Town is promoting this industry through changes to its official plan policies.

### **McGregor Hamlet**

This community has 136 lots within three separate development proposals. Sewage capacity constraints will impose short-term limits for further development. An environmental assessment is being undertaken to determine the feasibility of increasing the sewage capacity in this area.

## **Industrial Development**

The supply of land for the purpose of industrial development is currently somewhat limited. However, in conjunction with development of a new Official Plan, the municipality is currently in the process of determining the ideal locations for changes to industrial designation.

## **Population Characteristics**

The Town of Essex's population has increased steadily, with a projected average annual growth rate of 1.08% over the past 10 years, slightly higher than the national and provincial averages.

## Monthly Economic Monitor – May 2017



Population		
	2016	2011
Amherstburg	21,936	21,541
Essex	20,427	19,569
Kingsville	21,552	21,359
Lakeshore	36,611	34,414
LaSalle	30,180	28,550
Leamington	27,953	28,735
Pelee Island	235	171
Tecumseh	23,229	23,600
Windsor	217,188	210,891
<b>Windsor-Essex Total</b>	<b>398,953</b>	<b>388,782</b>

Source: Statistics Canada, 2016 Census

Unemployment Rates – Windsor CMA (%)			
	April 2017	March 2017	March 2016
Windsor CMA	4.9	5.2	6.4
Ontario	5.8	6.4	7.4
Canada	6.5	6.7	7.3

Source: Statistics Canada, May 2017, figures represent a seasonally adjusted 3-month moving average.

Labour Force Characteristics – Windsor CMA			
	March 2017	February 2017	March 2016
Labour Force	168,000	170,000	173,200
Employed	159,800	161,200	166,600

Source: Statistics Canada, May 2017, figures represent a seasonally adjusted 3-month moving average.

The youth (15-24) segment of the labour force grew by 900 individuals in March and the youth population grew 3,500 individuals to 47,400. Wholesale and retail trade grew the most out of all industries. Adding 1,200 new jobs.

### Labour Force Characteristics- Windsor Essex

	Q1 2017	Q1 2016	2017
Population 15+ ('000)	329.4	330.5	329.4
Labour force ('000.)	196.3	200.7	196.3
Employment ('000)	184.3	187.7	184.3
Full-time ('000)	144.2	143.8	144.2
Part-time ('000)	40.1	43.8	40.1
Unemployed ('00)	12.0	13.0	12.0
Not in labour force ('000)	133.1	129.8	133.1
Unemployment rate (%)	6.1	6.5	6.1
Participation rate (%)	59.6	60.7	59.6
Employment rate (%)	56.0	56.8	56.0

Source: Essex County Labour Force Data Subscription Q1 2017 release, Statistics Canada

Job Gains/Losses – Windsor-Essex		
	April 2017	Year-To-Date
Job Gains Announced	30	451
Job Losses Announced	20	46

Source: Service Canada; the Windsor Star, Windsorite

### Announcements April 2017

- 22 Ground Effects Ltd adds 3<sup>rd</sup> shift, hires 30.
- 23 Sunshine Day Care Centre in Belle River close, affecting 20 Employees



<b>Employment by Industry- Windsor Essex</b>			
<b>Industry</b>	<b>Q1 2017</b>	<b>Q1 2016</b>	<b>2017</b>
Agriculture	3,800	4,000	3,800
Forestry, fishing, mining and oil and gas extraction	0.0	0.0	0.0
Utilities	0.0	0.0	0.0
Construction	10,300	7,800	10,300
Manufacturing	45,500	46,600	45,500
Trade	122,800	127,400	122,800
Transportation and warehousing	25,300	23,100	25,300
Finance and insurance real estate and leasing	7,300	7,500	7,300
Professional, scientific and technical services	8,200	8,400	8,200
Business, building and other support services	6,600	9,500	6,600
Educational services	7,300	5,600	7,300
Health care and social assistance	11,400	14,600	11,400
Information and cultural and recreation	24,200	22,500	24,200
Accommodation and food services	7,700	7,600	7,700
Other services (except public administration)	2,600	1,600	2,600
Public administration	7,400	8,600	7,400
<b>Total</b>	<b>184,300</b>	<b>187,700</b>	<b>184,300</b>

Source: Statistics Canada, Labour Market Survey Q1 2017

Note: 0 indicates an estimate less than 1500

### Housing Starts – Windsor-Essex

	Q1 2017	Q1 2016	Year-to-Date 2017	Year-to-date 2016
Amherstburg	19	7	19	7
Essex	2	16	2	16
Kingsville	10	30	10	30
Lakeshore	37	20	37	20
LaSalle	22	14	22	14
Leamington	15	0	15	0
Tecumseh	7	1	7	1
Windsor	34	66	34	66
<b>Total</b>	<b>167</b>	<b>154</b>	<b>167</b>	<b>154</b>

Source: Canada Mortgage and Housing Company (CMHC) Single Starts

Area	Single-Detached			All Others			Total		
	2016	2017	year -over -year change (%)	2016	2017	year -over -year change (%)	2016	2017	year -over -year change (%)
<b>Ont.</b>	1,307	1,705	30	3,444	3,139	-9	4,751	4,844	2
<b>Canad</b>	3,314	3,817	15	9,709	8,459	-13	13,023	12,276	-6
<b>Winds</b>	40	22	-45	10	13	30	50	35	-30

Source: CMHC Press Release

### Windsor/Essex Housing Market Outlook 2017, Remax Realty

ACTIVITY WAS BRISK IN WINDSOR-ESSEX'S REAL ESTATE MARKET IN 2016. Most listings received multiple offers and many properties sold for over the asking price, keeping the region in a seller's market.

Consumer confidence in Windsor continues to rise due to the city's positive economic outlook. Move-up buyers drive demand, motivated by the growth of the auto industry and a number of infrastructure projects currently underway in the city.

The average residential sale price rose to approximately \$226,468 in 2016, up from \$201,115 in 2015. Unit sales were also up this year, rising from 6,578 sales between January and October 2015 to 7,268 sales during the same period in 2016. Demand was strongest for single family detached homes in the \$140,000 to \$300,000 range.

Buyers from the GTA and retirees are attracted by Windsor's relatively low cost of living, residential real estate affordability and economic climate. As infrastructure projects continue to thrive in the area, the outlook for Windsor's real estate market remains positive heading into 2017.

### **FIRST-TIME BUYERS**

Windsor remains a practical choice for young professionals looking to enter the market given the affordability of the area. Low-interest rates played an important role in 2016, allowing first-time buyers to purchase larger homes than in previous years. Given the recent changes to mortgage rules, buyers looking to enter the market might not have quite as much buying power in 2017.

### **CONDO MARKET**

Windsor's condo market remains fairly small. Buyers looking to downsize in 2016 instead opted toward townhouses ranging from \$275,000 to \$325,000, rather than apartment-style condos. Retirees are increasingly attracted to townhouses rather than condos given the lower maintenance fees and yard access. Townhouses continue to be built in areas such as East Windsor, Tecumseh, and Kingsville.

### **LUXURY HOMES**

Windsor's luxury market saw significant activity in 2016 as a record 34 properties were sold for over \$1 million in the region. As interest rates remain low and job security remains stable, consumers are optimistic about Windsor's economic outlook, and move-up buyers are encouraged to purchase larger homes.



## CBRE Industrial Market Overview Q1 2017

- 24 The Windsor-Essex vacancy rate declined for the sixth consecutive quarter, down to 0.8% in Q1 2017 compared to 2.0% in Q4 2016.
- 25 The availability rate has decreased in Q1 2017 to 2.5% from 4.3% in Q4 2016.
- 26 The market remains extremely tight for product in the Windsor-Essex market. This is especially evident when looking for space over 50,000 sq. ft., a trend that is being experienced down the 401 Corridor from Guelph to Windsor.
- 27 Higher availabilities are being seen for smaller units, with several options available in the 1,000-5,000 sq. Ft. Range.
- 28 Space is particularly difficult to find for users, whereas more options are available for occupiers.
- 29 Many areas are offering incentives for new facilities and new companies looking to grow or locate within Essex County. For example, reduced or zero development charges for industrial buildings.

<b>Building Permits – Windsor-Essex</b>				
	April 2017	April 2016	Year-to-date 2017	Year-to-date 2016
Industrial	693,000	7,698,950	5,918,985	11,908,950
Commercial	4,015,411	8,689,725	16,674,637	17,383,627
Institutional	12,856,902	6,373,890	74,193,191	16,238,369
<b>Total</b>	<b>17,565,313</b>	<b>22,762,565</b>	<b>96,786,813</b>	<b>45,530,946</b>

Source: Municipal Building Departments

Note: Figures are preliminary and are subject to change.

### Conference Board of Canada - Key Indicators and Outlook

30 Real GDP will grow 2.2 percent in 2017, after a 3.5 percent advance in 2016.

31 Following a 4.2 percent gain in 2016, employment is forecast to pull back 1.2 percent in 2017, pushing up the unemployment rate from 6.3 percent in 2016 to 6.7 percent in 2017.

b) Housing starts are expected to remain relatively stable at about 1,200 units in 2017, similar to the 1,250 units recorded in 2016.

Regional GDP by Sector – Windsor CMA			
	2016 (Mil. \$)	2017* (Mil. \$)	2018* (Mil. \$)
Total	13,116.34	13,405.14	13,646.41
Goods-Producing Industries	5,044.20	5,150.05	5,255.49
Manufacturing	3,980.99	4,072.55	4,141.78
Construction	761.19	771.85	801.95
Primary and Utilities	302.03	305.65	311.76
Services-Producing Industries	8,072.13	8,255.10	8,390.92
Transportation and Warehousing	540.61	551.43	560.25
Information and Cultural Industries	264.45	264.19	263.40
Wholesale and Retail Trade	1,300.00	1,331.20	1,351.17
Finance, Insurance and Real Estate	2,227.35	2,299.82	2,356.32
Business Services	699.16	721.53	736.68
Personal Services	792.71	816.49	832.82
Non-Commercial Services	1,657.95	1,672.87	1,687.92
Public Administration and Defense	589.91	597.57	602.35

\* Forecast data

Source: Conference Board of Canada, Metropolitan Data Jan 2017

Ranking of Windsor CMA's GDP Growth Compared to 14 Other CMAs		
Year	Growth Rate	Rank
2016	3.5%	3rd
2017	2.2%	11th
2018-21*	1.7%	21st

\* Forecast data Source: Conference Board of Canada, Metropolitan Outlook Report Spring 2017

## Windsor CTY Credit Quality Rating- AA

Source: Standard & Poor's

Retail Sales – Windsor CMA			
	2017*	2016*	2015
Total Sales (\$millions)	4,432	4,322	4,149
Percentage Change	2.6	4.2	4.7

\* Forecast data

Source: Conference Board of Canada, Metropolitan Outlook Report winter 2017

Consumer Price Index (CPI) – Windsor CMA			
	2018*	2017*	2016
CPI (2002 = 1.0)	1.350	1.325	1.300
Percentage Change	1.9	1.9	2.0

\* Forecast data

Source: Conference Board of Canada, Metropolitan Outlook Report Winter 2017

Population and Labour Market – Windsor CMA			
	2015	2016	2017*
Population	335,787	337,646	339,783
Labour Force	175,573	175,945	174,744
Total Employment	158,274	164,961	163,036
Unemployment Rate (%)	9.85	6.25	6.70
Net International Migration	130	161	159
Net Interprovincial Migration	130	161	159
Natural Increase in Population	610	599	586

\*Forecast data

Source: Conference Board of Canada, Metropolitan Data Jan 2017

Bankruptcies – Windsor CMA			
	2012	2013	2014
Consumer	854	794	584
Business	21	26	26

Source: Conference Board of Canada Metropolitan Outlook Report winter 2017



Regional Employment by Sector – Windsor CMA (000s)			
Sector	2016	2017*	2018*
Total	165,000	163,036	164,807
Goods Sector	54,000	50,950	50,408
Manufacturing	41,152	38,140	37,729
Construction	9,257	9,659	9,535
Primary Industries and Utilities	3,393	3,151	3,144
Services Sector	111,159	112,086	114,399
Transportation and Warehousing	6,649	6,929	6,948
Information and Cultural Industries	1,857	1,722	1,692
Wholesale and Retail Trade	19,604	19,522	20,193
Finance, Insurance and Real Estate	7,867	8,041	8,139
Business Services	14,360	13,705	13,686
Personal Services	23,219	24,110	25,117
Non-Commercial Services	31,457	32,865	33,675
Public Administration	6,146	5,192	4,949

\*Forecast data

Source: Conference Board of Canada Metropolitan Data December 2016

### Employment Market Variability

#### Fluctuations

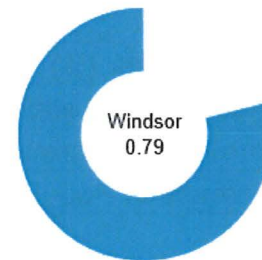


■ No link to Canada 48%  
 ■ Link to Canada 52%

#### Compared to Canada



### Economic Structure, 2015



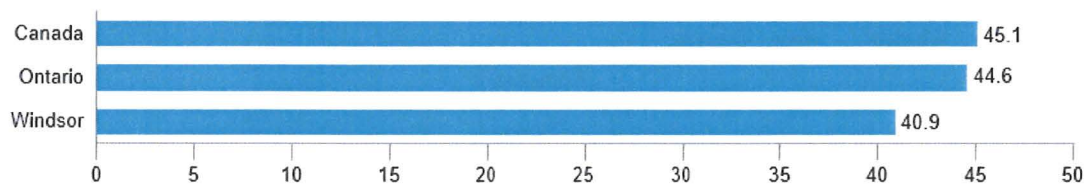
Highly diverse = 1  
 Not diverse = 0

Sources: The Conference Board of Canada; Statistics Canada.

Sources: The Conference Board of Canada; Statistics Canada.

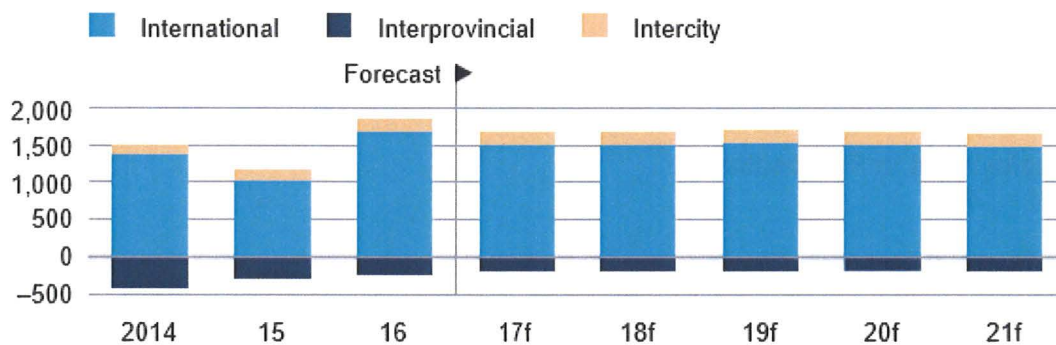
### Personal Income Per Capita, 2015

(\$ 000s)



Sources: Statistics Canada; The Conference Board of Canada.

### Sources of Migration



f = forecast

Sources: Statistics Canada; The Conference Board of Canada.

### Comparative Employment, 2015

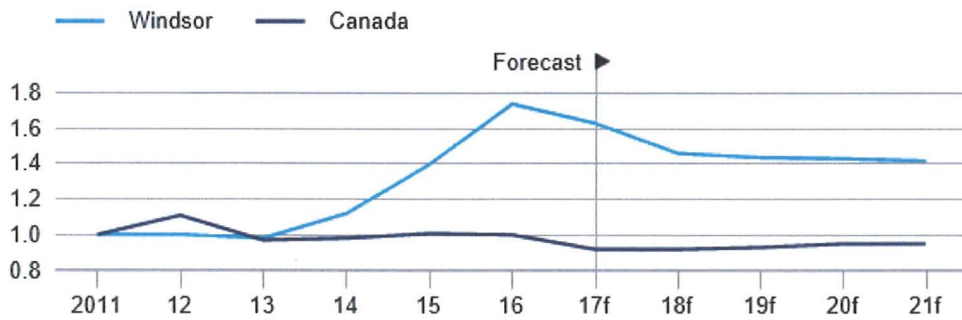
(share of total employment)

Sector	Windsor	Ontario	Canada
Industrial	0.29	0.20	0.22
Office	0.18	0.28	0.25
Transportation and warehousing	0.04	0.05	0.05
Wholesale and retail trade	0.12	0.15	0.15
Personal services	0.16	0.13	0.13
Non-commercial services	0.21	0.19	0.20
<b>Total</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>

Sources: The Conference Board of Canada; Statistics Canada.

