

2020 MARKET REVIEW



 **BLAIR
BLANCHARD
STAPLETON**
LIMITED
REAL ESTATE BROKERAGE

 **BLAIR
BLANCHARD
STAPLETON**
HALTON LTD.
REAL ESTATE BROKERAGE

2020

BY THE NUMBERS



Brokered the most:

- Industrial Sales in Hamilton
- Industrial Land Sales in Hamilton
- Industrial Leases in Hamilton (over 5000 sq. ft.)



Largest:

- Re-development Land sale in the downtown Hamilton area
- Re-development Land sale in Burlington



Largest:

- Student residence sale in Hamilton



Most:

- Office building sales in Burlington
- Office leasing transactions in Burlington



Largest:

- Townhome complex sale in Hamilton



3 offices supporting Hamilton and Burlington



Most number of agents in the market with 17



Hamilton office celebrating its 25th year in operation

ABOUT BLAIR BLANCHARD STAPLETON

David Blanchard, Gary Stapleton and Drew Blair founded Blair Blanchard Stapleton Limited in July 1995 with the idea to form an elite group of professional salespeople to lead the Industrial, Commercial and Investment market in the Greater Hamilton Bay area. Over 25 years later, their vision has flourished into an industry leading, multi-million-dollar firm.

Our client base ranges from the small, single property user to medium size industries and Fortune 500 firms, including extensive dealings in the financial community. The many attributes of our sales force help us to provide our clients with the most informed, timely, professional real estate advice and service. It is essential in today's market to be able to offer a complete package when dealing with non-residential properties. Our sales representatives can coordinate all aspects of a potential sale/lease transaction in order to facilitate deal completion.

At Blair Blanchard Stapleton, we continually update our knowledge regarding construction methods, costs, zoning bylaws, building codes and the local political environment. These factors can be critical to the timing required to take a project from the initial stages to the finished facility.

In July 2012, we expanded and opened a second brokerage office in Burlington, Blair Blanchard Stapleton Halton Ltd., Brokerage. This office is a full-service business handling all areas of commercial sales and leasing to specifically meet the needs of clients in the Burlington area.

In 2020, Blair Blanchard Stapleton Limited was proud to celebrate its 25th year in business.



