



ILDS ANNUAL MONITORING AND PRICING REPORT

March 2014

Surrounding Municipally-Owned Industrial Land Prices - July 2013

MUNICIPALITY	PRICING
Brantford	\$75,000 per acre
Cambridge	\$210,000 per acre
Chatham/Kent	\$50,000 per acre
County of Brant	\$75,000 per acre
Guelph	\$300,000 per acre
Hamilton	\$205,000 per acre
Ingersoll	\$100,000 per acre
Kitchener	\$250,000 per acre
Sarnia/Lambton	\$50,000 per acre
St. Thomas	\$35,000 per acre
Stratford	\$75,000 per acre
Strathroy	\$35,000 per acre
Windsor	\$70,000 per acre
Woodstock	\$70,000 per acre

Within London, the industrial land market has the following characteristics:

- Two-tiered, with lands serviced and sold by the City of London for industrial users constituting the first tier and lands sold by the private sector for a similar purpose forming the second tier.
- As the City is the primary supplier of large serviced lots for industrial use, it has a major influence on market pricing for this type of land.
- Major market predictors of the price for industrial land in London include:
 - availability and capacity of services
 - amount of and cost of site works needed to prepare (primarily grading) a parcel before building can commence
 - location linkages to transportation infrastructure and other industries
 - legal, regulatory, and physical restraints that govern the development cost and building capacity of any particular site to an end user/buyer.
- Demand for serviced industrial lots over the last several years, particularly parcels under 5 acres, has been weak, consistent with the general economic downturn in Ontario.

SUMMARY OF CURRENT LAND HOLDINGS

Serviced Industrial Parks

PARK	Net Available (Acres)	Net Available (Hectares)
Innovation Park – Phases I to IV	236	95.5
Skyway Industrial Park	41.37	16.74
Forest City Industrial Park	3.22	1.3
River Road Industrial Park	14.15	5.73
Trafalgar Industrial Park	11.51	4.66
TOTAL	306.25	123.93

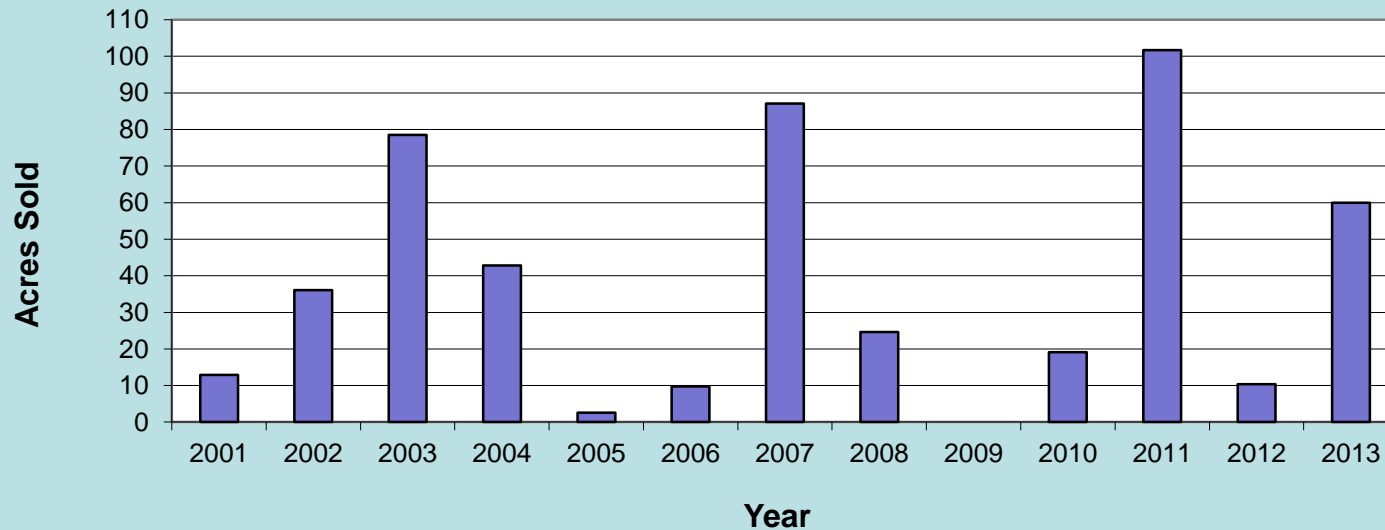
Unserviced Industrial Parks

PARK	Inventory (Acres)	Inventory (Hectares)
Huron Industrial Park	198.83	80.47
Oxford Business Park	20.00	8.09
S/W Corner Highbury & Highway 401	5.35	2.17
TOTAL	224.18	90.73