## Housing Starts

(2011 = 1.0)

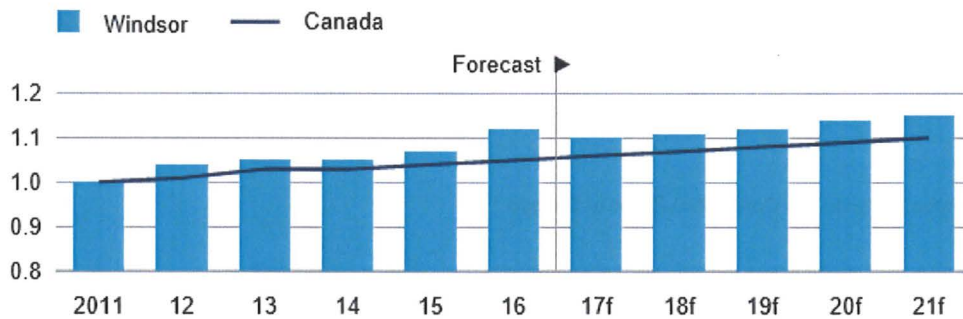


f = forecast

Sources: The Conference Board of Canada; CMHC Housing Time Series Database.

## Employment in Perspective

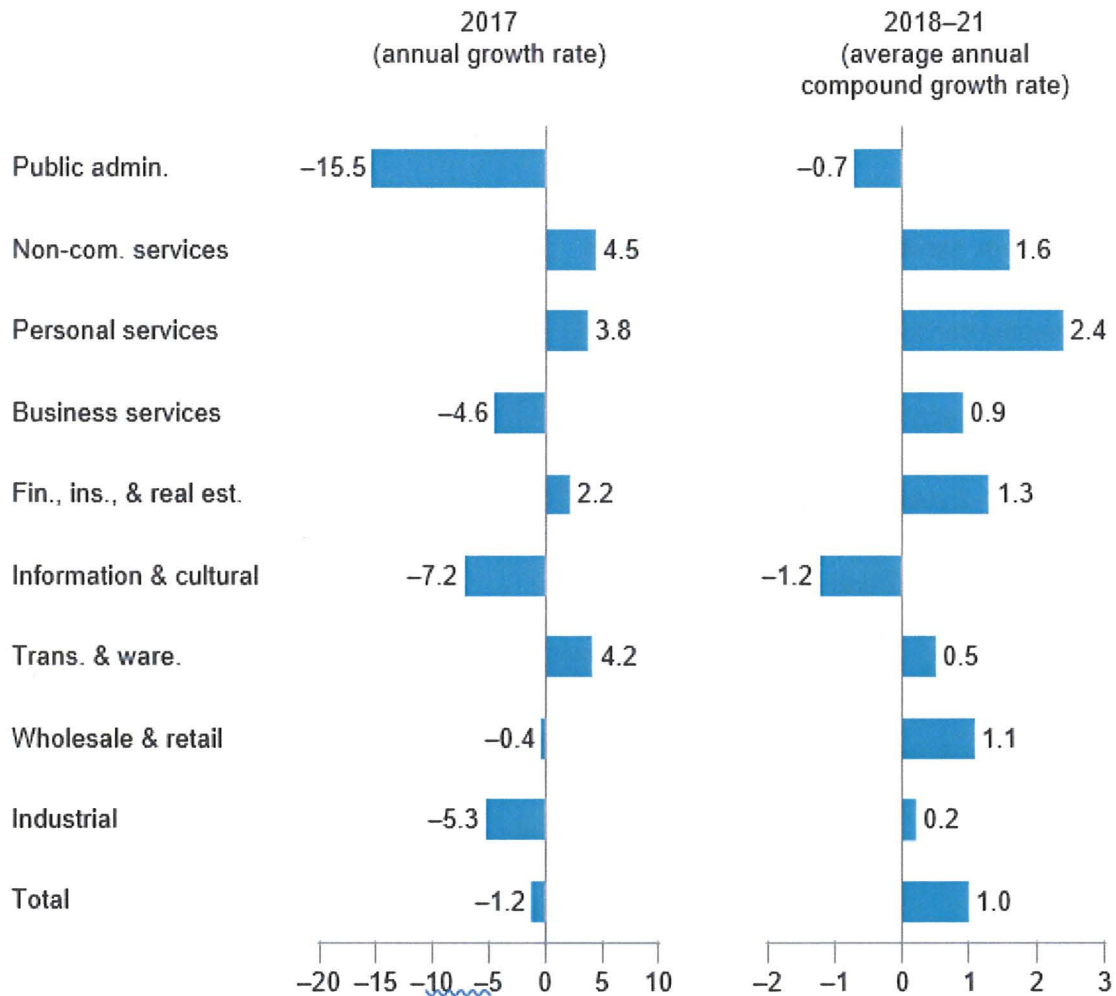
(2011 = 1.0)



f = forecast

Sources: Statistics Canada; The Conference Board of Canada.

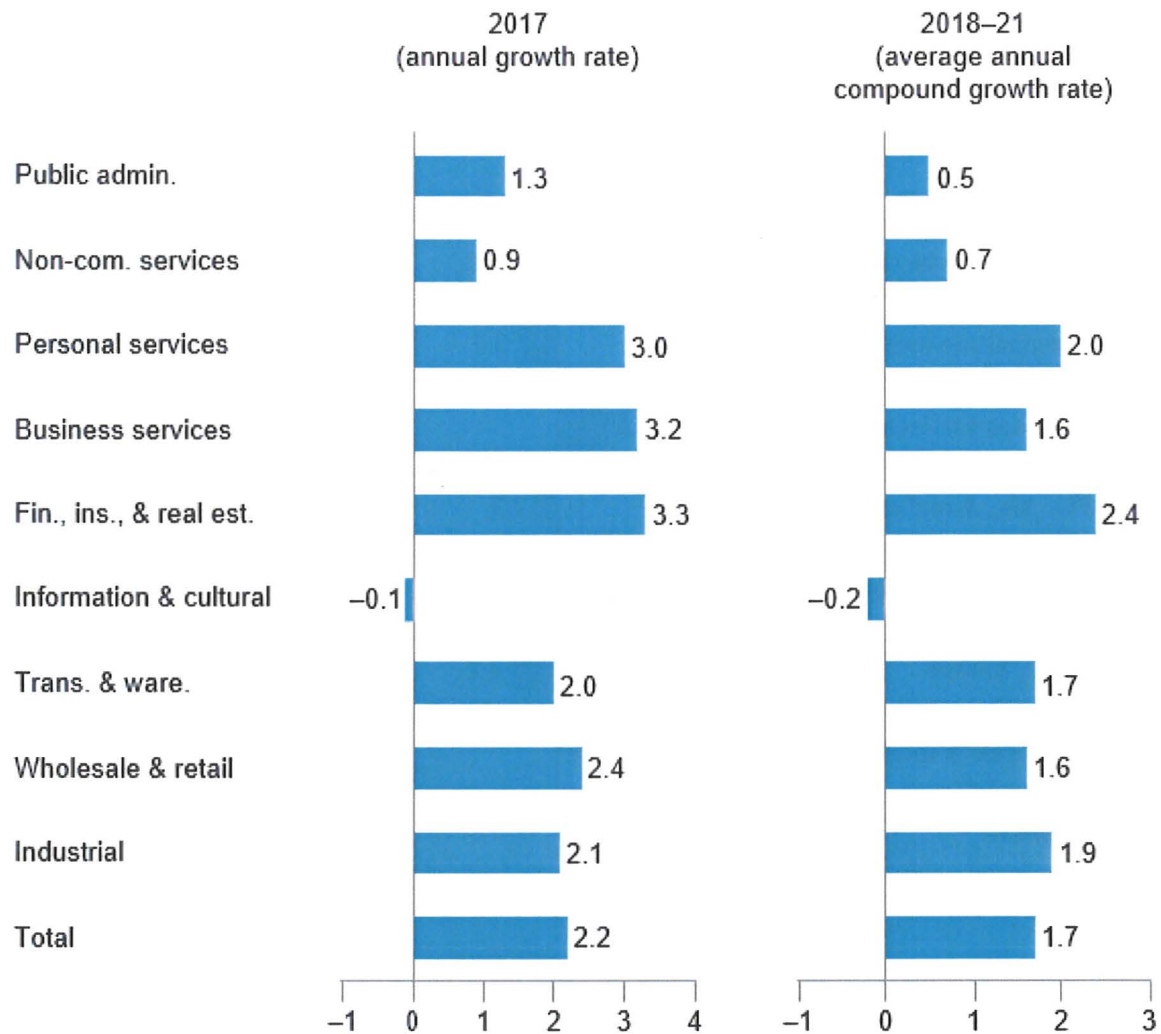
## Employment Outlook



Source: The Conference Board of Canada.



## GDP Outlook



Source: The Conference Board of Canada.

## **REGIONAL OUTLOOK**

### **Essex County**

Essex County is a great place to do business. A multi-faceted community, the region offers a wide spectrum of business resources complemented by an incomparable quality of life.

### **History**

Essex was one of the first counties to be settled in Upper Canada, later to become Ontario, mostly by French people in the mid-18th century. Around 1749, the first permanent settlements began to appear on what is now the Canadian side of the Detroit River. Amherstburg and Sandwich were the first towns established in Essex County, both in 1796 after the British finally ceded and evacuated Fort Detroit. After the American Revolution, and the War of 1812 (1812-1815), people continued to migrate north to the area, and coming from the east from Lake Ontario and the St. Lawrence River of Lower Canada seeking land. Settlers began to move eastward along the north shore of Lake Erie.

### **Economic development 1850 to Present**

In 1854 the Great Western Railway connected the Detroit frontier with the east, crossing Essex County. The Canadian terminal was in Windsor, which consequently forged ahead of the other towns of the county. Other railway lines were built which connected settlements in Kingsville, Harrow, Essex and Leamington. By the late 19th century Essex County had seen fur trading and logging, land clearing and farming, road building and railway development, saw mills and gristmills, railway stations and water ports. By this time the forests were disappearing, replaced by fertile farmland.

Also noticeable in some farmers' fields, are oil pumps, particularly near Belle River and Leamington, Ontario, in the northern and eastern parts of the county, respectively. This is from oil shale within the bedrock of the Marcellus Formation. Essex County is home to Canada's largest wind farm as of June 2012. This is due, both to its ideal wind conditions and abundance of available farm land.

### **Geography**

It is the southern-most county and census division in Canada located in Southwestern Ontario. Essex County has a population of 177,720, and the census division including Windsor and Pelee has a population of 388,782 as of the Canada 2011 Census, making it one of the most populous divisions in Ontario.

Essex County is largely composed of clay-based soils, with sandy soils along the beaches and shores. For the most part, Essex County is flat farmland, with some woodlots. There is a small 30–50 foot high ridge near Kingsville and Leamington in the southern part of the county, and large marshland near Hillman Marsh Conservation Area, and Point Pelee National park. The most built-up part of the county is the city of Windsor, Ontario. Excluding Windsor, Leamington is the most-urbanized part of the county.

## Climate

Essex County hosts some of the warmest summer weather in Canada, noting that it is the most southern part of Canada. The area always has four distinct seasons. Cold, wet winters with considerable amounts of snow, and warm or hot summers. Early spring to late summer are the best time for thunderstorm development. Many storms are categorized as severe, often bringing small to significant sized hail and strong, possibly damaging winds. Tornadoes can be likely with certain storms. Most storms travel from Michigan into Ontario. Southwestern Ontario averages the most tornadoes in Canada. Temperatures usually cool by mid to late October, making way for winter. Snowfall will usually start between mid-Novembers to Late-December.

## Restructuring

In 1992, discussions began to take place to reduce the number of individual municipalities, which at the time numbered 21 in the County. This culminated on January 1, 1999 when a Minister's Order by the Ontario Minister of Municipal Affairs and Housing was implemented, putting in place the new municipal structure for the County of Essex.

The current municipalities in Essex County are:

- Amherstburg
- Essex
- Kingsville
- Lakeshore
- LaSalle
- Tecumseh
- Leamington

Historic population:

- 2011: 177,720 (5-year growth rate: 0.6%)
- 2006: 176,642 (5-year growth rate: 6.7%)
- 2001: 165,501 (5-year growth rate: 9.2%)
- 1996: 152,352

## **Strategic Location**

The Windsor-Essex Region offers one of the best locations in North America for owning a business. The region connects all major passenger transportation corridors and is a portal for global trade and passenger travel.

Half of the North American population is located within an eight-hour drive of the region, providing a large consumer base for Windsor-Essex companies. With the Ambassador Bridge and the Windsor-Detroit Tunnel, Windsor-Essex is also home to the busiest Canada-U.S. border crossing, accounting for 40 per cent of all Canada-U.S. trade and making it the busiest crossing in the world by dollar volume.

With more than 25 per cent of U.S. export goods coming to Canada, more trade crosses the Ambassador Bridge than total U.S. exports to Mexico; twice as much as U.S. exports to Japan; and more than the U.S. exports to all European Union states combined. In fact, 30 U.S. states count on Canada as their top export market.

## **Key Industries**

With Windsor-Essex being geographically linked to Detroit, Michigan, the region's history is intertwined with that of America's Motor City. Advanced manufacturing has been a key component of Windsor-Essex's economy for more than 100 years. From the building of automobiles and peripheral industries such as parts manufacturing, Windsor-Essex's enviable geographic location that provides companies with daily access to the Eastern and Midwestern United States.

Life sciences and research and development also play significant roles in the region's economy. Huge investments over the past decade have seen the establishment of a number of research institutes where professionals across a variety of industries work to create new products and services.

Windsor-Essex's location in southern Ontario also provides the region with tremendous weather, which contributes to a steady agricultural industry. It has the largest Greenhouse Industry in North America. It also creates an environment for the region's wineries to flourish, which in turn attracts people from all over the world to sample Windsor-Essex's award-winning vintages.

## **Low Cost of Doing Business**

Conducting business in Windsor-Essex is cost-effective. Municipally owned industrial land prices in Windsor-Essex are significantly lower than prices in other communities of similar size in Ontario. An integrated local supply chain also provides businesses with benefits including reduced overheads.

In addition to Windsor-Essex's specific benefits, Canada as a whole has among the most competitive business tax structures in the G8. Lucrative R&D tax incentives allow companies to conduct research and develop new products and services in a cost-effective manner.

Windsor-Essex boasts competitive labour rates, including wages and benefits, and can leverage a favourable exchange rate with U.S. counterparts. Access to numerous government incentive programs for investment attraction also help companies offset costs for items such marketing.

Windsor-Essex is also equipped with the latest business necessities. Widely available, reliable broadband allows businesses to stay connected, and affordable, reliable energy sources ensure that companies in Windsor-Essex can maximize their bottom lines.

**Low Cost of Living**

The Windsor-Essex Region has some of the most stable and affordable housing of any region its size in Ontario. The market has something to offer to both buyers and sellers alike. Ongoing low interest rates continue to persuade first time buyers to enter the market. The average Windsor-Essex home can be purchased at less than half of the price of an average home in Toronto.

Housing prices in Windsor-Essex have been consistently below those in communities of similar size and substantially below prices in the GTA. For the same price as an average house in Toronto, you can purchase a 3,000 sq. ft. executive, two storey in Windsor.

## COMMERCIAL STATISTICS



## COMMERCIAL STATS - MAY 2017

## IC&amp;I – New Listings/Sales By Area

	01	02	03	04	05	06	07	08	09	CTY
<b>Listings</b>	4	8	17	6	7	9	5	2	0	17
<b>Sales</b>	0	2	7	3	0	2	2	0	1	4

## Business – New Listings/Sales By Area

	01	02	03	04	05	06	07	08	09	CTY
<b>Listings</b>	0	0	0	0	3	0	1	0	0	2
<b>Sales</b>	0	0	0	0	0	0	0	0	0	0

01: West Windsor, 02: Downtown/West Windsor, 03: Central Windsor/Downtown, 04: East Windsor, 05: Tecumseh/St. Clair Beach/Sandwich South/Malden, 06: Fountainbleu/Forest Glade, 07: South Central, 08: South Windsor, 09: LaSalle, CTY: Amherstburg, Essex, Kingsville, Leamington, Tecumseh, and Lakeshore.