2020 KEY STATISTICS

HAMILTON

249
Transactions

\$118M
Sales Volume

1,000,000+
Square Feet Leased/Sold

BURLINGTON

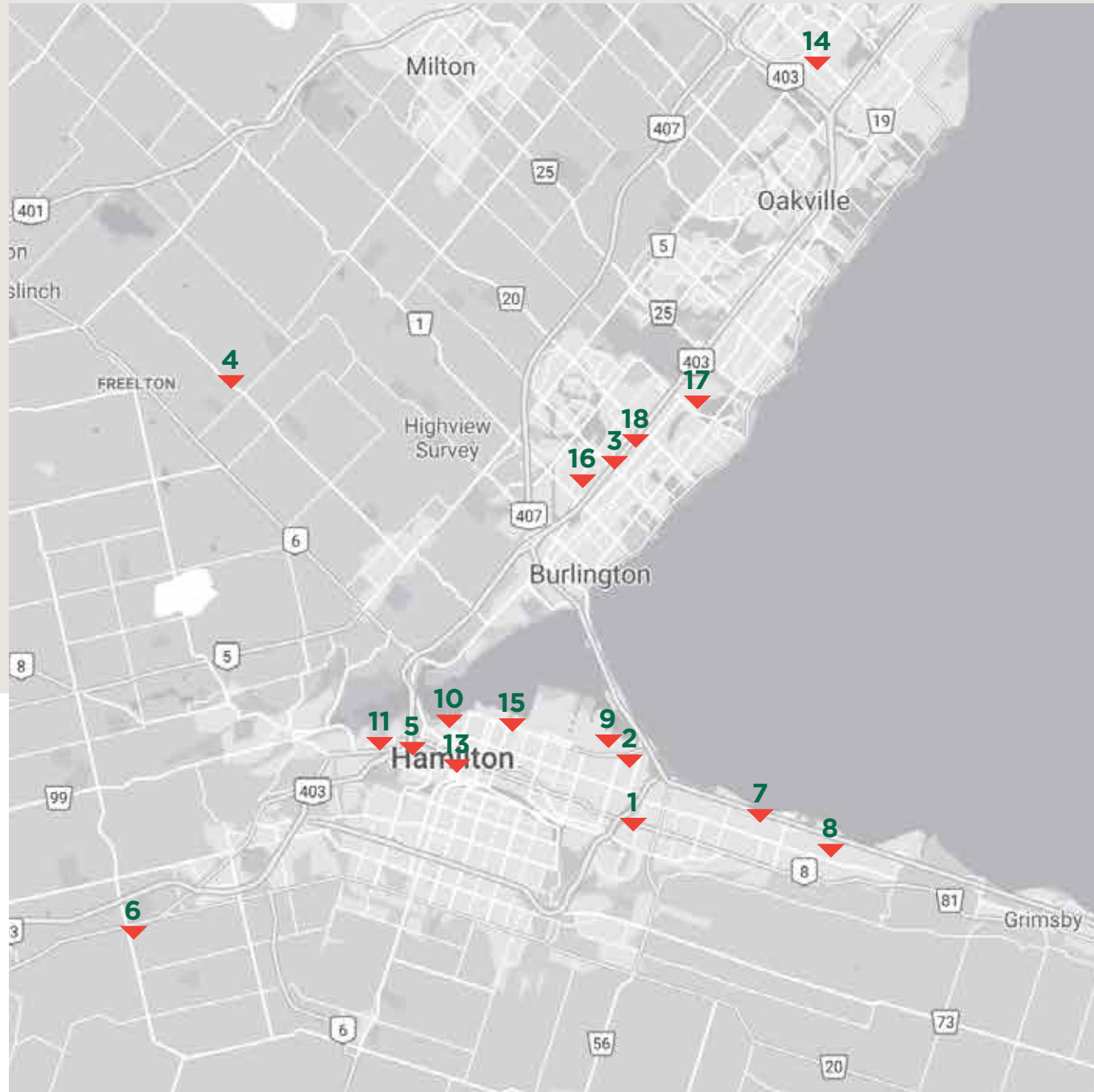
102
Transactions

\$42M
Sales Volume

340,133
Square Feet Leased/Sold

The statistics reflect transactions in the Greater Golden Horseshoe region between January 1, 2020 and December 31, 2020

2020 HIGHLIGHTED TRANSACTIONS



2020 HIGHLIGHTED TRANSACTIONS

- | | |
|---|--|
| 1 ▶ 75 WOODMAN DRIVE, HAMILTON | 10 ▶ 242 QUEEN STREET NORTH, HAMILTON |
| 2 ▶ 89 GLOW AVENUE, HAMILTON | 11 ▶ 1100 MAIN STREET WEST, HAMILTON |
| 3 ▶ 3600 BILLINGS COURT, BURLINGTON | 12 ▶ 1800 17TH STREET WEST, OWEN SOUND |
| 4 ▶ 1493 CENTRE ROAD, CARLISLE | 13 ▶ 13 AUGUSTA STREET, HAMILTON |
| 5 ▶ 144-150 CHATHAM STREET, HAMILTON | 14 ▶ 2870 PORTLAND DRIVE, OAKVILLE |
| 6 ▶ 735 TRINITY ROAD, ANCASTER | 15 ▶ 66 HILLYARD STREET, HAMILTON |
| 7 ▶ 444 SEAMAN STREET, STONEY CREEK | 16 ▶ 1095 NORTHSIDE ROAD, BURLINGTON |
| 8 ▶ 933 BARTON STREET, STONEY CREEK | 17 ▶ 603 MICHIGAN DRIVE, OAKVILLE |
| 9 ▶ 1757 BURLINGTON STREET EAST, HAMILTON | 18 ▶ 4190-4210 SOUTH SERVICE RD., BURLINGTON |