Absorption of City-Owned Industrial Land

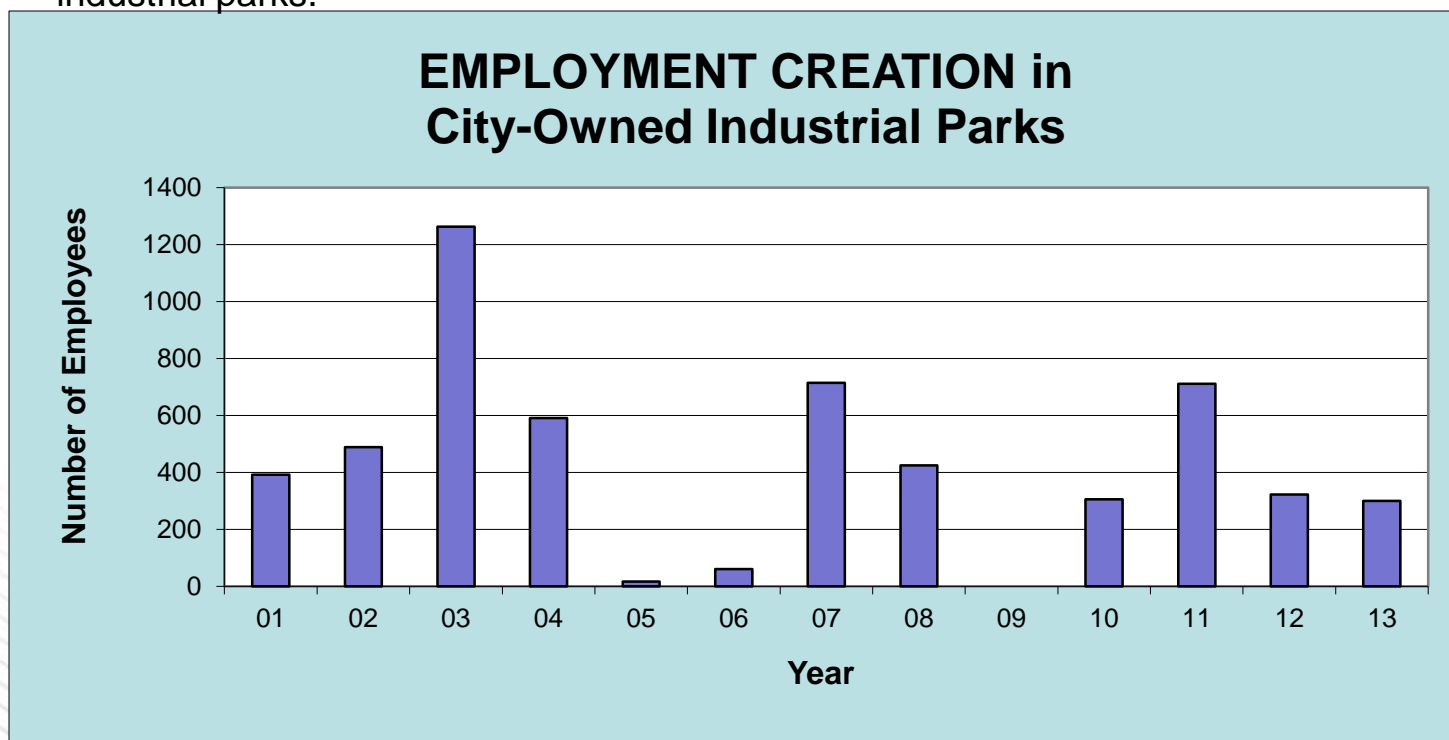
➤ 2011	101.35 acres (41 ha) sold	\$5,643,453
➤ 2012	10.55 acres (4.3 ha) sold	\$ 705,150
➤ 2013	60 acres (24 ha) under contract	\$2,040,000