Commercial Leasing Details<sup>1</sup>

	Total Average Lease Price (per square foot)	Number of Lease Listings	Number of Leased Listings	Average Leased Price (Year 1 of Lease)	Average Leased Price - per square foot (1 yr of lease)
<b>May 2017</b>	<b>\$10.50</b>	<b>41</b>	<b>9</b>	<b>\$33,156.29</b>	<b>\$11.34</b>

<sup>1</sup>All figures are approximate & lease(d) listings w/sq ft omitted were not included in the avg lease price;

## Monthly Sale/List Report – 2017\*



	Average List Price	Average Sale Price	Sale to List Price	Avg. List Duration	Number of Sales
Jan	\$573,904	\$472,429	82%	206 days	21
Feb	\$435,806	\$409,213	94%	156 days	16
Mar	\$616,610	\$541,400	88%	88 days	21
Apr	\$332,579	\$328,036	99%	143 days	14
May	\$515,723	\$488,232	95%	240 days	22
June					
July					
Aug					
Sept					
Oct					
Nov					
Dec					

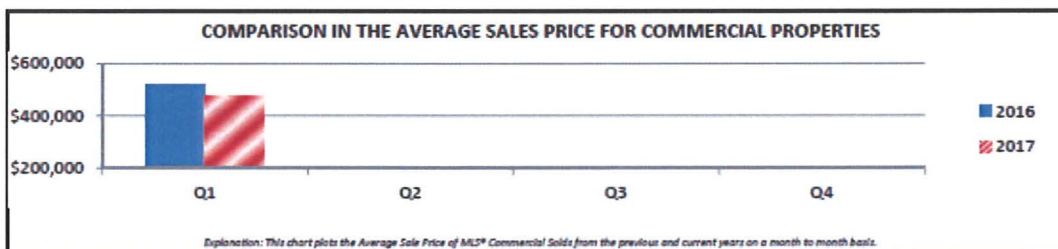
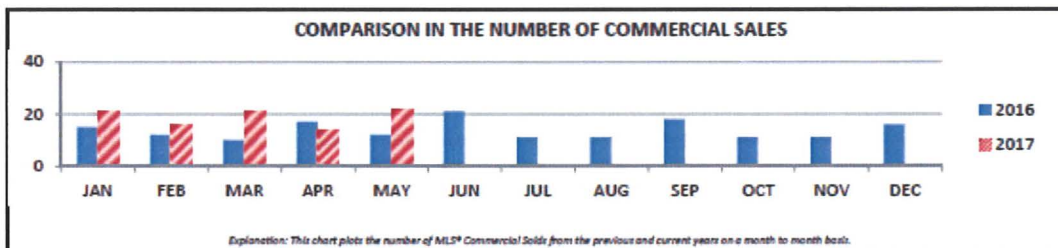
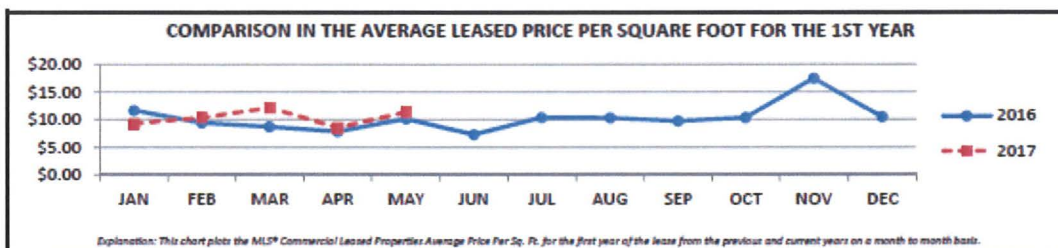
\*Results have been rounded to the nearest dollar & percent

Disclaimer: The Windsor-Essex County Association of REALTORS® does not warrant in any way the information contained herein as to the accuracy or completeness. This is the sole responsibility of those businesses and individuals that have submitted the information contained herein.





## COMMERCIAL COMPARISONS - YEAR OVER YEAR (MAY)



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## WINDSOR ECONOMIC OUTLOOK

The Windsor-Essex County economic region's main export industries are manufacturing and agriculture. Its principal centre is the Windsor Census Metropolitan Area (CMA) with a population of 335,000 and is forecast to grow at .6% in 2016 and .7% in 2017. Net migration will account for a larger share of total growth mainly from more immigration and less out-migration to other provinces and regions in Ontario.

The region's economic recovery, led by the Windsor CMA, has been slowly but steadily grinding higher with a few exceptions. External factors such as the depreciated Canadian dollar, fast U.S. economic growth, and lower oil prices are beginning to lift the region's outlook. In addition, local factors such as a new and expanded transportation network and existing manufacturing infrastructure will facilitate and accommodate growth. During the next two years, improved but still moderate growth is foreseen.

Total employment in the Windsor CMA has increased so far in 2015. Employment growth of 1.5% has been led by finance, insurance and real estate services, professional and business services, and construction. Job growth in these industries has been partly offset by job declines in transportation and warehousing, retail and wholesale trade, and public administration. Job growth in the Windsor region is forecast at 1.4% in 2016 and 1% in 2017. Labour force growth will be driven by a rising participation rate and is forecast at .9% in both 2016 and 2017. Job growth in the Windsor CMA is forecast to be more robust than in the region.

The Windsor CMA has seen substantial growth in housing market activity in 2015, as foreshadowed by a jump in the sales-to-new listings ratio in 2014. Housing sales through October via the Multiple Listing Service were up 17.7 percent year-over-year, while the average sale price was up 4.7% on the same basis. Residential building permits through September were up 42% in units and 38% in dollar value compared to the same period a year earlier. With the sale-to-new listings ratio continuing to rise, these market indicators suggest prices will climb at a faster pace through 2017. A more robust supply response from the existing housing stock and new construction is very likely to continue. The outlook is positive for further gains in the housing market against the backdrop of low mortgage rates and some improvement in economic and income growth.

Investment in non-residential building construction in the Windsor CMA was down 14.7% year-over-year through September as lower spending on institutional and government projects outweighed higher spending on industrial projects. However, non-residential building permits were up 25% on the same basis, resulting in two consecutive quarterly increases in investment spending. These are forecast to increase by 8.1% in 2016 and 15% in 2017.

Companies continue to invest in production capacity, such as Fiat Chrysler Automobiles spending \$2 billion re-tooling the Windsor plant. DF industries announced a \$105 million expansion of its urea plant at the Courtright Nitrogen Complex in St. Clair Township, MI. With more favourable conditions generally in manufacturing, Peterson Spring Canada Ltd. is adding a new production line at its engineered-metal products plant in Kingsville. Auto parts company TRW Automotive will open a second location in Windsor in January 2016 creating 60 jobs.

Over time, the Windsor's manufacturing sector will experience improved profits and market share as a result of the lower Canadian dollar and faster U.S. economic growth. Lower oil prices and the expanded transportation network will reduce costs. New vehicle sales in the U.S. and Canada are predicted to remain at recent high levels during the next two years. The construction industry will remain active, driven by higher levels of residential and non-residential building construction and government investment in the Detroit River International Crossing Bridge.

Recent economic trends in Ontario's farm production reveal modestly upward trends in overall price, quantity and revenue. Livestock and related products are performing better than crops and related products. Aggregate farm cash sales, production, value added, and product prices will likely continue to set new record highs. The Canada-UE trade agreement (CETA) may come into effect in 2016 presenting opportunities and challenges to this industry. CETA is expected to present headwinds for dairy and cheese producers, which may be ameliorated by subsidies, while exporters of pork and beef are expected to benefit.

### Trends at a Glance:

Mortgage Rates	Mortgage rates are expected to remain at historical low levels which will continue to support housing demand and commercial development.
Employment	Employment in Windsor will increase by 1.4% in 2016 and 1% in 2017. Forecast job growth is led by finance, insurance and real estate services, accommodation and food services, construction and labour.
Income	There will be little to no income growth in 2016. However, average incomes will grow by close to one per cent in 2017.
Population	Population growth will come from immigration and less out-migration to other provinces and regions.
Resale Market	Sales will increase by 9.5% in 2016 and 5.8% in 2017. The average MLS sale price is forecast to rise 5.1% in 2016 and 7.3% in 2017.

### SUMMARY

The automotive sector that has driven the manufacturing base of Western Ontario for so long is continuing to invest in production capacity, such as FCA spending \$2 billion re-tooling the Windsor Plant.

Downtown continues its transformation with the University of Windsor and St. Clair College securing older sites which are being rejuvenated into vibrant new learning centres. The newer Windsor International Aquatic and Training Centre is host to many local and international swim and diving meets. All are working together to ensure downtown Windsor is the preferred place to work, visit and live.

All property values both commercial and residential have increased in value in the last twelve months over the previous twelve months with signs of more value increases in some areas and neighbourhoods in the Windsor Area the result of improved economic conditions.

The average sale price in 2015 was up 4.7%. A more robust supply response from the existing housing stock and new construction is very likely to continue. The average sale price for residential units in December 2015 was higher at \$202,838 per unit.

In the commercial area sale prices have continued their stable to small average price increases of about 0.003% per month with a balance of sales to listings in the Windsor CMA.



## WINDSOR-SARNIA

### ECONOMIC REGION

	2013	2014	2015	2016	2017
Labour Force (000s)	322.2	325.3	320.6	323.4	326.2
% change	-1.6	1.0	-1.4	0.9	0.9
Total Employment (000s)	295.1	299.1	293.0	297.0	300.0
% change	-0.8	1.4	-2.0	1.4	1.0
Unemployment Rate	8.4	8.1	8.6	8.2	8.0
MLS® Residential Sales	8,110	8,255	9,300	10,200	10,900
% change	3.5	1.8	12.7	9.7	6.9
MLS® Residential Average Price	179,294	186,650	193,000	205,000	220,000
% change	4.1	4.1	3.4	6.2	7.3
Residential Permits (units)	1,492	1,371	1,400	1,550	1,700
% change	13.6	-8.1	2.1	10.7	9.7
Non-Residential Permits (\$ millions)	363	347	375	425	475
% change	-39.2	-4.6	8.1	13.3	11.8
Private Non-Residential Building Permits (\$ millions)	275	274	275	330	375
% change	-22.2	-0.1	0.3	20.0	13.6
Public Non-Residential Building Permits (\$ millions)	89	72	100	95	100
% change	-63.7	-18.5	38.1	-5.0	5.3
Population (000s)	638.2	637.4	637.0	637.5	637.9
% change	-0.1	-0.1	-0.1	0.1	0.1
Net Migration	-771	-1,298	-1,200	-300	-100
Net International	1,459	1,147	1,000	1,200	1,500
Net Interprovincial	-1,633	-1,851	-1,700	-1,200	-1,000
Net Intraprovincial	-597	-594	-500	-400	-300

Source: Statistics Canada, CREA, Central 1 Credit Union forecasts.

Notes: Housing sales and prices represent combined activity in real estate boards within the region.

\*Approximated with data from the Windsor-Essex County Association of REALTORS®

### Economic Outlook: Positive



## NEIGHBOURHOOD

The subject property is located in the former Township of Colchester South.

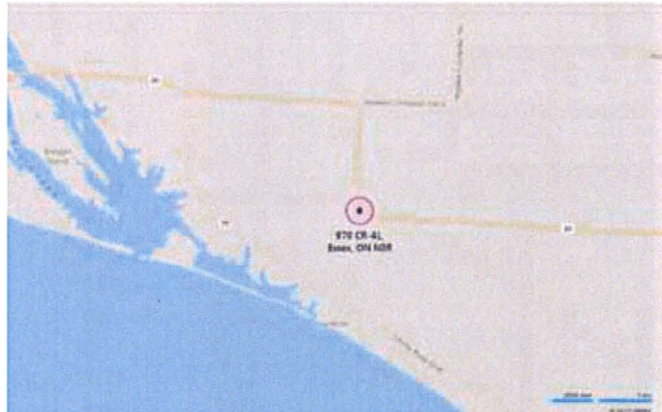
The subject property is located on the east side of County Road 41, near its intersection with County Road 20.

Surrounding development consists of agricultural land used for cash crop farming and single family residences. No adverse influences have been noted in the area and zoning bylaws are in effect and enforced.

In short, the subject property is located in a rural neighbourhood west of the Town of Harrow on a main county road with ready access to the City of Windsor and all parts of Essex County

No adverse influences have been noted in the area and zoning bylaws are in effect and enforced.

*Location Map*



*Immediate Neighbourhood*



*Location in General Neighbourhood*



*County Road 41 South*



*County Road 41 North*



**Site Description**

- i) Location: Agricultural/Residential. The subject is essentially located in a mixed use neighbourhood. Surrounding property use is predominately residential/agricultural.
- ii) Dimensions: +/- Irregular
- iii) Area: +/- 7.67 acres

*MPAC Map*



- iv) Topography: Basically level.
- v) Services:
- |                  |     |
|------------------|-----|
| Water:           | Yes |
| Sewer:           | No  |
| Storm Sewer:     | No  |
| Fire Protection: | Yes |
| Natural Gas:     | Yes |
| Hydro-Service:   | Yes |
| Telephone:       | Yes |
| Paved Road:      | Yes |
| Sidewalks:       | No  |

vi) Access/Egress/Exposure: Vehicle access to the site is along County Road 41. The property is in a low exposure location. Exposure is essentially limited to traffic within the area. The site is located near the intersection of County Road 41 and County Road 20. Pedestrian traffic is virtually non-existent.

vii) Soil Conditions: An Environmental Site Assessment has not been provided to the writer for consideration. The report assumes that any contamination, if existing, would fall within prescribed regulatory levels for this type of property.

Further, it is assumed that soil conditions are capable of supporting the proposed structures for their estimated life expectancies.

Should these assumptions be incorrect all value estimates would be subject to review.

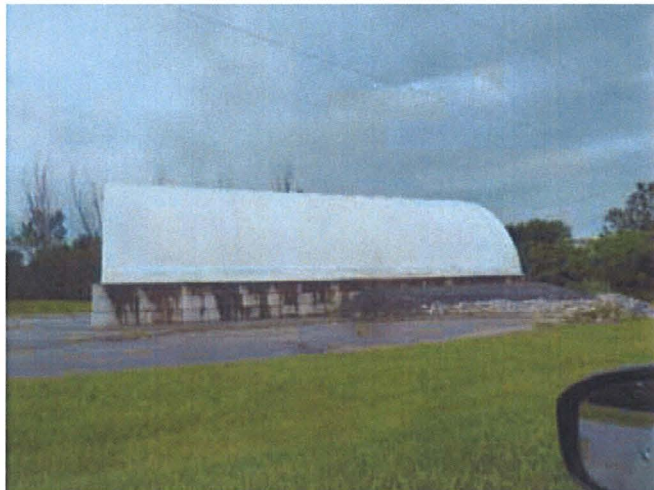
## DESCRIPTION AND ANALYSIS OF IMPROVEMENTS

The subject improvements were in average conditions and consist of an older 4,835±sf Butler Type building having 10' to 19' under eave and a 3,200±sf “coverall” type building.

*View of Main Building*  
*4,835±sf (1978±)*



*Coverall Structure*  
*(3200±sf)*





*Interior of Service Building*



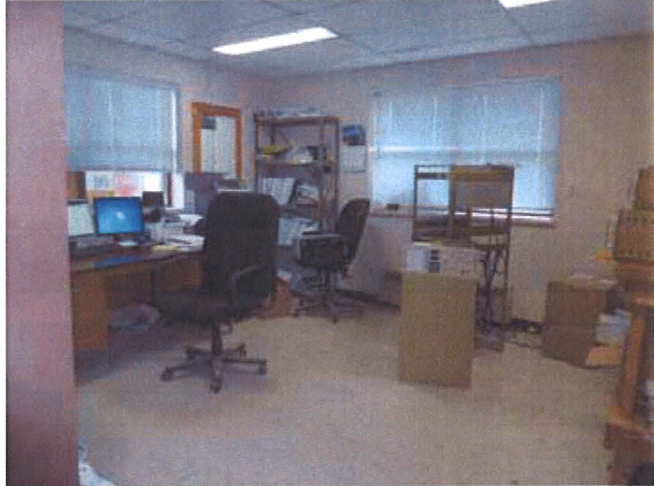
*Employee Area*



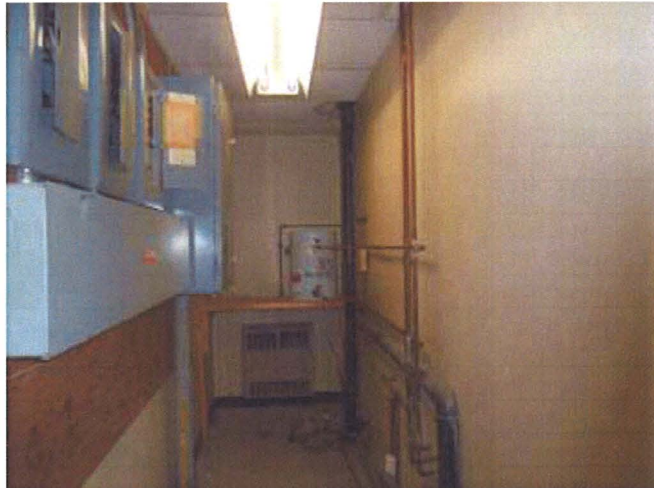
*Employee Washroom*



*Office Area*



*Three Phase Service  
Electric hot Water Tank*



*Parts Storage Room*



*Front View Office Area**Coverall building*

ii)	Areas:	Main building:	+/- 4,835sf
		Coverall Building	+/- 3,200sf
iii)	Site Coverage:	+/- 2.4%	
iv)	Basement:	na	
vi)	Height:	+/- 10' – 19' Effective	
vii)	Foundation:	Poured concrete	
viii)	Frame:	Pre-engineered steel and block frame	

- ix) Floors: Slab.
- x) Exterior: Enameled steel, Poly
- xi) Windows: Double pane metal encasements.
- xii) Internal Walls: Coverall: Open to Poly  
Butler Building: Exposed and Drywall
- xiii) Floor Finishes: Concrete Slab
- xiv) Ceilings: Exposed and Acoustic Tile
- xv) Roof System: Tar and Gravel, Rubber Membrane over metal decking
- xvi) Insulation: Assume Fibreglass.
- xvii) Heating and Cooling: Shop overhead gas radiant heaters
- xviii) Hot Water: Electric fired heater.
- ixx) Plumbing: Copper, ABS.
- xx) Sprinklers: na
- xxi) Electrical: Three-phase, sodium; fluorescent & incandescent.
- xxii) Elevator: na
- xxiii) Other: Overhead doors
- xxiv) Hazardous Substances: No obvious items observed; assume none.
- xxv) Year Built: Original: +/- 1978± & Unknown
- xxvi) Effective Age: 35 years
- xxvii) Remaining Economic Life Expectancy: 50 years
- xxviii) Remaining Physical Life Expectancy: 50+ years.



xxix) Work Orders: None.

xxx) Condition Rating: Average

xxxi) Equipment/Built-ins: Typical

xxxii) Comments: Aside from normal wear and tear the subject is considered to be in average overall condition. There were no significant items of concern observed during the inspection.

