



BLAIR BLANCHARD STAPLETON

LIMITED

REAL ESTATE BROKERAGE



2021 MARKET REVIEW

“There are no secrets to success. It is the result of preparation, hard work and learning from failure”

Colin Powell

2021 BY THE NUMBERS



Brokered the Greatest Number of Commercial Leases in Hamilton/Halton for 2021* (Over 250 Lease Transactions, 20.53% of total Market Share)



Brokered the Largest high rise re-development Land Assembly Deal in Hamilton** (3.6 acres with an average of \$11M per acre)



One of 2 Brokerages representing the Highest Number of Commercial Sales in Hamilton/Halton for 2021* (62 Sale Transactions)

*According to the Office Market Share Report for 2021 as per the Realtors Association of Hamilton/Burlington and internal statistics

**According to REM magazine March 3, 2022
(<https://www.realestatemagazine.ca/closing-hamiltons-largest-land-assembly-deal-of-2021/>)



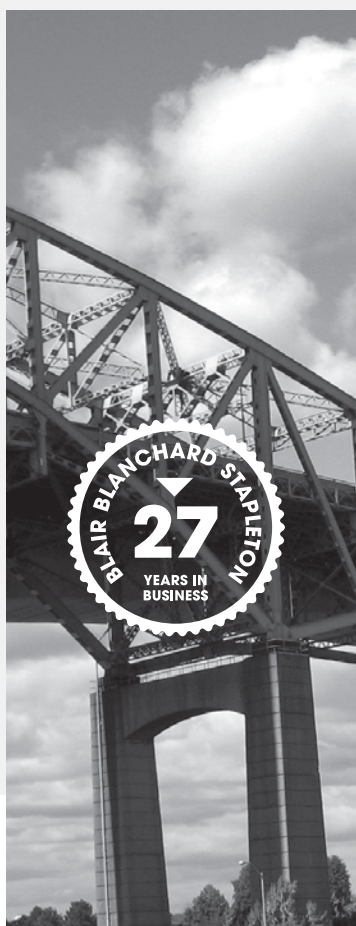
3 offices supporting the Hamilton and Burlington commercial markets.

Our offices are strategically located within retail, industrial, office & investment sectors to best exceed the needs of our clients. We believe in immersing ourselves in these sectors in order to obtain optimal target market coverage.



Most number of Commercial Agents/Brokers in the market with 18.

Our Agents and Brokers value relationships and growth. We, as a company, continue to educate ourselves to best serve our clients and their unique market requirements.



Celebrating 27 years in the commercial real estate business.

Our experience and contact network within the Hamilton, Halton and Niagara regions is second to none. We continue to foster relationships and expand our knowledge and client base.

KEY STATISTICS 2021^{***}



More than
\$228,000,000
in annual sales volume



Represented over
500
clients from multi-million-dollar national corporations to small local start-ups and everything in between.



Over
1,500,000
square feet of commercial space leased or sold within Hamilton/Burlington and the surrounding area.



Blair Blanchard Stapleton Limited Completes Historic Downtown Hamilton Land Assembly Deal

In the Summer and Fall of 2021, John MacNamara and Evan Apostol concluded a major land assembly transaction in downtown Hamilton totaling 3.6 acres, with an average of over \$11M per acre.

The transactions, which saw the majority close in September 2021, included the sale of Philpott Memorial Church and its neighbouring lot, 58 York Boulevard and the subsequent purchase of the Lincoln Alexander Centre at 160/164 King Street East – the latter of which was co-brokered by Robert Miles – and 168 King Street East. The surrounding parking lot that fronts on both King and Main was acquired in this assembly.

“It was a unique assignment that had roadblocks show up at every corner over a three-year period,” Macnamara said. **“In the end everyone walked away with what they started out to achieve, and for that we are very grateful.”**

“Being involved in a deal that will have such a large positive impact on the city is truly an honour,” Apostol said. “While we encountered our fair share of challenges along the way during this journey, I truly believe the end result is a great step in the right direction for the continued development of the built environment of Hamilton as well as contributing to the growth and diversification of the Downtown Hamilton community as a whole.”

A previous additional transaction totaling over \$10M was completed as part of this assembly and closed in June 2021.