Land Sales in City-Owned Industrial Parks 2001 to Present

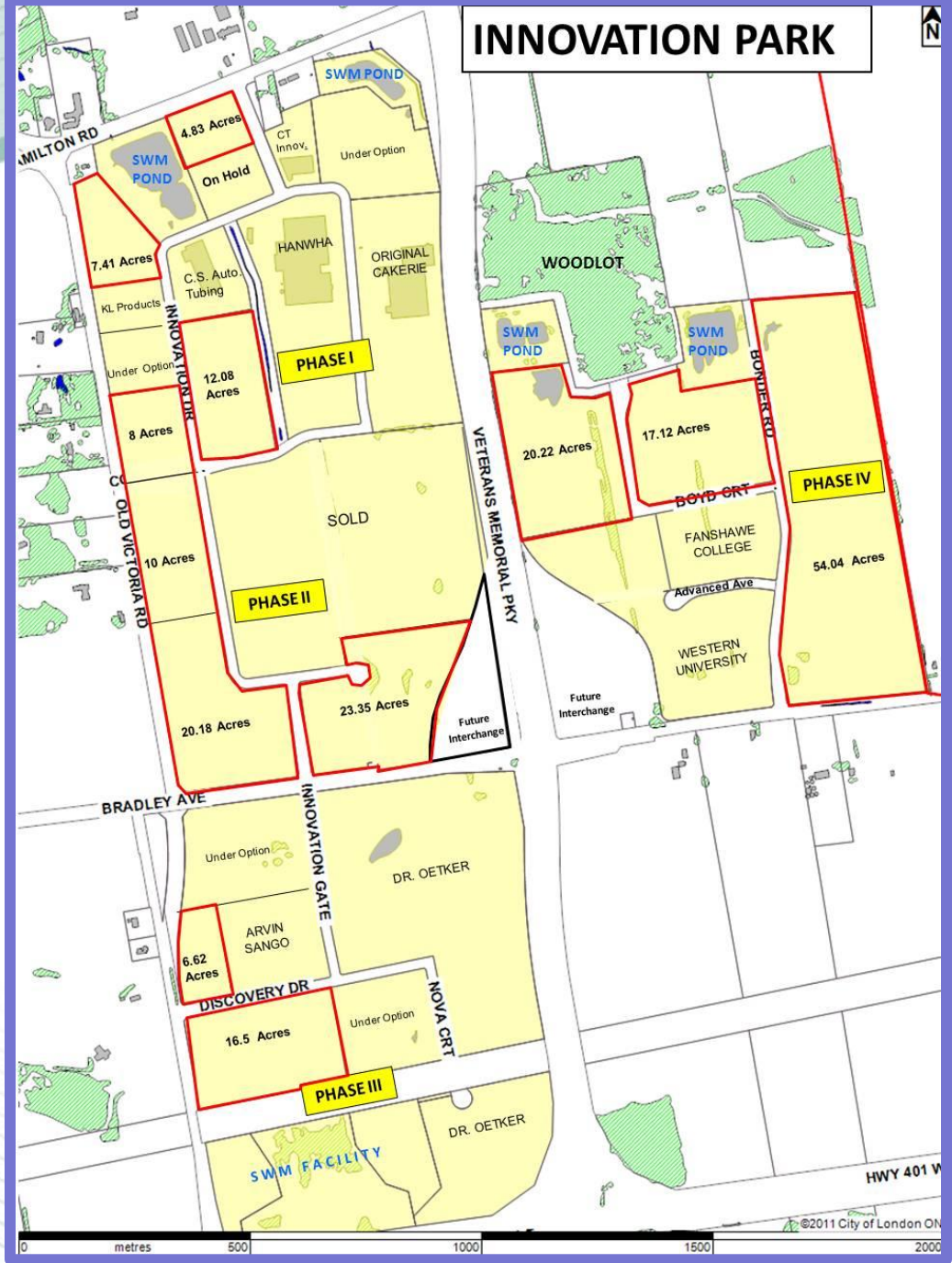


Employment Creation

- Since 2001, approximately 5,659 people are projected to be employed in City-owned industrial parks.