### Site Improvements

- ☐ Asphalted and stone parking areas
- ☐ Sod and landscaping

### *Shop & Office Building*



### *5 Overhead Doors*





*West Side View*



*Asphalt Parking and Surplus Land*



**ASSESSMENT, MUNICIPAL TAXES**

The Town of Essex Tax Department provided the following information concerning the property:

Address:	970 County Road 41
Owner:	The Corporation of the County of Essex
Total Assessment:	\$585,000 (2017)
2017 Taxes:	\$N/A±
Property Codes	520 - Industrial

**Comments:**

- Taxes are essentially based on a tax rate that applies to all properties with the same classification. Assessments are to be applied in a consistent manner. Therefore property taxes should also be distributed in a consistent manner.
- Due to the mass appraisal techniques employed by the assessors minimal consideration is given to the assessed value as an indication of market value.
- Assessed values for all properties are based on a common base as of January 1<sup>st</sup> 2013 and do not necessarily reflect the current market situation.
- Taxes for agricultural properties are 25% of the rate charged for residential properties.

**Sales History**

There is no public record of the subject having been listed or offered for sale in the past thirty-six months.

## **PART 2 - ANALYSIS**

## LAND USE CONROLS

Land use in the Province of Ontario is regulated by the Planning Act, 1990, Statutes of Ontario, 1990, Chapter 1, as amended, and is administered by the Minister of Municipal Affairs. The Planning Act addressed implementation of the Official plan and the Zoning By-Law.

## OFFICIAL PLAN

The Planning Act, 1990, as amended, Chapter 1 (h) defines Official Plan: “official plan” means a document approved by the Minister, containing objectives and policies established primarily to provide guidance for the physical development of a municipality or a part thereof an area that is without municipal organization, while having regard to relevant social, economic and environment matters.

The Official Plan for the Municipality of Essex applies to all lands within the corporate limits. The restructured Municipality was incorporated on January 1<sup>st</sup>, 1999 joining the former Towns of Essex, Harrow and the Townships of Colchester North and South into the Municipality of Essex. The Municipality of Essex has a land area of 28,734 hectares and an estimated 2000 population of 27,000. Geographically, Essex is located in the south west corner of Essex County bordered by the Town of Kingsville to the east, the Town of Lakeshore to the North, the Town of Amherstburg to the west and Lake Erie to the south.

In accordance with Section 17 of the Planning Act, R.S.O. 1990 the Council of a municipality may provide for the preparation of a plan suitable for adoption as the Official Plan of the municipality. An official plan is defined in the Planning Act as a document, approved by the Minister, containing objectives and policies established primarily to provide guidance for the physical development of a municipality while having regard to relevant social, economic and environmental matters. Section 24 of the Act further provides that where an Official Plan is in effect no public work shall be undertaken and no by-law passed for any purpose unless it is in conformity with the Official Plan.

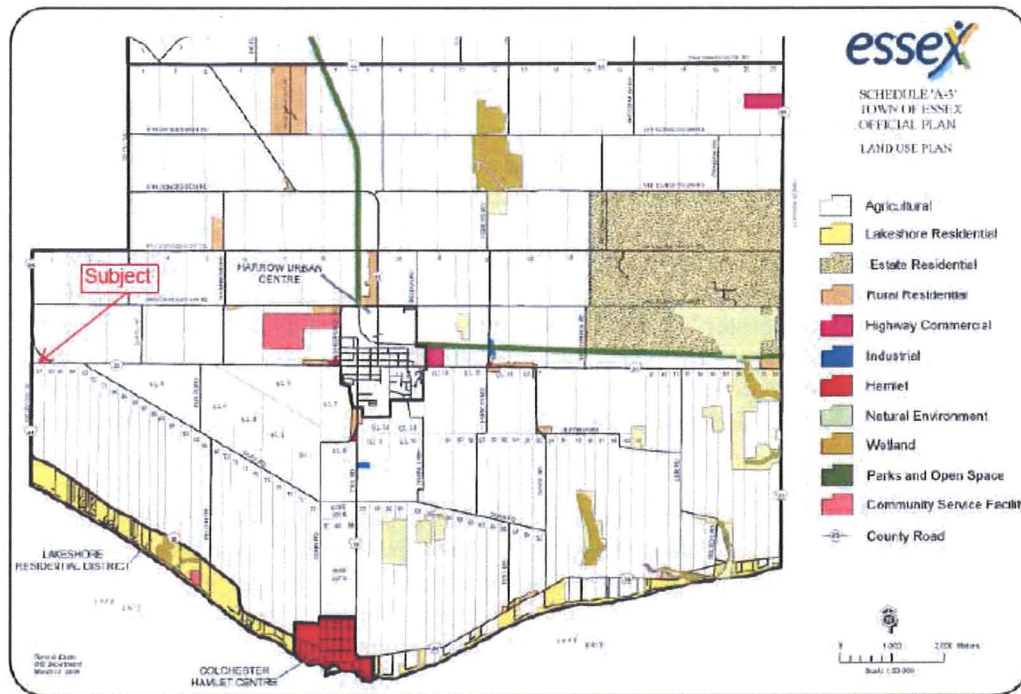
The Official Plan for the former Town of Essex designates the subject property as Agricultural. Areas designated Agricultural represent the majority of the land area in the Municipality of Essex. Agriculture, is an extremely important component of Essex’s land use. The purpose of the goals and policies of the Official Plan are to protect prime agricultural lands for agricultural purposes while acknowledging that the community will continue to grow and prosper in an orderly and responsible manner. It is acknowledged that all of the land in the Municipality of Essex is prime agricultural land in accordance with Provincial Policy and accordingly, development in this area is strictly controlled and monitored.

Agricultural Areas are to be protected for agricultural purposes which include the growing of crops (including nursery and horticulture crops) the raising of livestock (including poultry and fish), forestry and conservation uses and small scale farm-related commercial and industrial operations. Essex County is recognized as one of the most active agricultural areas in Ontario with 90% of the agricultural lands falling within the Province’s definition of prime agricultural areas.

It is recognized that development pressures will occur in prime agricultural areas and such development will only be allowed subject to adequate growth management justification. Lot creation in Agricultural Areas is discouraged and will only be permitted in strict accordance with the PPS and the Policies of the Official Plan.

The subject site’s current industrial usage is a legal non-conforming use with the Town of Essex Official Plan.

## OFFICIAL PLAN MAP





#### 5.4 LANDS DESIGNATED 'AGRICULTURAL'

Areas designated "Agricultural" in Schedules "A-1" and "A-3" to this Plan occupy most of the land area in the Town of Essex and agricultural activities are an important component of the Town's land use. The goals and policies of this Section are intended to protect prime agricultural areas to help ensure that the Town grows and prospers in an orderly and responsible manner while preserving a key component of its economic base.

It is acknowledged that all of the agricultural land in the Town of Essex is classified prime agricultural. In accordance with Provincial policy, non agricultural related development in this area, permitted in accordance with the goals and policies of this Plan, is strictly controlled and monitored.

Favourable climatic conditions have permitted the development of speciality crop areas for the growing of fruits and vegetables, greenhouse and organic crops and other specialty crops, which require a higher level of skills and capital investment for production, storage and processing.

The Town of Essex, in conjunction with the County of Essex and a land resource specialist, will identify specialty crop areas in accordance with the evaluation procedures established by the Province, as amended from time to time. These specialty crop areas will be identified by amendment to this Plan. The identification of new, or expansion of existing, settlement areas will not be permitted in these specialty crop areas. In addition, non-residential uses, not related to farming operations, will also not be permitted in these specialty crop areas.

##### GOALS

- a) to preserve prime agricultural land for agricultural purposes;

- b) to permit farm operators to engage in a wide range of agricultural activities;
- c) to restrict the type and amount of non-farm development.

## POLICIES

### Permitted Uses:

- a) agricultural and associated uses, including the growing of crops including nursery, horticultural crops and vineyards, the raising of livestock and other animals, the raising of poultry and fish, aquaculture, agro-forestry, maple syrup production and conservation uses; agricultural research and testing facilities;
- b) commercial greenhouse farming, including packaging and shipping facilities and on-site housing for labourers, subject to the availability of a long-term, viable source of water and access to a municipal road of a reasonable standard;
- c) mushroom farming, including the growing, harvesting, cleaning, packaging and shipping of mushrooms and any other uses related to mushroom production, subject to site plan control buffering provisions in accordance with subsection 4.7, of this Plan and a minimum 350 meter separation from a lot in a Residential zoning district;
- d) horse training and riding facilities, subject to compliance with the MDS II provisions of subsection 4.11 of this Plan;
- e) wineries and associated uses in combination with and secondary to a vineyard on the same lot therewith;
- f) dwellings on existing lots of record and on lots created by consent in accordance with the land division policies contained within subsection 6.5 of this Plan.

Only one dwelling unit will be permitted per lot, except:

- i) where a property owner seeks to construct a replacement dwelling, the existing dwelling may remain on the lot until the new dwelling is determined by the Town to be suitable for occupancy, provided that, prior to the issuance of a building permit for the new dwelling, the property owner submits to the Town a legally binding undertaking stating specifically when the original dwelling will be removed;
- ii) by site-specific Zoning By-law amendment and site plan control approval, one or more ancillary dwellings on an operating farm for the purposes of housing farm help, where:
  - 1. the farm operation is of such a size and nature that this assistance is required and residential accommodation needs to be located on or close by the farm., and

2. the ancillary dwelling(s), whether temporary or permanent, are located on the lot and accessed in such a way to preclude the creation of a severable residential lot in the future.
  3. the ancillary dwelling is a garden suite, defined as a detached dwelling for the accommodation of a person or persons for a fixed time period, provided that:
    - it is designed to be portable or is easily convertible to a non-residential use accessory to the main use of the property
    - there is no other ancillary dwelling existing on the lot;
    - a temporary use by-law establishing the length of time that the garden suite will be permitted is adopted by Council;
- g) farm-related commercial and farm-related dry light industrial uses that are of small scale, directly related to the farming operation and located with or in close proximity to it;
  - h) the exploration and extraction of all mineral resources, provided that these activities are carried out in accordance with subsection 4.12 of this Plan;
  - i) farm serving and supplemental occupations that are clearly required to be located in the agricultural area to provide a service to the agricultural community, such as a drainage contractor or a seed or fertilizer dealership, to be permitted by a site-specific Zoning By-law amendment. Existing farm serving activities may be recognized in the Zoning By-law but will not be permitted to expand beyond their present boundaries except by Official Plan amendment;
  - j) home occupations carried out for remuneration, private home day care facilities providing care for not more than five children; bed and breakfast establishments; small goods repair shops, office and home craft type uses; veterinary clinic, with or without provision for the on site care and boarding of animals; kennels and small animal husbandry;
 

Home occupations and craft type uses are permitted in the dwelling or in an accessory building. The Town may require a business licence for all secondary farm and home occupations.
  - k) an existing dry industry which is inappropriate within a settlement area and is to be relocated as part of a municipal initiative, to be permitted by site-specific Zoning By-law amendment. A dry industry is defined as a use that does not require water for cooling, washing and processing and whose subsurface sewage disposal systems are used solely for the domestic waste generated by employees.. Such uses will be encouraged to locate along main roads and if possible on less productive agricultural land; an emergency medical facility;
  - l) roadside stands, retail nursery outlets and retail floral shops that are secondary to and directly related to the principal agricultural use of the property;

- m) institutional and other non-residential uses lawfully existing prior to the adoption of this Plan, conservation areas and uses which aid in the preservation of or promotion of natural heritage resources.

**Provisions:**

- a) Natural Heritage and Floodplain Development Control Overlay Areas depicted in Schedule "B" affect the use and alteration of some lands designated "Agricultural". Use of these lands will be in accordance with the Agricultural land use policies, but are subject to the policies pertaining to the applicable overlay;
- b) for agriculturally designated lands located on the south side of County Road 50, east of Colchester Hamlet, the following uses are not permitted: mushroom farm; livestock operations;
- c) existing uses permitted under clause 5.4.2, Permitted Uses m) shall be restricted to the boundaries of the existing lot of record on which the use is located;
- d) all development must be serviced with potable water, stormwater management and sanitary sewage collection and treatment facilities to the satisfaction of the Town and the statutory approval authority having jurisdiction;
- e) the following uses will be subject to site plan control approval under Section 41 of the Planning Act: an ancillary dwelling; commercial and industrial uses; floral outlets and larger roadside stands; commercial greenhouses; commercial horse training and riding facilities; mushroom farm facilities; wineries; retail nursery outlets;
- f) new development parcels will conform to the land division policies contained in Section 6 of this Plan. The severance of a home occupation from the balance of the subject property will not be allowed. All dwelling lots shall have frontage on an existing public road of a standard of construction acceptable to the Town and/or the County of Essex and the Ministry of Transportation.

## **ZONING**

While Official Plans set out the general long-range policy framework for future land use, Zoning By-Laws take precedence and put those objectives of the Official Plan into effect and provide for their day-to-day administration.

Unlike the Official Plan, the Zoning By-Law contains very specific and legally enforceable regulations. Any new development or construction that fails to comply with a municipality's Zoning By-Law is not permitted and will be denied a building permit.

Zoning By-Laws define zones for various types of uses and establish the specific type of land use in each zone (i.e. residential, commercial, agricultural, institutional, industrial etc.). The by-laws will also set standard for erecting buildings (i.e. minimum lot size, frontage, set-backs from streets, side yard clearances, building heights, parking requirements, etc.)

According to the Town of Essex the subject property is zoned as Institutional District 1.1 (I1.1)



SECTION 17 – INSTITUTIONAL DISTRICTS 1.

Subsection 17.1

Institutional District 1.1 (I1.1)

Neighbourhood institutional

a) Permitted Uses

i) Main use	Day Nursery Place of Worship School	Any one or more of the following uses within a building that is owned and maintained by a public authority; facilities of a non-profit or charitable organization; professional studio
ii) Accessory use	Any use accessory to the main use	

b) Regulations

i) Lot Width – Minimum	20m (66f)
ii) Lot Area – Minimum	740m <sup>2</sup> (8000f <sup>2</sup> )
iii) Lot Coverage – Maximum	50% of lot area
iv) Building Height – Maximum	10m (32f) for a main building 1 storey for an accessory building
v) Front Yard Depth – Minimum	6m (20f)
vi) Rear Yard Depth – Minimum	7.5m (25f)
vii) Side Yard Width – Minimum	Equal to 50% of the building height or 3m (10f), whichever is the greater
viii) Landscaped Area - Minimum	20% of the lot area

ix) Provisions of the following subsections shall apply in whole or in part to lands situated within any of the following restricted areas shown on the Zoning District Maps:

1. Flood Development Control Area – see subsection 10.6

2. Natural Heritage Overlay – see subsection 10.8.

c) Supplementary Regulations: See Sections

7: Definitions	10: Supplementary Building Regulations
8: Supplementary Use Regulations	11: Parking Space Regulations
9: Supplementary Lot Regulations	12: Parking Area Regulations.

[illegible]

**HIGHEST AND BEST USE**

The term “Highest and Best Use” is generally considered in appraisal terminology as the most profitable likely use to which a property can be put which will result in the greatest net return over a given period of time. For an asset to have value, it must be capable of providing some form of beneficial utility or enjoyment to the owner or user. An examination of the highest and best use or most probable use is, therefore, critical to the appraisal process.

The Highest and Best Use analysis provides a focus for the choice of an appropriate valuation methodology. If a property’s current use is its highest and best use, its most probable selling price will ordinarily be a function of the existing use. Should the use of either the land as if vacant, or an alternative use of the land and structures as developed be found to represent the most beneficial use, the market value of the asset will likely be governed by this alternative.

The estimation and analysis of this optimum and probable use to which the property may be put normally encompasses consideration of the compatibility of the existing use and any suggested alternative use for which a property may be utilized in conjunction with:

- (a) the Zoning, Official Planning and other legal and political restraints on the use of the property;
- (b) the economic and market trends, supply and demand situation for the suggested use;
- (c) the expectations of the surrounding community;
- (d) the financial feasibility of the contemplated use; and,
- (e) the physical attributes and limitations of the site and its location, including the availability of services necessary to support alternative uses.