These transactions are an addition to the ongoing revitalization of Hamilton's Downtown Core, with an upswing of residential developments and new retail opportunities.

The sale was the largest land deal in Downtown Hamilton for 2021, according to Real Track, and Blair Blanchard Stapleton Limited's largest done deal overall for 2021.

Apostol and MacNamara were two of Blair Blanchard Stapleton Limited's top producers for 2021, transacting a collective \$165M in both sale and lease deals of all asset classes, according to Blair Blanchard Stapleton Limited internal data.

“2020 was a remarkable year for the City, as well as for my career in terms of growth,” MacNamara adds. “2021 has surpassed that and this land assembly transaction was a major part of it.”

FEATURED INDUSTRIAL SALE



563 BARTON STREET, STONEY CREEK **SOLD**

*87,157 square feet fully leased industrial building.
Represented the Seller.*

FEATURED LAND SALE



KELSON AVENUE, SOUTH SERVICE ROAD, GRIMSBY **SOLD**

*Site area of 34.25 Acres of QEW frontage Industrial lands on the
border of Stoney Creek and Grimsby. Represented the Seller.*

FEATURED OFFICE LEASE



3380 SOUTH SERVICE ROAD, BURLINGTON **LEASED**

*Approximately 10,000 sf leased, multiple units.
Represented the Landlord.*

FEATURED RETAIL TRANSACTIONS



172 ARGYLE STREET NORTH, CALEDONIA **LEASED**

*New Build Retail Plaza. Various units/sizes.
Represented the Landlord.*



4045 HARVESTER ROAD, BURLINGTON **LEASED**

*5,600 square foot retail building.
Represented the Landlord.*



126 CATHARINE STREET NORTH, HAMILTON **SOLD**

*Unique office/retail building in the heart of the city.
Represented the Seller and Buyer.*



UNIQUE SOLUTION FOR A UNIQUE REQUIREMENT

121 PRINCESS STREET, HAMILTON

Our clients were looking to relocate their lives from Toronto to Hamilton which included finding a place to relocate their woodworking business. The required space couldn't be a typical industrial unit as these clients were coming from a funky brick and beam type setting that their clientele was accustomed to working in. Our client's business produces custom wooden pieces of furniture and serves as a studio space for woodworking enthusiasts who rent space or take part in various woodworking classes being offered. Coupled with the desire to have an interesting atmosphere to work in, the space also needed to have ample power, high ceilings and plenty of parking. Simple right? Wrong. With the vacancy rate being lower than 1% in the Hamilton Region, there was almost nothing left on the market, let alone something unique but functional.

Not long into this search, some other clients had decided they wanted to revamp their existing building at 121 Princess Street and relocate their business onto another property, thus freeing up 121 Princess for rental income. This space was old and tired but had great bones. The space was not going to hit the open market until the renovations were close to completion, which was going to take several months. The landlord knew the flavour of the moment was warehousing, but he didn't want to simply have someone storing product in his space while he sat back and collected rent. He wanted someone in his space to make something. He wanted to see people working with their hands and creating within his building.

Seeing the vision of what 121 Princess Street was going to look like after some fresh life was breathed back into it, we knew there was going to be a fit here.

With the woodworking business already committing to making the move to Hamilton, and the completion date of the renovations unknown, there were several obstacles to tackle to have this all come together. In the end, everyone worked toward a common goal and the result is truly one of a kind here in Hamilton. We are pleased to have been a part of this off market transaction which satisfied both groups.

OUR TEAM IS HERE TO HELP

Our current team consists of 18* sales representatives and two full time support staff with more than 100 years of combined experience. Our responsibility to our clients stems from our innate commitment as individuals and as a collective team to contribute to our community, to continually update our skillset and to nurture lasting relationships. Many of our team members have contributed significantly to the real estate industry and the local business community, through service on committees with the Realtors Association of Hamilton-Burlington (RAHB), the Real Estate Council of Ontario (RECO) and the Hamilton Chamber of Commerce. They have also given back to their communities through participation with various volunteer organizations. Our combined expertise in industrial sales, leasing, land sales, office leasing, retail & investment real estate and appraisals is unique to the Hamilton/Burlington area. Our certified professionals have industry knowledge covering urban planning, financing, appraisal, design-build, construction and property management.



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