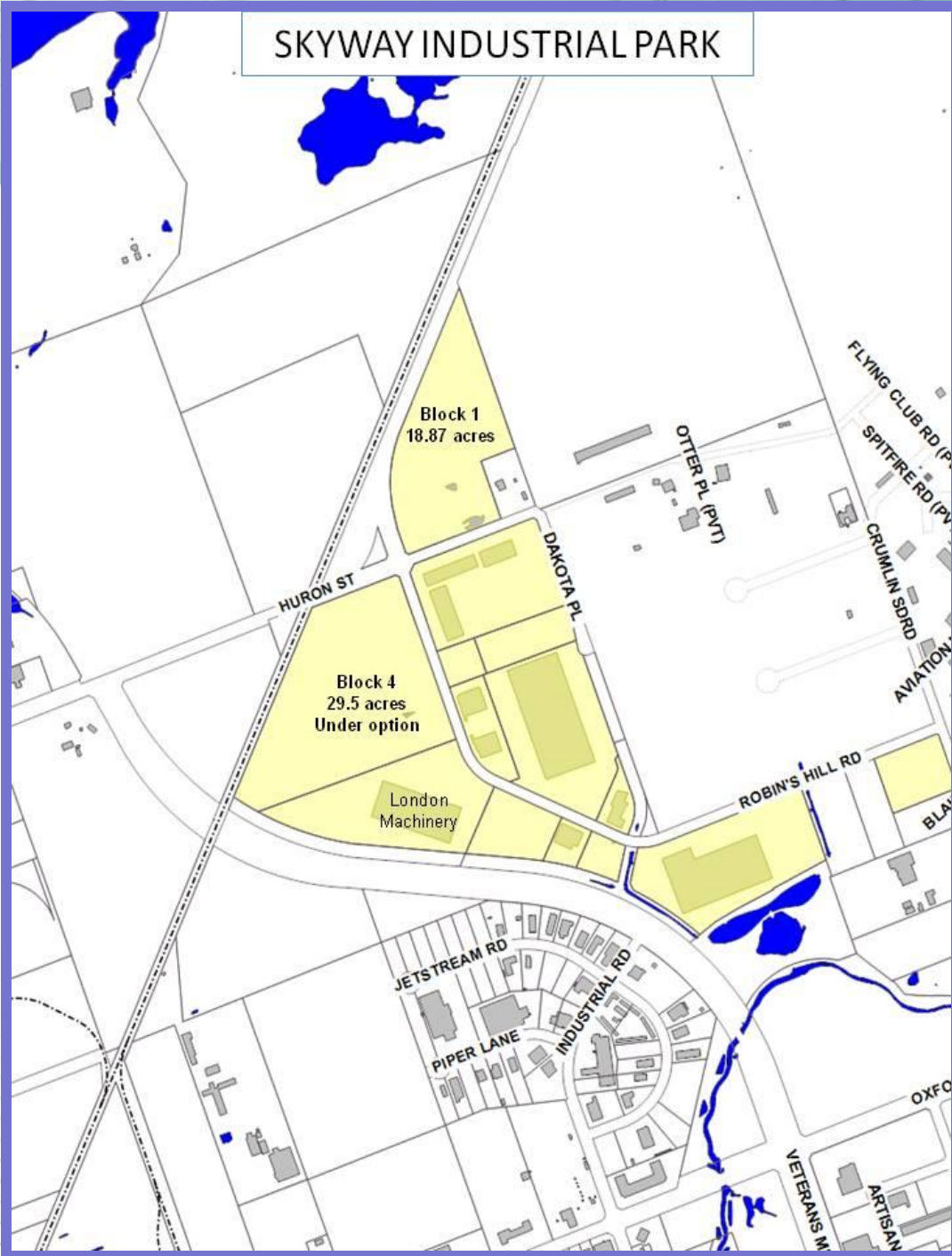
INNOVATION PARK





London
CANADA

SKYWAY INDUSTRIAL PARK

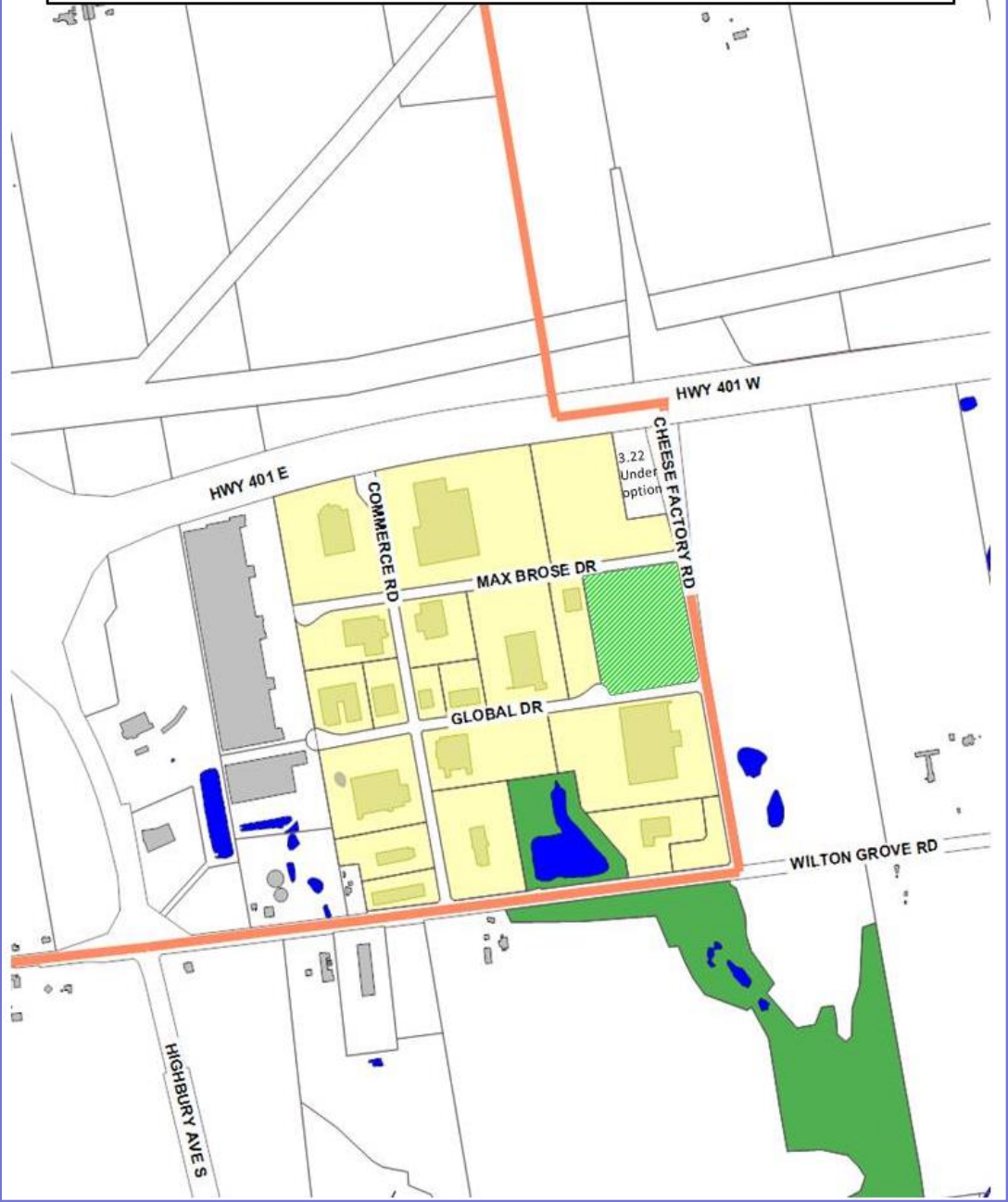