As previously indicated in this report, the subject property is currently improved with an older industrial building which contributes to the overall value of the property. The zoning on this parcel permits the existing use. It is the appraiser’s opinion that the Highest and Best Use for this parcel as improved is represented by the existing facility.

## **APPROACHES TO VALUE**

There are three traditional approaches to value typically utilized in the valuation of real property. Within each approach are numerous methods. The type of property and the interest being valued determines what approaches and methods are applicable.

### **COST APPROACH**

This method is based on the cost of a property's improvements, less all sources of depreciation. The resulting figure is added to the estimated land value, utilizing the Direct Comparison Approach.

### **DIRECT COMPARISON APPROACH**

The Direct Comparison Approach considers that a property's value is directly related to prices paid for other competitive and like properties. This approach to value directly compares sale prices per physical units of measure (i.e. suites, rooms, square feet, front foot, acres, etc.).

### **INCOME APPROACH**

The Income Approach considers a property's ability to provide an income stream over its economic life as a reflection of its present value.

## **APPLICABLE APPROACHES**

The subject consists of a fifty year old one storey industrial type facility. A potential investor would consider recent sales of similar buildings within the neighbourhood as well as the income stream associated with the property. Although a potential purchaser would consider reproduction cost, it is unlikely that this technique would be relied upon entirely, considering potential error in calculating depreciation as well as general reluctance by the marketplace to employ the Cost Approach. The actual age of the subject buildings is estimated to be approximately 38± years. The effectiveness of a Cost Approach, in the opinion of the Appraisal Institute of Canada, diminishes as a structure gets older. A professional engineer or cost estimator should be consulted to provide an accurate estimate of the "reproduction cost new". However, the difficulty of assessing depreciation (from all causes) would remain. This approach is not considered an accurate method of valuation for buildings as old as the subject. Therefore it is concluded that the Cost Approach has limited function in the current market valuation of the subject property and is not attempted in this report.

## **DIRECT COMPARISON APPROACH**

The principle of substitution proposes that a prudent buyer will not pay more for a property than it would cost to buy an equally desirable substitute property, provided that there is not undue delay in making the acquisition. The Direct Comparison Approach is based upon this principle. Seldom is there any commodity that is bought or sold that does not undergo a comparative analysis. One of the basic principles in the marketplace is to decide by direct comparison whether the price of a commodity is fair.

There are five basic steps in the Direct Comparison Approach:

1. Assemble current sales of properties that are as closely comparable to the subject as possible. In addition to sales data, consideration should be given to current listings.
2. All pertinent data such as sale price, date, legal description, etc., should be validated.
3. The data derived from each sale should be analyzed with regards to date of sale (time), terms, location, motivation, marketing time, physical condition, etc.
4. Each sale is then compared to the subject property with adjustments made to the comparable sale to compensate for inferior or superior qualities.
5. The data is weighed and correlated to arrive at an indicated value for the subject property.

The method is relatively simple in its approach since it considers the same criteria utilized by a prospective purchaser. Its reliability depends on the similarity between the comparable and the subject property plus the skill and care exercised in making adjustments for various differences that exist.

### **Preamble**

In an ideal market situation for applying the Comparison Approach to value, the following conditions would prevail:

- A large number of sales have occurred between buyers and sellers who are knowledgeable of the local market.
- The sales are closely comparable to the subject property.
- The terms of the sale are identical.
- The sales are all very recent.
- The sales are “normally distributed” in a statistical sense.


Unfortunately, even in the best of conditions, there are usually insufficient sales that are reasonably comparable. The question must be asked “What is a good comparable?” The limits on comparability depend on the type of property involved. A good comparable is one that would be a reasonable alternative for most prospective buyers who would be interested in the subject property.

Although none of the following properties are exactly identical to the subject property, they lend insight into how the market would react to the subject property.




The following sales considered most comparable to the subject were selected and reviewed for comparison with the subject property in order to arrive at a contributory value for the improvement.


#### Ref # 1 - Address: 1000 Alma Street, Amherstburg, ON

	Community: Amherstburg Address: 1000 Alma Lot Size +/-93,750sf Improvement Size: +/-4,542sf Building/Land Ratio: 4.84% Zoning: Industrial Use: Industrial	MLS# 1506906 Age: 8 years Market Days:294 Sale Date: 17-MAR-2016 Sale Price: \$415,000 SP/sf: \$91.37 Adj. Value \$86.00psf
	*Comments: Similar sized newer facility in superior condition on a smaller sized site. Downward adjustment was considered appropriate for location, age and condition with upward adjustments for market conditions and site size.	

#### Reference # 2 – 13450 Sylvestre, Tecumseh

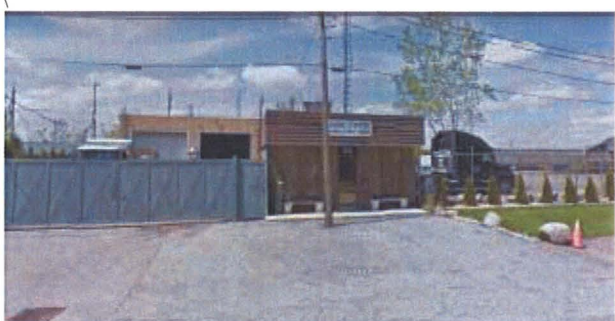
	Community: Tecumseh Address: 13450 Sylvestre Lot Size: ± 41,251sf Bldg. Size: ± 11,700sf Bldg. Coverage: ±28.36% Zoning: M1 Industrial Use: Industrial/Warehouse	MLS#1608313 Market Days: 11 Sale Date: 08/27/16 Sale Price: \$631,500 SP/sf: \$53.97 Adj. Value \$80.00psf±
	A recent sale of a comparable condition larger sized, improvement in a superior location but much smaller site. Adjustments were considered upward for improvement size and site size with downward adjustment for location.	

#### Reference #3 – 13390 Sylvestre Drive, Tecumseh, ON

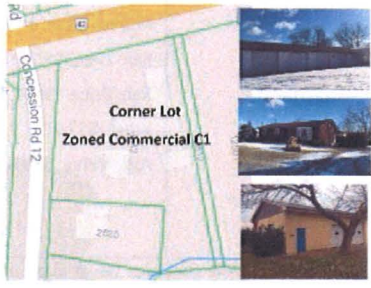
	Community: Tecumseh Address: 13390 Sylvestre Lot Size: ± 25,700sf Improvement Size: ±5,000sf Bldg Coverage: ±19.46% Zoning: M1 Use: Commercial/Industrial	MLS# 1608252 Market Days: 30 Sale Date:09/01/16 Sale Price: \$479,000 SP/sf: \$95.80 Adjusted Value:\$88.00±psf
	Similar sized facility in superior condition on much smaller site and superior location. Adjustments were considered appropriate for condition and site size/location.	



**Ref # 4 - Address: 2201 Janette Avenue. – Windsor, ON**

	<p>Community: Windsor Address: 2201 Janette Lot Size +/-55,020sf Improvement Size: +/-4800sf Building/Land Ratio: 8.72% Zoning: Industrial MD1.1 Use: Industrial</p>	<p>MLS# 1700923 Market Days: 99 Sale Date: 09-MAY-2017 Sale Price: \$512,500 SP/sf: \$106.77 Adj. Value \$90.00psf</p>
<p>*Comments: Similar sized facility in superior condition. Smaller site in comparable location with Downward adjustment for condition and location with upward adjustment for smaller site size..</p>		

**Reference # 5– 2612 12<sup>th</sup> Concession, Tecumseh**

<p><b>3 Buildings on 1.6 Acres</b></p>  <p>Corner Lot Zoned Commercial C1</p>	<p>Community: Tecumseh Address: 2612 12<sup>th</sup> Concession Lot Size: ± 66,211sf Bldg. Size: ± 6,086sf Bldg. Coverage: ±9.19% Zoning: Commercial C1 Use: Mixed</p>	<p>MLS# 1608926 Age: 42 Market Days: 257 Sale Date: 15-JUN-2017 Sale Price: \$475,000 SP/sf: \$78.04 Adj. Value: \$70.00±psf</p>
<p>A recent sale of a comparable sized building in a superior location. Downward adjustment was considered for location with upward adjustments for site size and condition.</p>		

**Chart # 1****Summary of Observations Concerning Above Selected Property Sales**

#	Location	Municipality	Sale Date	Sale Price	Market Days	Bld. Area +/-sf	Bldg. / Coverage	Bld & Land S.P / sf	Adjusted Value SP/S.F.
1	1000 Alma	Amherstburg	03/17/16	\$415,000	294	4,542	4.84%	\$91.37	\$86.00
2	13450 Sylvestre	Tecumseh	08/27/16	\$631,500	11	11,700	13.43%	\$53.97	\$80.00
3	13390 Sylvestre	Tecumseh	09/01/16	\$479,000	30	5,000	19.46%	\$95.80	\$88.00
4	2201 Janette	Windsor	05/09/17	\$512,500	99	4,800	8.72%	\$106.77	\$90.00
5	2612 12 <sup>th</sup> Conc	Tecumseh	06/15/17	\$475,000	257	6,086	9.19%	\$78.04	\$87.00
<b>Average</b>				\$502,600.00	138.2	6,425.6	11.13%	\$85.19	\$86.20
<b>Subject</b>						<b>4,835+</b>	<b>2.4%</b>		

**Chart # 2**

	<b>Low +/-</b>	<b>High + /-</b>	<b>Average +/-</b>	<b>Subject</b>
<b>Sale Date</b>	March 2016	June 2017		<b>Current</b>
<b>Sale Price</b>	\$415,000	\$631,500	\$502,600	
<b>Building Size</b>	4,542sf	11,700sf	6,426	<b>4,835sf+</b>
<b>Sale Price Per Square Foot</b>	\$53.97	\$106.77	\$85.19	
<b>Adjusted Sale Price Per Square Foot Improvement Only</b>	\$80.00	\$90.00	\$86.20	Median \$87.00

The most appropriate adjustment method in this case is the “Property to Property Comparison”, whereby we attempt to bracket the subject property between comparable sales both superior (more valuable) and inferior (less valuable). If a significant item or component of the comparable property is superior to or more favourable than the subject, a minus (-) adjustment is considered, thus reducing the indicated value of the subject. If a significant item in the comparable property is inferior to, or less favourable than, the subject Property, a plus (+) adjustment is considered, thus increasing the indicated value of the subject. This approach emphasizes individual comparable sales as a whole and undivided entity, which is exactly what a buyer does.

Adjustments are based on both quantitative market data and qualitative considerations.

**Rights Conveyed**

In analyzing the five sales used it was determined that in all cases the rights conveyed were Fee Simple and no adjustment was required.

**Financing**

No information was available concerning financing arrangements and it was assumed in all circumstance that normal financing arrangements were in place.

**Conditions of Sale Adjustment**

Each of the transactions was reported to have involved cash to the vendor with unusual conditions involved only in one of the transactions.

**Time**

In examining a number of sales in the subject neighbourhood the most comparable sales were chosen. In order to adjust the sale prices of these to the effective date of the appraisal historical sales were investigated to determine the % increase/decrease in market value of the typical commercial properties.

Conclusion: After reviewing current market information with respect to similar type commercial properties an upward adjustment of 5%± per annum was applied.

**Location**

Adjustments were made where appropriate for significant variations in location.

**Building Size**

Adjustments were made as appropriate for significant variations in building sizes based on the principle of “economy of scale.”

**Lot Size**

Lot sizes were considered for adjustment based on % of site coverage by improvement.

**Condition**

Adjustments were made upwards for inferior type buildings of warehouse quality or with lower ceiling heights.

**Zoning**

All five sales had similar zoning to the subject site with no adjustment considered appropriate.

**Chart # 3****Summary of Adjustments**

#	Location	Municipality	Market Conditions	Location	Condition Age	Bld. Area +/-sf	Site Size	Adjusted Value
1	1000 Alma	Amherstburg	+	-	-	=	+	-
2	13450 Sylvestre	Tecumseh	+	-	=	+	+	+
3	13390 Sylvestre	Tecumseh	+	-	-	=	+	-
4	2201 Janette	Windsor	=	=	-	=	+	-
5	2612 12 <sup>th</sup> Conc	Tecumseh	=	-	+	+	+	+
	<b>Subject</b>	<b>Essex</b>	<b>Current</b>			<b>2,660</b>	<b>1.6%</b>	

The foregoing summary charts supply statistical information about sales in the market place. Although the more traditional appraisal analysis techniques are utilized, the results of the statistical analysis are of general assistance.

Two common statistical measures are the mean or average and the median. Both measure central tendency and are used to identify typical variate in a population or sample.

The adjusted sale prices for the contributory improvement values for five sales selected for their similarity to the subject indicated a range of adjusted sale prices from \$80.00psf to \$90.00psf for the subject. The average adjusted sale price indicated for the subject improvement was \$86.00psf.

The median indicated adjusted sale price for the subject was \$87.00psf.

The subject is in average condition and in an accessible location with ample parking in the Town of Essex and close to all major transportation routes.

In consideration of the above a value at or near the mid-point of the indicated contributory adjusted values would be considered most appropriate for the subject.

The coverall building was considered to add a minimal value to the property of \$10,000.

Accordingly the following calculation was considered appropriate in determining the Current Market Value of the subject property:

$$(4,835 \pm sf @ \$86.00psf) + \$10,000 = \$425,810$$

Considering the above, the **Current Market Value** for the subject as of the effective date of the appraisal is:

**Current Market Value**  
**FOUR HUNDRED AND TWENTY-SIX THOUSAND DOLLARS**  
**\$426,000 (Rounded)**

## INCOME APPROACH

The motive for investing in an income producing property is nearly always profit oriented. Financial benefits may include annual net income, an annual dividend, and/or an increase in the capital asset or a capital gain. The Income Approach is based on the theory that the value of a property is the present worth of the future income which this property is capable of producing. The method involves the capitalization of the net income, by an appropriate rate, into an indication of capital value as of a certain date.

The investor will be concerned not only with the amount of income but also the quality of the tenant(s) and/or operation and the remaining economic life of the improvements, all of which could affect the durability of the income. Other considerations include location and neighbourhood, location and amount of competition, visibility and access, condition of the improvements, and finally, the quality and financial stability of the tenants (income) in or likely to be attracted to the subject property. Clearly, if all of these factors were equal then the higher the potential income, the higher the resulting value.

As with the other approaches there are a number of methods within the Income Approach that can be utilized to estimate values. The Overall Capitalization Method will be utilized in this report.

If good comparable sales are available, the appraiser can calculate the **Overall Capitalization Rates** used in the given sales by applying the formula:

$$\text{Overall Capitalization Rate} = \frac{\text{Net Operating Income}}{\text{Value (Sale Price)}}$$

The appraiser must then reconcile the various rates indicated by market evidence into one **Overall Capitalization Rate** by determining which are most reliable.

A **Gross Income Multiplier** simply expresses the relationship between the gross income and the selling price of a comparable sale. Therefore, even though it is not expressed as a percentage, it falls within the definition of a “rate” and appraisers have used the word “multiplier” to differentiate it from the net income and equity dividend rates.

The Gross Income Multiplier is used to estimate value as a multiple of annual gross income. The appraiser must compare “like with like” when arriving at an appropriate multiplier to be applied against the subject property. As in all other approaches, the analysis of the comparable must be the same as the application against the subject.

The gross income multiplier is calculated from the comparable sales as follows:

$$\text{GIM} = \frac{\text{Sale Price}}{\text{Gross Income}}$$

The gross income should be the forecasted gross income at the date of sale.



The strength of the GIM as an appraisal tool is that it is relatively easy to calculate and apply to a subject property. This method is easily understood by non-appraisers, and in fact, non-technical investors can use it in formulating offer prices for smaller income properties. Usually the relevant data is easily acquired.

One weakness of the GIM is that it does not take into account the expenses that can vary from property to property. Another is that it does not account for any variations in financing that can affect the value of the equity interest being appraised.

The Gross Income Multiplier is best suited when properties are available that are very comparable to the subject property. Variances in different gross income multipliers are a result of a number of factors including the quality, quantity and durability of the income stream as well as the condition and quality of the improvement. In most cases higher gross income multipliers are indicated for newer properties in a good state of repair and a solid income stream. Quite often there is an inverse relationship between the overall capitalization rate and the gross income multiplier.

#### # 1 OCR Rates Windsor/Essex County - General - IC&I Properties

Location	Community	Type	Sale Date	Sale Price	Est. OCR
1695 Manning Road	Tecumseh	Plaza	July – 11	\$15,000,000	7.26%
75 Erie South	Leamington	Office	08/09/11	\$630,000	10.33%
325 Tecumseh W.	Windsor	Retail	04/12/12	\$430,000	9.58%
5-15 Talbot	Essex	Plaza	03/26/13	\$9,100,000	7.7%
2507 Ouellette Ave	Windsor	Industrial/Com	04/12/13	\$730,500	8.2%
4185 Walker Road	Windsor	Plaza	05/31/13	\$1,680,000	7.4%
36 Sandwich S.	Amherstburg	Commercial	09/26/14	\$639,000	6.28%
4115 Walker Road	Windsor	Plaza	06/17/14	\$29,000,000	6.70%
13300 Lanoue	Tecumseh	Plaza	12/17/13	\$3,450,000	8.20%
3033-3145 Forest Glade	Windsor	Plaza	08/23/13	\$2,240,000	5.40%
815 Erie Street	Windsor	Retail	05/01/14	\$920,000	8.7%
270 Erie Street	Windsor	Office Building	09/05/14	\$3,100,000	9.00%
1980-1989 Wyandotte W.	Windsor	Apartment	10/03/14	\$3,950,000	7.9%
8750 Wyandotte	Windsor	Apartment	05/11/15	\$1,777,000	7.0%
80 Richmond Street	Amherstburg	Office Building	10/08/15	\$1,125,000	7.1%
7475-85 Tecumseh	Windsor	Commercial Plaza	10/08/15	\$1,100,000	7.5%
1457-95 Ottawa	Windsor	Com/Residential	02/28/16	\$950,000	7.74%
2521 Dougall Avenue	Windsor	Commercial/Plaza	08/12/16	\$465,000	7.35%
				\$4,238,138.89	7.74%

#### Chart #1 Observations

	Low +/-	High +/-	Average +/-
<b>Sale Date</b>	July 2011	August 2016	
<b>Sale Price</b>	\$430,000	\$29,000,000	\$4,238,139
<b>OCR Range</b>	5.40%	10.33%	7.74%

A review of sales within the past four years indicated an average capitalization rate of 7.74 per cent.

Newer modern fully leased commercial properties with good quality tenants usually command lower capitalization rates.

Conversations with local realtors dealing in investment type properties suggested that out of town investors are looking for leased investment properties, and due to the age of the subject improvement and the potential rents for this property, would be looking for a capitalization rate more in the 8.0% to 10% range.

Realtors tend to deal only in income without adjustment for a property and therefore the rates are typically between  $\frac{1}{4}$  and  $\frac{1}{2}\%$  higher than rates estimated using general appraisal methodology.

An alternative to estimating an appropriate capitalization rate to discount or convert the Net Operating Income into an indication of market value is the “band of investment” model which takes into consideration a blend of market yield required by a mortgagee and speculative yield normally anticipated by the equity holder.

The formula for developing an overall composite capitalization rate using the Mortgage Equity Concept (Band of Investment) is shown as follows.

$$R = \{M \times R_m\} + \{E \times R_e\}$$

In which:

M = ratio of loan to value

R<sub>m</sub> = the annual mortgage constant

E = ratio equity to value

R<sub>e</sub> = the owner equity dividend rate

**M** This is the Mortgage available expressed as a percentage of the total value. Based on the current lending practices of institutional lenders and on the mortgage to price ratios calculated from comparable data, a mortgage ratio of 65% could normally be obtained.

**R<sub>m</sub>** The Mortgage Constant is the factor used by which the annual payment of principle and interest on the mortgage is calculated. It is found by consulting an Amortization Table or using an appropriate business calculator. A current interest rate of 3.5% could be available with an amortization period of 15 years and a term of up to five years.

**EQUITY – DIVIDEND RATE CALCULATION**

## a) Return “of” Investment

Actual Age	=	37 - 43±
Effective Age	=	25±
Remaining Economic Life		50 Years±
100%/50 Years	=	2.0% per annum

Anticipated land Value @ 15% total value

Anticipated building Value @ 85% of total value

Therefore  $0.020 \times .85 = 0.017$  or 1.7% per annum

## b) Return “on” Investment

Estimated at 7.0%

## b) Estimated Equity-Dividend Rate {Re}

1. 7% (return “of”)

7.0% (return “on”)

8.7%

Use Re = 8.75%

**CAPITALIZATION RATE CALCULATION**

The capitalization rate is calculated using the Mortgage-Equity Concept as follows:

$$Ro = [M \times Rm] + [E \times Re]$$

Where Ro -overall capitalization rate

M -65% of value mortgaged

Rm -Mortgage factor using 3.5% amortized over 15 years

E -35% Owner Equity

Re -Equity/Dividend Rate @ 8.7%

{see calculation above}

Therefore:  $Ro = (0.65 \times 0.085785905) + (.35 \times 0.087)$ 

$$Ro = .05576083825 + 0.03045 = .08621083625 \text{ or } 8.6\%$$

The indicators of capitalization rates indicate a range from 7.0% to 8.6%.

Lower capitalization rates are typically found in sales of properties with long term leases to nationally known companies such as Tim Horton's, Shopper Drug Marts, Financial Institutions and Crown Corporations such as LCBO and Brewer's Retail.

In consideration of the current vacancy rate in the subject neighbourhood and most importantly the condition of the subject facility and the lack of leases in place a capitalization rate of 8.0% would seem to be most appropriate for the subject.

Considering the location, condition, property history, the size of the facility and the leases in place a vacancy rate of 5% was considered appropriate for the subject.

### Subject Data Summary

The subject is currently tenanted with new leases being put in place.

Current market rents for commercial/industrial property in the Windsor/Essex County area are ranging from \$2.50psf to \$25.00psf on a triple net basis. The lower rents are applicable to buildings offering shells and/or minimal amenities such as lower quality warehouse space. The upper end rents reflect more tenant specific buildings and/or more partitioned and developed interiors.

### Industrial Leases - Summary

#	Location	Type/Use	Lease Date	Lease Price PSF	Bld Area +/-sf	Term	Commons
6	525 Hill	Industrial	09/12/14	\$3.85	24,000	3	\$2.25
7	1900 Blackacre	Industrial	09/23/14	\$3.65	10,687	5	\$3.10
8	6155 Morton Drive	Industrial	11/24/14	\$4.16	13,818	5	\$1.25
9	5850 Rhodes # 2	Industrial	12/30/14	\$5.41	5,900	5	\$3.50
10	2855 Deziel	Industrial	01/30/15	\$3.25	57,681	5	\$2.50
11	5305 Pulleyblank	Industrial	02/06/15	\$5.45	3,400	5	\$2.80
12	6000 Rhodes # 1	Industrial	04/23/15	\$5.85	6,787	6	\$3.50
13	2120 Continental	Industrial	08/10/15	\$6.52	4,600	2	\$2.25
14	320 Croft # 1	Industrial	11/27/15	\$5.65	8,500	5	\$2.75
15	5900 Rhodes Dr. # 2	Industrial	11/23/15	\$7.95	5,300	2	\$5.50
16	4525 Rhodes # 100A	Industrial	12/21/15	\$5.83	3,488	10	\$1.85
17	3040 Deziel Windsor	Industrial	01/18/16	\$5.50	11,822	2	\$3.00
18	1950 Blackacre	Industrial	01/21/16	\$5.75	13,750	3	\$2.24
19	4155 Walker	Industrial	02/12/16	\$4.75	49,669	5	\$2.00
20	2562 Central Windsor	Industrial	04/11/16	\$4.15	7,100	5	\$1.30
21	4375 County Rd 42#2	Industrial	04/30/16	\$6.25	12,300	5	\$2.75
22	3215 Jefferson # 200	Industrial	05/17/16	\$6.50	10,000	5	\$6.50
23	370 Erie St. E.	Industrial	07/25/16	\$4.88	16,215	5	\$2.25
24	905 Tecumseh West	Industrial	08/12/16	\$5.00	22,797	10	\$1.80
25	3096 Devon # 20	Industrial	08/29/16	\$5.95	3,098	5	\$2.36
26	2785 Kew # 4	Industrial	09/19/16	\$6.00	4,200	3	\$2.90
27	4525 Rhodes Drive	Industrial	10/07/16	\$7.25	2,562	5	\$5.36
				\$5.43	13,530.64	4.82	\$2.90

The preceding leased properties were considered representative of the industrial market for similar type properties to the subject in the past two years.

The average lease price was \$5.43psfNNN. The range of lease prices was from \$3.25psf NNN to \$7.80psfNNN.

The lower rents are applicable to buildings offering shells and/or minimal amenities such as lower quality warehouse space. The upper end rents reflect more tenant specific buildings and/or more partitioned and developed interiors.

### **Data Review**

Information sources include data on file from previous assignments, contracted service companies for the supply of sales information, public records and other third parties. Though the accuracy of any specific data is not guaranteed the writer considers all sources to be sufficiently reliable.

Five of the leases of comparable type buildings were selected from the marketplace for more detailed review. These sales were thought to better reflect the value of the subject property.

The most appropriate adjustment method in this case is the “Property to Property Comparison”, whereby the appraiser attempts to bracket the subject property between comparable sales both superior (more valuable) and inferior (less valuable). If a significant item or component of the comparable property is superior to or more favourable than the subject, a minus (-) adjustment is considered, thus reducing the indicated value of the subject. If a significant item in the comparable property is inferior to, or less favourable than, the subject Property, a plus (+) adjustment is considered, thus increasing the indicated value of the subject. This approach emphasizes individual comparable sales as a whole and undivided entity, which is exactly what a buyer does.

Adjustments are based on both quantitative market data and qualitative considerations. An adjusted rate paid per square foot of building area is then estimated and applied to the Property’s gross floor area in order to estimate its potential lease rate.

### **Rights Conveyed**

In analyzing the five sales used it was determined that in all cases the rights conveyed were Leased Fee Estate and no adjustment was required.

### **Financing**

No information was available concerning financing arrangements and it was assumed in all circumstance that normal financing arrangements were in place.

### **Conditions of Sale Adjustment**

Each of the transactions was reported to have involved cash to the vendor with no unusual conditions involved in any of the transactions.



### Time

In examining a number of leases in the subject neighbourhood the most comparable leases were chosen. In order to adjust the lease prices of these to the effective date of the appraisal historical leases were investigated to determine the % increase/decrease in market value of the typical commercial properties.

Conclusion: After reviewing current market information with respect to similar type commercial properties there was no significant indicators available of any increase or decrease in market leases for similar type properties and accordingly no adjustment for time was considered appropriate.

### Location

All leases considered were in similar type commercial neighbourhoods and minimal adjustment was considered for location.

### Building Size

Adjustments were made as appropriate for significant variations in building sizes based on the principle of “economy of scale.”

### Lot Size

Lot sizes were considered a contributing factor in prices paid for all leases. The subject site is similar in size to most of the leased properties chosen for comparison. Minimal adjustment was considered.

### Condition

The subject is in average condition.

### Zoning

All five comparable leases had similar zoning to the subject site with no adjustment considered appropriate.

### Selected Comparable Commercial Properties

#	Location	Type/Use	Lease Date	Lease Price PSF	Bld Area +/-sf	Term	Commons
16	3040 Deziel Windsor	Industrial	01/18/16	\$5.50	11,822	2	\$3.00
17	1950 Blackacre	Industrial	01/21/16	\$5.75	13,750	3	\$2.24
20	4375 County Rd 42	Industrial	04/30/16	\$6.25	12,300	5	\$2.75
21	3215 Jefferson # 200	Industrial	05/17/16	\$6.50	10,000	5	\$6.50
27	4525 Rhodes Drive	Industrial	10/07/16	\$7.25	2,562	5	\$5.36
				\$6.25	10,086.8	4	\$3.97

**COMPARABLE LISTINGS**

Ref #	MLS #	PHOTO	Address	Location	Date Of Sale	Rented Space S.F.	Price Per S.F.	Adjustments	Indicated Value PSF
1	1508306		3040 Deziel	Tecumseh	01/18/16	11,822	\$5.50	Upward Improvement Size Site Size Downward Condition Location	\$7.50
2	1511357		1950 Blackacre	Tecumseh	01/21/16	13,750	\$5.75	Upward Improvement Size Site Size Downward Condition Location	\$7.25
3	1600848		4375 County Rd 42	Windsor	03/30/16	12,300	\$6.25	Upward Improvement Size Site Size Downward Condition Location	\$7.00
4	1509401		3215 Jefferson	Windsor	05/17/16	10,000	\$6.50	Upward Improvement Size Site Size Downward Condition Location	\$7.00
5			4525 Jefferson	Windsor	10/07/16	2562	\$7.25	Upward Improvement Size Site Size Upward time/condition Downward Location	\$7.50
						10,086.8	\$6.25		\$7.25

The foregoing summary charts supply statistical information about leases in the market place. Although the more traditional appraisal analysis techniques are utilized, the results of the statistical analysis are of general assistance.

Two common statistical measures are the mean or average and the median. Both measure central tendency and are used to identify typical variate in a population or sample.

The median adjusted lease price for the sales selected for comparison is \$7.00psfNNN.

The average lease rate was \$7.25

The subject improvements are in average condition and a value near the mid-point of the indicated adjusted values would be considered most appropriate for the subject.

This would suggest a market lease rate of \$7.25psfNNN.

For the purposes of the report a lease rate of \$7.25psfNNN (market rent) was used.

**The following stabilized income statement was developed based on above average rent for the next five years.**

**STABILIZED INCOME STATEMENT – MARKET RENTS**

<b>Gross Income Potential</b>			<b>5 year Average</b>
	<b>NNN Lease</b>		
4,835sf @ 7.25psf (5 year average)			\$35,054
Less Vacancy & Collection Loss @ 5%			(1,753)
<b>Effective Income</b>			<b>33,301</b>
<b>Estimated Expenses due to vacancy</b>	<b>(4,835sf@2.50psf)X5%</b>		
			(604)
<b>Net Operating Income</b>			<b>\$32,697</b>

Value Calculation - Capitalization (NOI) @ 8.0% \$409,000 (Rounded)

**Indicated Current Market Value of the improvements by the Income Approach to Value**

**FOUR HUNDRED AND NINE THOUSAND DOLLARS**

**\$409,000**

Given the location and land values the subject's rent structure is consistent with current trends.

**Reference:**

Revenues Revenues are based on a five year lease rate. The lease rate typical of most in the immediate area. No allowance has been applied in consideration of vacancies and collection losses. This is the writer's opinion based on the lack of any rental history for the improvement. Expenses: Estimated operating expenses are expressed as an estimate of actual expenses. The lease agreement was calculated as being triple net with the tenants responsible only for all expenses. Net Income: Effective Gross Income less estimated operating expenses.

Value Calculations: Net Income is capitalized to provide an indication of value. The rates applied are based on the writer's review of information presented and on file. An applicable range was deemed to be 8.0% the rates applied are considered typical for the risk involved

## **PART THREE - CONCLUSION**



## RECONCILIATION AND FINAL VALUE ESTIMATE

Only two approaches were used to estimate market value in this report. The results of each are shown as follows:

<b>Direct Comparison Approach</b>	<b>\$426,000</b>
<b>Income Approach</b>	<b>\$409,000</b>

The Direct Comparison Approach attempts to measure the thinking of participants in the marketplace by evaluating the results of their actions – completed transactions of similar properties. Perfect comparable property data is seldom found. The information available for analyses was found to be appropriate and produced supportable results. In this case 5 sales of similar industrial type facilities in Essex County were reviewed. Appropriate adjustments were made. Properties such as the subject are normally purchased by comparison. The Direct Comparison Approach is usually considered a good gauge of value with this type of property and consequently, considerable weight was given to this analysis.

The Income Approach is another method widely utilized in the valuation of all types of income producing properties. Within this approach the Overall Capitalization Rate Method is the most common and reliable method. The subject is owner occupied and actual leases were not provided to assist in arriving at an adjusted profit and loss statement for the project. The market data and income information is not as complete as would be desired but the results arrived at were considered appropriate for the subject property.

The Direct Comparison Approach and Income Approach were both considered to provide reasonable estimations of the subject's value and were both given consideration in the final value conclusion with most emphasis placed on the value indicated from the direct comparison approach to value.

After considering the data analyzed during the preparation of this report and relying upon the writer's experience in the real estate profession, the estimate of the market value of the Property as of June 9<sup>th</sup> 2017 is:

**Current Market Value**  
**FOUR HUNDRED AND EIGHTEEN THOUSAND DOLLARS**  
**\$418,000**

**ASSUMPTIONS**

1. That title to the Property is good and marketable;
2. That the Property is free and clear of all value-influencing encumbrances, encroachments, restrictions or covenants except as noted in this report and that there are no pledges, charges, liens or special assessments outstanding against the Property other than stated and described;
3. That there are no outstanding liabilities, except as expressly noted, relating to any agreement with a municipal or other government authority, to any contract of agreement to lease, which may affect the stated value or sale ability of the property or any portion of it;
4. That there is no action, suit, proceeding or investigation pending or threatened against the Property or affecting its titular owners, at law or in equity or before by any federal, provincial, or municipal department, commission, board, bureau, agency or instrumentality which may adversely influence the value of the Property;
5. That all municipal and public utility services including, without limitation, water, electricity and telephone shall have been installed, connected and shall be operating satisfactorily and full payment for all of these services shall have been made whether or not chargeable against the Property or the project by way of local improvement charges.
6. That all construction was carried out in accordance with properly executed plans and specifications; that proper workmanship and supervision was/will be employed in the building process; that the Property is being managed in a manner which is typical for such Property;
7. That as of the date of this appraisal all contributions and/or utility installation costs whether to the boundaries of, beyond or within the Property, site servicing, construction or other costs (both direct and indirect), levies, municipal taxes, rates, assessments or other similar charges which may be or become charges against the Property, or may be or become due to any municipal or other governmental authority will have been paid in full.