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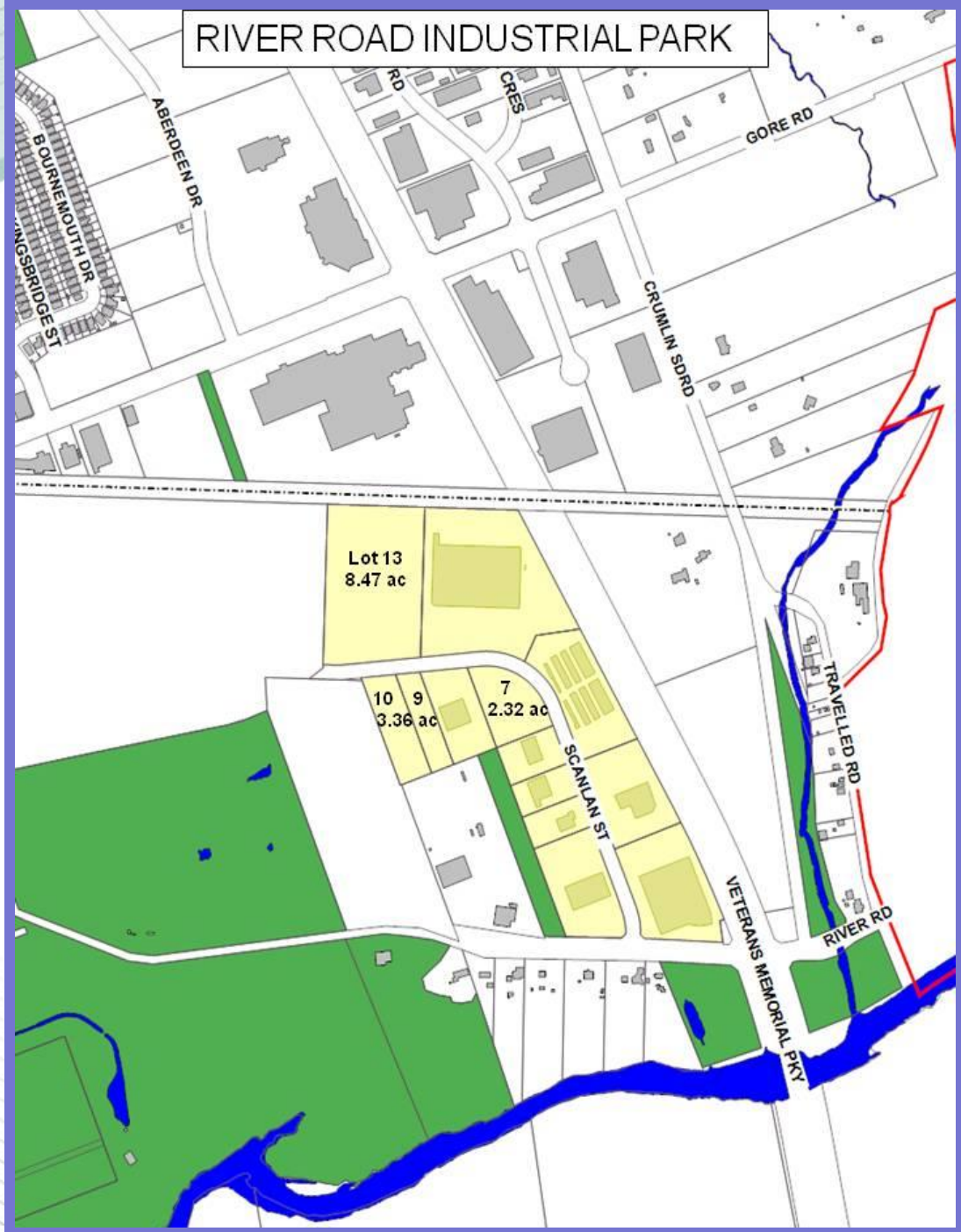
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FOREST CITY INDUSTRIAL PARK