**LIMITING CONDITIONS**

1. The legal description of the Property and the area of the site were obtained from Regional Assessment or the Registry Office. Further, the plans and sketches contained in this report are included solely to aid the recipient in visualizing the location of the Property, the configuration and boundaries of the site and the relative position of the improvements;
2. Fuerland Realty Ltd cannot advise on legal matters, opinions of titles, questions of survey, hidden or unapparent conditions of the Property, toxic wastes or contaminated materials, soil or sub-soil conditions, environmental, engineering or other technical matters, which might render this Property more or less valuable than as stated in this report. If it came to our attention as the result of our investigation and analysis that certain problems may exist, a cautionary note has been entered in this report;
3. The data and statistical information in this report were gathered from reliable sources and are believed to be correct. However, these data are not guaranteed for accuracy, even though every attempt has been made to verify the authenticity of this information;
4. The estimated market value of the Property does not necessarily represent the value of the underlying shard, if the asset is so held, as the value of the shares could be affected by other considerations. Further, the estimated market value does not include consideration on any extraordinary financing, rental of income guarantees, special tax considerations or any other atypical benefits which may influence the ordinary market value of the Property, unless the effects of such special conditions, and the extent of any consequent special value have been described and measured in this report;

5. Should title to the Property currently be held (or changed to a holding) by a partnership, in a joint venture, through a co-tenancy arrangement or by any other form of divisional ownership the value of any associated fractional interest may be more or less than the percentage of ownership appearing in the contractual agreement pertaining to the structure of such divisional ownership;

6. In the event of syndication, the aggregate value of the limited partnership interests may be greater than the value of the property rights being appraised by reason of the possible contributory value of non-realty interests or benefits such as provisions for tax shelter, potential for capital appreciations, special investment privileges, particular company and income guarantees, special financing or extraordinary agreements for management services;

7. The final estimated market value is predicated upon the condition that the Property would be sold on the basis of cash over the amount of conventional current market mortgage financing and subject to any contractual agreements and encumbrances as noted in this report, without any contingent agreements or caveats. Other financial arrangements, good or cumbersome, may affect the price at which the Property might sell in the open market;

8. Should the author of this report be required to give testimony or appear in court or at any administrative proceeding relating to this appraisal, prior arrangements shall be made including provision for additional compensation to permit adequate time for preparation and for any appearances which may be required.

However, neither this nor any other of these assumptions nor limiting conditions is an attempt to limit the use that might be made of this report should it properly become evidence in a judicial proceeding. In such case, it is acknowledged that it is the judicial body, which will decide the use of this report, which best serves, the administration of justice;

9. Because market conditions, including economic, social and political factors, change rapidly and, on occasion, without notice or warning, the estimate of market value expressed in this report as of the effective date of this appraisal, cannot necessarily be relied upon as of any other date without subsequent advice of Fuerland Realty Ltd;

10. Any distribution of value between land, buildings and other improvements applies only in regard to the purpose and function of this appraisal, as outlined in this report;

11. Investigations have been undertaken with regard to matters pertaining to Land Use Controls. However, no inquiries have been placed with the fire department, the building inspector, the health department or any other government regulatory agency, unless such investigations are expressly noted in this report. The Property must comply with such regulations and, if it does not comply, its non-compliance may affect its market value. To be certain of such compliance, further investigations may be necessary;

12. The value expressed in this report is in Canadian Dollars.

13. It is imperative that the reader or any other party be aware that the appraiser did not inspect the property for fire detection equipment, smoke or carbon monoxide detectors. The appraiser takes no responsibility for the presence of or lack of such equipment, nor its condition, or compliance with any requirement, if present.

**CERTIFICATION**

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct and have been verified where possible. All factors affecting value were considered.
- The analyses, opinions and conclusions reported herein are my personal and unbiased views and are limited only by the Assumptions and Limiting Conditions contained herein.
- I have no past, present or contemplated future interest in the real estate which is the object of this report and that I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent upon any action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.
- This valuation and the procedures related thereto, follow the Code of Ethics and the Standards of Professional Practice of the Appraisal Institute of Canada of which I am a member and the use of this report is subject to review by duly authorized representatives of this Institute.
- The property was personally inspected by Don Fuerth during the course of my investigations and analysis on June 9<sup>th</sup> 2017.
- This report sets forth all of the Assumptions and Limiting Conditions affecting the analyses, opinions and conclusions contained herein.

In my considered and professional opinion, the market values of the Property identified as 970 County Road 41, Town of Essex as of June 9<sup>th</sup> 2017 is:

**Current Market Value**  
**FOUR HUNDRED AND EIGHTEEN THOUSAND DOLLARS**  
**\$418,000**

Respectfully,

FUERLAND REALTY LTD

Don Fuerth B.A., AACI, P. App

Sign Date: July 1<sup>st</sup> 2017

## ADDENDA

## SUBJECT




PIN: 752050074 Generated: June 9, 2017

970 County Rd 41, Essex [Suggest an address correction](#)

  
**Owner Name**  
THE CORPORATION OF  
THE COUNTY OF ESSEX

  
**Last Sale**  
\$1  
Jul 24, 2000

  
**Lot Size**  
674.31 ft N/A  
Frontage Depth  
Measurements Available  
(See Site & Structure)

  
**Assessed Value**  
\$585,000  
Based on Jan 1, 2016

**Phased-In Value**  
\$564,750  
2017 Tax Year

### Legal Description

LT 4-14 PL 1500 COLCHESTER; PT LT 15-16 PL 1500 COLCHESTER PT 1, 2, 3 12R17004; S/T CS19882; ESSEX

### Property Details



© 2017 Google - ImageID: 4497004

**GeoWarehouse Address**  
970 COUNTY RD 41, ESSEX

**Land Registry Office**  
Essex (12)

**Owner Names**  
THE CORPORATION OF THE COUNTY OF ESSEX

**Ownership Type**  
Freehold

**Land Registry Status**  
Active

**Registration Type**  
Certified (Land Titles)

**PIN**  
752050074



## Site & Structure



### Lot Size

Area: 337,190 ft<sup>2</sup> (7.741 ac) Perimeter: 2,487 ft  
 Measurements: 124.80 ft x 200.88 ft x 677.29 ft x 551.67 ft x 384.50 ft x 549.92 ft  
 Lot Measurement Accuracy: HIGH

### Assessment 1 | ARN : 37547500001000

#### Site

Frontage: 674.32 ft

Depth: 0.00 ft

#### Structure

Property Description: Standard industrial properties not specifically identified by other industrial Property Codes Property Code: 520

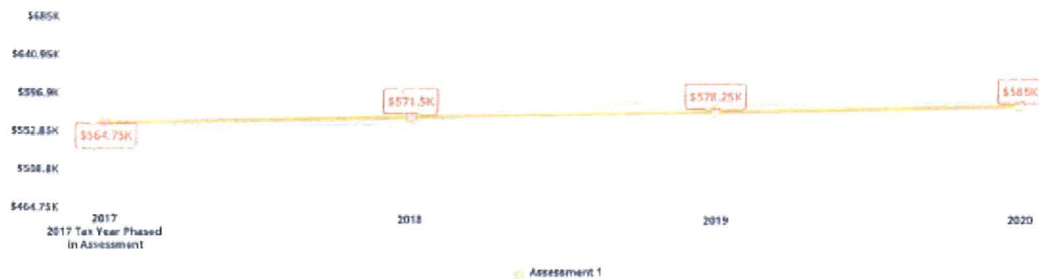
Assessed Value	Phased-In Value			
\$585,000	\$564,750	\$571,500	\$578,250	\$585,000
Based on Jan 1, 2016	2017	2018	2019	2020

## Valuation & Sales

### Sales History

Sale Date	Sale Amount	Type	Party To	Notes
July 24, 2000	\$1	Transfer	THE COUNTY OF ESSEX;	

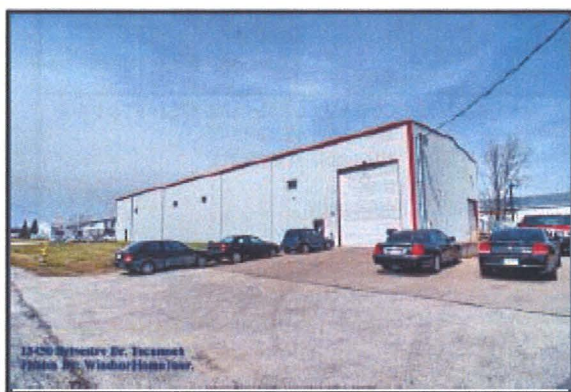
### Assessed Value



# SALE # 1

	MLS#:	1506906	Major Area:	WE
	Price:	\$459,888	District:	10
	Status:	Sold	Sub-Dist:	12
	Prop Is:	For Sale Only		
Legal Descr.:		CON 3 PT SW PT OF LT 1 12R-22787 PT 1 & 2 (RMKS)		
Address:		1000 ALMA		
City:		AMHERSTBURG, NSV 2Y9		
Sd/Rd:		North		
Cross Street:		CONCESSION 4		
Near Town:				
Prop. Size: 125 X 750		Zoning: LITE IND		
Acreage:		Occupancy: Seller		
Off. Plan:				
Start Date: 14-JUL-2015		Possession: 30-90 DAYS		
Closed: 27-MAY-2016				
<b>Directions</b>				
<b>Showings</b> L.B.O				
Type:	Office(\$), Warehouse	Office Heat/Ac:	Air Conditioned, Forced Air	Water:
Type of Dwelling:	Free Standing	Ware/Indust Heating:	Remarks	Sewer:
Parking:	On Site	Fuel:	Natural Gas	Amenities:
Sale/lease:	Building & Land	Elevators:	None	Alarm System, Board Room, Finished Offices, Outside Storage, Remarks
Fire Protection:	Unknown	Signage:	None	Incl. In Add. Rent: None
		Loading:	At Grade,	
		Documents:		
LEGAL DESC CONT'D: S/T & T/W R1546000. AWESOME OFFICE/WORKSHOP/WAREHOUSE SPACE. SITUATED ON 125' X 750'. STEEL CONSTRUCTION BLDG BUILT APPROX 2007. LRG FINISHED OFFICE AREA W/FULL KITCHEN & BATH. SEPARATE OFFICES, BOARD RM, STORAGE, ETC. SHOP AREA HAS IN FLOOR HEATING, POLISHED CONCRETE FLRS, FULLY INSULATED. PAVED PRKG, PLENTY OF OUTDOOR STORAGE AREA & MUCH, MUCH MORE. CALL L/S FOR FURTHER DETAILS.				
Parking Spaces:	Age: 8*	Lease Type:		
Volts:	Rental Equipment: No	Lease Exp. Date:		
Amps:	:	UFFI:		
Phase:	Crane: No	SPIS:	No	
Power Details: UNKNOWN	:	Data Modification:	Yes	
Clear Height: -	:	Add. Sale Info:		
Bldg. Dimen. or Total Sqft.: 4500				
Approximate Taxes: \$9900.54 (2014)		Improvements:		Mortgage: TRT CLR
Seller Name: 1580724 ONTARIO INC.		Home Tel.:		Bus. Tel.:
				Address:
Listing Office: RE/MAX PREFERRED REALTY LTD. - 586 519 736-1766 (fax: 519 736-1765)		Listing Agent: JASON LAFRAMBOISE, ASA 519-736-1766 ( <a href="mailto:jason@thesignofexperience.com">jason@thesignofexperience.com</a> )		
		Listing Agent: MITCHELL DESLIPPE, (B.COMM) 519-903-5817 ( <a href="mailto:mdeslippe1@gmail.com">mdeslippe1@gmail.com</a> )		
Selling Office: RE/MAX PREFERRED REALTY LTD. - 586 519 736-1766 (fax: 519 736-1765)		Selling Agent: JASON LAFRAMBOISE, ASA 519-736-1766 ( <a href="mailto:jason@thesignofexperience.com">jason@thesignofexperience.com</a> )		
		Selling Agent: MITCHELL DESLIPPE, (B.COMM) 519-903-5817 ( <a href="mailto:mdeslippe1@gmail.com">mdeslippe1@gmail.com</a> )		
Sale Price: \$415,000		Sold: 17-MAR-2016		Buyer Name:
				CB: 2.5
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# SALE # 2



MLS#: 1608313	Major Area: WE
Price: \$650,000	District: 00
Status: Sold	Sub-Dist: 5
Prop is: For Sale Only	
Legal Desc.: PL 12R-12696 PT 1	
Address: 13450 SYLVESTRE	
City: TECUMSEH, N8N 2L9	
Sd/Rd: North	
Cross Street: MANNING	
Near Town:	
Prop. Size: 237.9 X IRREG	Zoning: M1
Acreage:	Occupancy: Tenant
Off. Plan:	
Start Date: 16-AUG-2016	Possession: JUNE 1/16
Closed: 09-SEP-2016	

<b>Directions</b>			
<b>Showings</b> L.B.O, CALL FIRST			
Type: Industrial, Warehouse	Office Heat/Ac: Forced Air	Water: Municipal	Ind. in Add. Rent: None
Type of Dwelling: Free Standing	Ware/Indust Heating: Air Conditioned	Sewer: Septic Installed	
Parking: On Site	Fuel: Natural Gas	Amenities: Alarm System, Remarks	
Sale/lease: Building & Land	Elevators: None		
Fire Protection: Unknown	Signage: None		
	Loading: At Dock(1), At Grade (2).		
	Documents:		
VERY CLEAN INDUSTRIAL/WAREHOUSE JUST OFF MANNING RD, APPROX 18' CEILINGS, F/AIR HEAT INCL C/AIR. 3 OVERHEAD DOORS, GOOD REAR COMPOUND, LOTS OF PRKG. CLOSE ACCESS TO BOTH E.C. ROW & 401. CONTACT L/S TO TOUR. IMMED POSSESSION!			
Parking Spaces: 40 CAR	Age: OL	Lease Type:	
Volts: 600	Rental Equipment: No	Lease Exp.Date:	
Amps: 400	:	UFFI:	
Phase:	Crane: No	SPIS:	
Clear Height: 18' Approximate	:	Data Modification: Yes	
		Add. Sale Info:	
Bldg. Dimen. or Total Sqft. : 11700			
Approximate Taxes: \$12171.85 (2016)		Improvements:	Mortgage:
Seller Name: WATSON-HAYES LAND DEVELOPMENT INC.		Home Tel.:	Address:
		Bus.Tel.:	
Listing Office: RE/MAX PREFERRED REALTY LTD. - 584 519 966-0444 (fax: 519 250-4145)		Listing Agent: MARK LALOVICH 519-966-0444 ( <a href="mailto:marklalovich@remax-preferred-on.com">marklalovich@remax-preferred-on.com</a> )	
		Listing Agent: RUSSEL LALOVICH 519-966-0444 ( <a href="mailto:rlalovich@remax.net">rlalovich@remax.net</a> )	
Selling Office: RE/MAX PREFERRED REALTY LTD. - 584 519 966-0444 (fax: 519 250-4145)		Selling Agent: RUSSEL LALOVICH 519-966-0444 ( <a href="mailto:rlalovich@remax.net">rlalovich@remax.net</a> )	
		Selling Agent: MARK LALOVICH 519-966-0444 ( <a href="mailto:marklalovich@remax-preferred-on.com">marklalovich@remax-preferred-on.com</a> )	
Sale Price: \$631,500	Sold: 27-AUG-2016	Buyer Name:	CB: 2.5
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**SALE # 3**

MLS#:	1608252	Major Area:	WE
Price:	\$479,000	District:	00
Status:	Sold	Sub-Dist:	5
prop is:	For Sale Only		
Legal Descr.:	CON 1 PT LT 156 12R-13121 PTS 2 & 4		
Address:	13390 SYLVESTRE DR		
City:	TECUMSEH, N8N 2L9		
Sd/Rd:	North		
Cross Street:	MANNING		
Near Town:			
Prop known as:	SYLVESTRE INDUSTRIAL PARK		
Prop. Size:	144 X IRREG FT	Zoning:	IND
Acreage:		Occupancy:	Seller
Off. Plan:			
Start Date:	12-AUG-2016	Possession:	IMMED
Closed:	30-SEP-2016		