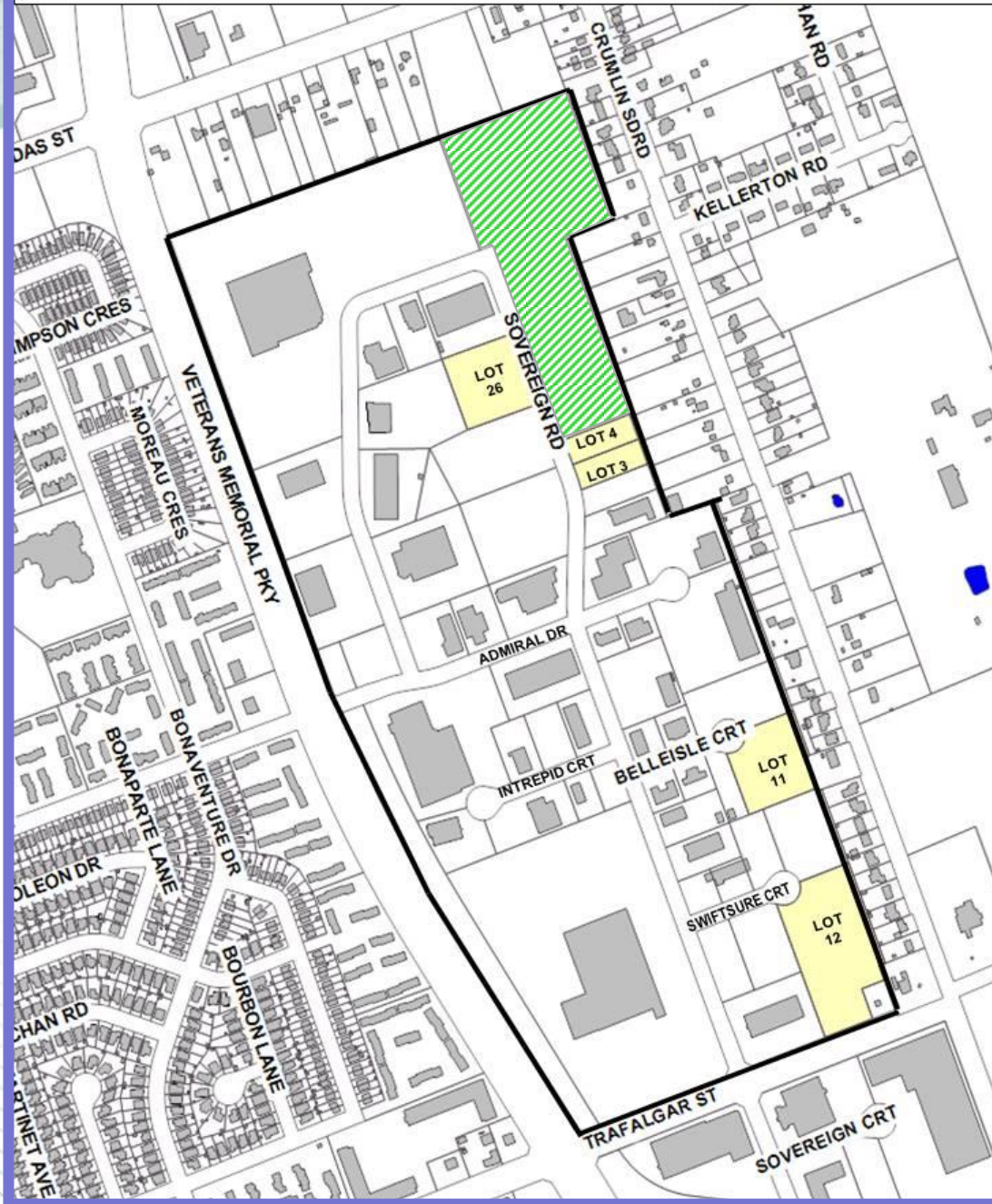
RIVER ROAD INDUSTRIAL PARK



TRAFALGAR INDUSTRIAL PARK

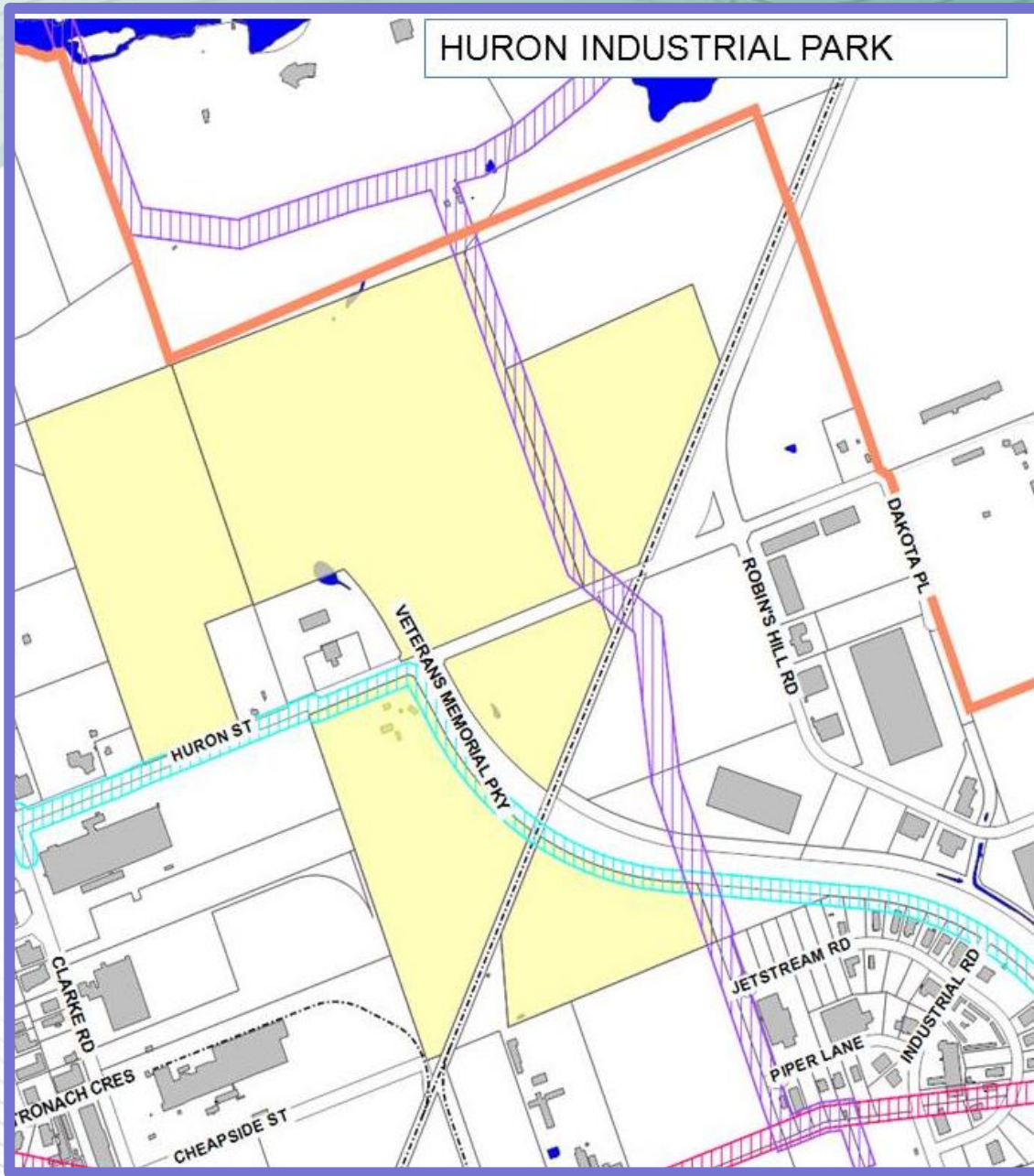


London
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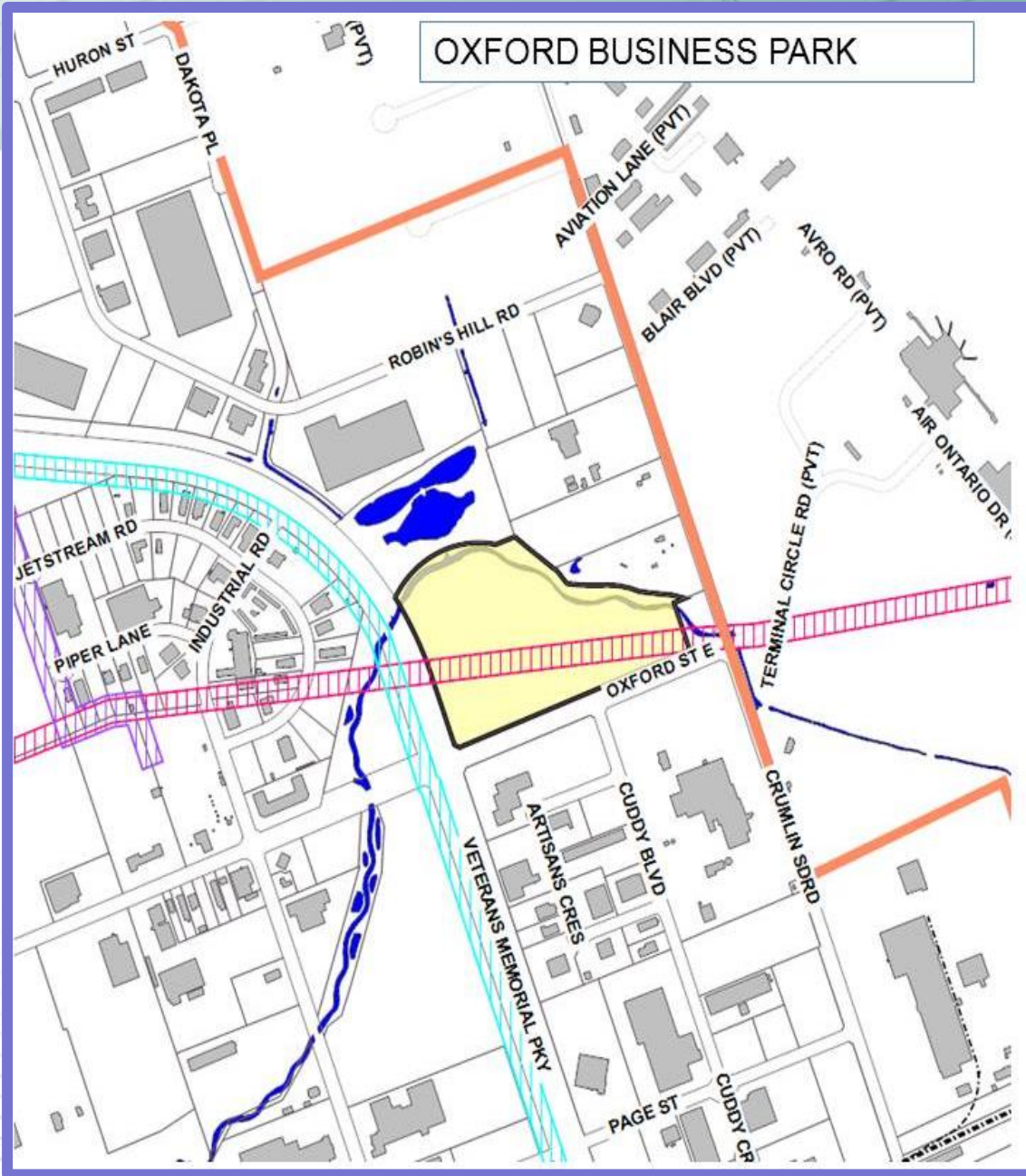
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OXFORD BUSINESS PARK





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S/W CORNER OF HIGHBURY/HIGHWAY 401