Directions	BTWN EC ROW & COUNTY RD 42		
Showings	L.B.O, CALL FIRST		
Type:	Industrial, Office (S), Warehouse	Office Heat/Ac:	Air Conditioned, Forced Air
Type of Dwelling:	Free Standing	Ware/Indust Heating:	Furnace
Parking:	On Site	Fuel:	Natural Gas
Sale/lease:	Building & Land	Elevators:	None
Fire Protection:	Unknown	Signage:	
		Loading:	At Grade(2).
		Documents:	
Water: Municipal Sewer: Septic Installed Amenities: Alarm System, Board Room, Finished Offices, Lunch Room, Outside Storage, Showroom Ind. in Add. Rent: Remarks			
SOLID INDUSTRIAL BLDG JUST OFF MANNING ROAD BTWN EC ROW & CTY RD 42 (SYLVESTRE INDUSTRIAL PARK) BLK & STEEL STRUCTURE, 4000 SQ FT OF SHOP W/OFFICE SPACE, PLUS ANOTHER 1000 SQ FT OF MODERN SEPARATED OFFICE SPACE, CURRENT TENANTS WILL REMAIN IF DESIRED, IN SHOP, 600 VOLT, FENCED YARD, COMM DOORS, CAR HOIST, FULLY INSULATED, 3 BATHS, NEW FURNACE, MEZZ SHELFING, 14' DOORS, SEPARATE HYDRO & GAS METERS, FULL IND ZONING W/SOME COMM APPS. CURRENTLY RENTS AT \$2200.00 PLUS UTILITIES ON A MNTH TO MNTH RENTAL. GREAT LOCATION OFF MANNING ROAD, SOLID GRAVEL PARKING.			
Parking Spaces:	10 CAR	Age:	26*
Volts:	600	Rental Equipment:	No
Amps:		:	
Phase:		Crane:	
Clear Height:	18 FT Approximate	:	
		Lease Type:	
		Lease Exp.Date:	
		UFFI:	
		SPIS:	
		Data Modification:	Yes
		Add. Sale Info:	
\$ or Sq.ftg		Office	Whse
Tot.Vacant			
Tot Leased			
Tot.Bldg		2000	3000
Bldg. Dimen. or Total Sqft. :		5000	
Approximate Taxes: \$6700 (2015)		Improvements:	Mortgage: TRT CLR
Seller Name: TRUE-ALL WALL SYSTEMS LTD.		Home Tel.:	Address:
		Bus.Tel.:	
Listing Office: LOUIS PARENT REALTY LTD. - 551 519 728- 0111 (fax: 519 728-0110)		Listing Agent: PHIL DORNER 519-796-7234 Pager: 519 796-7234 ( <a href="mailto:phil@parentrealty.com">phil@parentrealty.com</a> )	
Selling Office: MANOR WINDSOR REALTY LTD. - 455 519 250- 8800 (fax: 519 966-0536)		Selling Agent: KARL SCHUSTER 519-250-8800 ( <a href="mailto:karl@karlschuster.ca">karl@karlschuster.ca</a> )	
Sale Price: \$479,000		Sold: 01-SEP-2016	Buyer Name: CB: 2.5
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# SALE # 4

	MLS#: 1700923 Price: \$559,900 Status: Sold prop is: For Sale Only		Major Area: WE District: 00 Sub-Dist: 2															
	Legal Descr.: PL 1452 PT LT 14-15, 33-34 Address: 2201 JANETTE City: WINDSOR, N8X 1Z9 Sd/Rd: West Cross Street: TECUMSEH Near Town:																	
	Prop. Size: 210 X 262 Acreage: Off. Plan:		Zoning: MD1.1 Occupancy: Seller															
	Start Date: 30-JAN-2017 Closed: 31-MAY-2017		Possession: 30 DAYS															
	Directions Showings L.B.O																	
Type: Industrial, Office(S) Type of Dwelling: Free Standing Parking: On Site Sale/lease: Building & Land Fire Protection: Unknown	Office Heat/Ac: Air Conditioned, Forced Air Ware/Indust Heating: Unit Heater Fuel: Natural Gas Elevators: None Signage: Signband Loading: None, Documents:	Water: Municipal Sewer: Sanitary Connected Amenities: Alarm System, Finished Offices, Mezzanine, Security Ind. in Add. Rent: None																
BUILDING AND LANDS WITH A 3600 SQ FT SHOP WITH 18' HEIGHT AND 15' DOOR PLUS 1200 SQ FT SEPARATE OFFICE WITH 2 BATHS AND, KITCHEN, LUNCH RM AND OFFICES. FENCED YARD CURRENTLY A TRUCKING YARD WITH IDEAL PARKING FOR 30-35 TRANSPORT TRUCKS AND TRAILERS. PROPERTY IS ZONED MD 1.1. IDEAL FOR CONTRACTORS, MECHANIC AND OR TRUCKING BUSINESS. APPROX 1.26 ACRES SITE.																		
Parking Spaces: 35 CAR Volts: Amps: Phase: Power Details: UNKNOWN Clear Height: -	Age: OL Rental Equipment: No : Crane: :	Lease Type: Lease Exp.Date: UFFI: SPIS: Data Modification: Yes Add. Sale Info:																
<table border="1"> <thead> <tr> <th>\$ or Sq.ftg</th> <th>Indust.</th> <th>Office</th> </tr> </thead> <tbody> <tr> <td>Tot.Vacant</td> <td></td> <td></td> </tr> <tr> <td>Tot Leased</td> <td></td> <td></td> </tr> <tr> <td>Tot.Bldg</td> <td>3600</td> <td>1200</td> </tr> <tr> <td colspan="3">Bldg. Dimen. or Total Sqft. : 4800</td> </tr> </tbody> </table>		\$ or Sq.ftg	Indust.	Office	Tot.Vacant			Tot Leased			Tot.Bldg	3600	1200	Bldg. Dimen. or Total Sqft. : 4800				
\$ or Sq.ftg	Indust.	Office																
Tot.Vacant																		
Tot Leased																		
Tot.Bldg	3600	1200																
Bldg. Dimen. or Total Sqft. : 4800																		
Approximate Taxes: \$9870.56 (2016)		Improvements: Mortgage:																
Seller Name: 2469594 ONTARIO INC.		Home Tel.:	Bus.Tel.: Address:															
Listing Office: REGENCY REALTY LIMITED - 695 519 734-5656 (fax: 519 978-0040) Selling Office: RE/MAX PREFERRED REALTY LTD. - 585 519 944-5955 (fax: 519 944-3387)		Listing Agent: ANTHONY COLETTI 519-972-1299 ( <a href="mailto:andy.regencyrealty@gmail.com">andy.regencyrealty@gmail.com</a> ) Selling Agent: MANNI JAPRA 519-991-3576 ( <a href="mailto:mannijapra@hotmail.com">mannijapra@hotmail.com</a> )																
Sale Price: \$512,500		Sold: 09-MAY-2017	Buyer Name: CB: 2.5															
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# SALE # 5

<h2>3 Buildings on 1.6 Acres</h2>		<b>MLSS#: 16065261 b</b> <b>Price: \$499,900</b> <b>Status: Sold</b> <b>prop ls: For Sale Only</b>	<b>Major Area: WE</b> <b>District: 00</b> <b>Sub-Dist: 5</b>
		<b>Legal Descr.: PTLOT 20 CON 12 PT 2 PL 12R21659 PTS 1 &amp; 2</b> <b>Address: 12499 COUNTY RD 42</b> <b>City: TECUMSEH, N8M 2M1</b> <b>Sd/Rd: South</b> <b>Cross Street: LESPERANCE</b> <b>Near Town:</b>	
<b>Prop. Size: 219 FEETXX 201 X 377 IRR</b> <b>Acreage:</b> <b>Off. Plan:</b>		<b>Zoning: C1</b> <b>Occupancy: Seller</b>	
<b>Start Date: 01-SEP-2016</b>		<b>Possession: 30 D</b>	
<b>Closed: 28-JUL-2017</b>			

<b>Directions</b> <b>Showings L.S.O</b>			
<b>Type: Office(S), Retail, Warehouse</b> <b>Type of Dwelling: Free Standing</b> <b>Parking: On Site</b> <b>Sale/lease: Building &amp; Land</b> <b>Fire Protection:</b>	<b>Office Heat/Ac: Air Conditioned, Forced Air</b> <b>Ware/Indust Heating:</b> <b>Fuel: Natural Gas</b> <b>Elevators: None</b> <b>Signage: Pylon</b> <b>Loading:</b> <b>Documents:</b>	<b>Water: Municipal</b> <b>Sewer: Sanitary Connected</b> <b>Amenities:</b> <b>Incl. in Add. Rent: Unknown</b>	
Large variety of uses for this 1.6 acre parcel. Ideal for home occupation, contractors yard, automobile sales and service, wood working.... 44 x 32 block shop plus 5 bay block building and 3 br home (also zoned commercial) that could be an office. newer forced air c/a, newer windows and hardwood flooring. Busy intersection of county rd 42 and Lesperance road			
<b>Parking Spaces:</b> <b>Volts: 200</b> <b>Amps: 200</b> <b>Phase: 1</b> <b>Clear Height:</b>	<b>Age: 40*</b> <b>Rental Equipment: Unknown</b> <b>Crane:</b>	<b>Lease Type:</b> <b>Lease Exp.Date:</b> <b>UFFI:</b> <b>SPIS:</b> <b>Date Modification:</b> <b>Add. Sale Info:</b>	
<b>\$ or Sq.ftg</b>		<b>Office</b>	
<b>Tot Vacant</b>		<b>4500</b>	
<b>Tot Leased</b>			
<b>Tot Bldg</b>		<b>4500</b>	
<b>Bldg. Dimen. or Total Sqft. :</b>			
<b>Approximate Taxes: \$669.20 (2016)</b>			
<b>Improvements:</b>			
<b>Mortgage:</b>			
<b>Seller Name: 651381 ONTARIO LTD</b>		<b>Home Tel.: Bus.Tel.: Address:</b>	
<b>Listing Office: BUCKINGHAM REALTY (WINDSOR) LTD. - 70</b> <b>519 948-8171 (fax: 519 948-7190)</b>		<b>Listing Agent: JULIANNE GREEN 519-948-8171 Pager:519 5676929 (julia@juliegreen.ca)</b>	
<b>Selling Office: ROYAL LEPAGE BINDER REAL ESTATE - 649</b> <b>519 735-7222 (fax: 519 735-7822)</b>		<b>Selling Agent: ANNETTE O'NEIL 519-735-7222 (AnnetteONeil@royallepage.ca)</b>	
<b>Sale Price: \$475,000</b>		<b>Sold: 15-JUN-2017</b>	
<b>Buyer Name:</b>		<b>CB: 2.5</b>	
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## **Curriculum Vitae and Clients Served – 2017**

### **Don Fuerth B.A., AACI, P.App.**

Professional Appraiser, Real Estate Broker, Realtor®

2260 Foster Avenue, Windsor, ON N8W 5C9

Telephone: (519) 966-0881

Email: [dfuerth@fuerlandrealty.com](mailto:dfuerth@fuerlandrealty.com)

### **Summary**

Don Fuerth is an experienced professional Real Estate Broker and Appraiser who has Land Use and Land Development experience. He has completed a variety of appraisal and consulting assignments to assist in Mortgage Financing, Power of Sale, Deemed Dispositions, GST and Capital Gains Issues involving Canada Revenue Agency (CRA), Expropriation, Family Law, Assessment Appeals and Litigation support.

### **Experience**

#### **Real Estate Appraiser**

Fuerland Realty Ltd., Don Fuerth Broker/Owner

Appraiser of single and multi-family residential, agricultural, commercial, institutional and industrial properties since September 1995.

#### **Real Estate Broker**

Real Estate Brokerage - Fuerland Realty Ltd. We are an active brokerage providing assistance in purchases, sales, leasing and construction for all types of real estate. We maintain MLS® membership to obtain legal access to various real estate board open market systems.

**Real Estate Appraisal and Counseling** involves one or more of the following services:

- Real Estate Appraisal,
- Litigation support,
- Expropriation Appraisals including Injurious Affection Studies,
- Assessment Appeals,
- Property Tax Issues,
- Project feasibility study and analysis, and
- Property portfolio analysis and evaluation.

### **Experience**

2001 – Present Chief Appraiser Fuerland Realty Ltd.

1994 – 2000 Associate Appraiser E.S. Gorski & Associates

### **Related Experience**

- Graduated from University of Windsor 1963
- Teacher's Certificate from University of Western Ontario -1965
- 1963 – 1980 Head of Modern Language Department and Guidance Counselor
- 1970 – 1988 Full time dairy and cash crop farmer
- 1988 – 1990 Full time construction and excavation contractor
- December 1990 successfully completed the "Salesperson Program" in real estate as presented by The Ontario Real Estate Association
- Licensed under the Ontario Real Estate and Business Brokers Act as a Broker, December 2<sup>nd</sup> 2002. Registration No. 3349461
- Director Windsor/Essex County Real Estate Board 1998 – 2002
- President Windsor/Essex County Real Estate Board 2002 – 2003
- Past President Windsor/Essex County Real Estate Board 2003 – 2004
- Chairman Building Committee Windsor/Essex County Real Estate Board 1998 – 2004
- Full member, National Commercial Council, Canadian Real Estate Association, 2001, also a Full Member, Commercial Council Windsor/Essex County Real Estate Board.

**Appraisal Assignments have included:**

- Funeral Homes
- Institutional buildings
- Retirement Homes
- Special Use Properties
- Rooming Houses
- Office Towers
- Apartment buildings
- Real property housing a single dwelling
- Multi-family buildings
- Industrial properties
- Churches
- Retail commercial properties
- Hotels/Motels
- Mobile Home/Trailer Parks
- Marinas
- Golf Courses
- Farms and Farm Land
- Intensive Farms (e.g. Livestock, Greenhouse and Winery Operations)
- Agricultural support properties
- Market Rent Studies
- Land
  - Commercial/industrial/residential land awaiting development
  - Building lots – on water and not on water

**Professional Education**

AACI	Accredited Appraiser Canadian Institute Certificate # 702855 The Appraisal Institute of Canada awarded use of this professional designation on October 28 <sup>th</sup> 2003.
P.App	Professional Appraiser Granted by the Appraisal Institute of Canada to all holders of the AACI designation.
CRA	Canadian Residential Appraiser, Relinquished October 28 <sup>th</sup> 2003
B.A.	Bachelor of Arts granted by the University of Windsor May 1963

**Membership**

- Appraisal Institute of Canada
- Ontario Real Estate Association
- The Canadian Real Estate Association
- The Windsor/Essex County Real Estate Board
- The Commercial Council of Canadian Real Estate Association
- Together with full access to numerous other Real Estate Boards.

## Clients Served (partial list only)

- Libro Credit Union
- Motor City Family Credit Union
- Bank of Montreal
- Canadian Imperial Bank of Commerce
- Royal LePage Relocation
- Canada Mortgage and Housing Corp.
- Farm Credit
- CitiFinancial Canada Inc.
- County of Essex
- Town of Tecumseh
- Town of Amherstburg
- Town of Kingsville
- Royal Bank of Canada
- Firstline Mortgages
- Household Finance Corporation
- Prudential Relocation
- London Life - Freedom Financial
- Remax Relocation
- Hydro One Networks
- Unimor Capital Corporation
- Motor City Community Credit Union
- Ing Mortgages
- First National Financial Corporation
- Winbank Panning and Funding Group
- Wells Fargo Financial Corporation
- Korea Exchange Bank
- Manulife Bank
- Ukrainian Credit Union
- Concentra Financial Services
- Integrity Mortgages
- Interbay Funding
- Law Firms
  - McCarthy Tetrault
  - Paul Mullins
  - Bondy & Associates
  - Hickey & Byrne
  - Paroian & Skipper
  - And many more
- Accounting Firms
  - KPMG Inc.
  - Ernst & Young
  - Paul Foster and Associates
  - LBDO Dunwoody & Associates
  - Deloitte & Touche
  - Hyatt Lassaline

**INSURANCE CERTIFICATE - CERTIFICAT D'ASSURANCE**

Named Insured/Assure nomme:	MEMBERS OF THE APPRAISAL INSTITUTE OF CANADA
Insured/Assure:	Donald Fuerth
Address of Insured/	2260 Foster Ave
Adresse de l'assure:	Windsor, ON N8W 5C9
Certificate Number/Certificat No.:	AIC 02148
Policy Period For Insured/Periode d'assurance pour l'assure:	December 31, 2016 To December 31, 2017
AIC Membership	AACI - Accredited Appraiser Canadian Institute

This is to confirm for the indicated type of practice that the following insurance is in effect/

La present certificat confirme que l'assurance suivante est en vigueur pour la categorie de pratique indique:

**Master Policy/contrat-cadre**

Insurer	Policy No.	Policy Period	Coverage
Trisura Guarantee Insurance Company	TPL1007465	December 31, 2016 to December 31, 2017	Appraisers Professional Liability Insurance/ Assurance de Responsabilite Professionnelle des Evaluateurs

**Sum Insured/Montant assure:**

**\$2,000,000 each occurrence and \$2,000,000 in the aggregate annually./**

**\$2,000,000 par sinistre et \$2,000,000 montant de la garantie par annee d'assurance.**

Date: December 27, 2016

Authorized Representative/Représentant Autorisé

**Integro (Canada) Ltd.**  
199 Bay Street, Suite 4800, PO Box 240 Commerce Court West, Toronto, ON M5L 1E8  
Tel: 416-619-8000 Fax: 416-619-8001 [www.integrogroup.com](http://www.integrogroup.com)