75 WOODMAN DRIVE, HAMILTON SOLD

*50 Maisonette Townhouse Complex on 2.36 Acres
Acted for the Seller*



89 GLOW AVENUE, HAMILTON SOLD

*33,745 sf industrial building on 6.20 Acres
Acted for the Seller and Buyer*



3600 BILLINGS COURT, BURLINGTON **SOLD**

*37,446 sf Office Building
Acted for the Seller and Buyer*



1493 CENTRE ROAD, CARLISLE **SOLD**

*9,474 Medical Facility
Acted for the Seller and Buyer*



**144-150 CHATHAM STREET,
HAMILTON** **SOLD**

*76,892 sf industrial complex on 2.817 acres
Acted for the Seller*



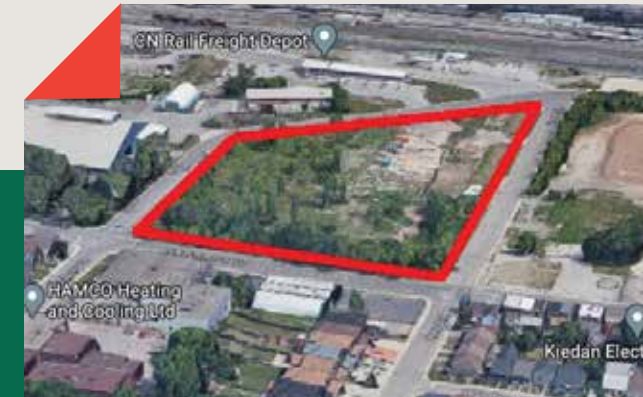
**735 TRINITY ROAD,
ANCASTER** **SOLD**

*60,000 sf industrial building on 13 acres
Acted for the Seller and Buyer*



**1757 BURLINGTON STREET
EAST, HAMILTON** **SOLD**

*46,750 sf industrial building on 9 acres
Acted for the Buyer*



**242 QUEEN STREET NORTH
HAMILTON** **SOLD**

*2.68 acre development land site
Acted for the Seller and Buyer*



**444 SEAMAN STREET,
STONEY CREEK** **LEASED**

*44,000 sf warehouse
Acted for the Landlord*



**933 BARTON STREET,
STONEY CREEK** **SOLD**

*12,000 sf industrial building on 1.626 acres
Acted for the Seller*



**1100 MAIN STREET WEST,
HAMILTON** **SOLD**

*52 bed student residence building
on 0.351 acres
Acted for the Seller and Buyer*



**1800 17TH STREET EAST,
OWEN SOUND** **SOLD**

*113,920 sf industrial building
Acted for the Buyer*



**13 AUGUSTA STREET,
HAMILTON** **SOLD**

*1,448 sf commercial building
Acted for the Seller*



**2870 PORTLAND DRIVE,
OAKVILLE** **SOLD**

*8,400 sf industrial building on 0.70 acres
Acted for the Buyer*



603 MICHIGAN DRIVE, OAKVILLE **LEASED**

22,170 sf office lease. Acted for the Tenant



**66 HILLYARD STREET,
HAMILTON** **SOLD**

*4,000 sf industrial building
Acted for the Buyer*



**1095 NORTHSIDE ROAD,
BURLINGTON** **SOLD**

*27,800 sf industrial building on 2.72 acres
Acted for the Seller*



4190-4210 SOUTH SERVICE ROAD, BURLINGTON **SOLD**

35,153 sf, 3 office building complex sale. Acted for the Seller and Buyer

OUR TEAM

Our current team consists of 17 recognized sales agents and brokers with more than 100 years of combined experience. Our collective 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.

IS HERE TO HELP

Many of our team members have contributed significantly to the real estate industry through service on committees with the Realtors Association of Hamilton-Burlington (RAHB) and the Real Estate Council of Ontario (RECO) and have also given back to their communities through participation with various volunteer organizations.



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The year 2020 marked a milestone anniversary for Blair Blanchard Stapleton Limited. BBS Realty announced the launch of new branding and customer-facing tools, including a fresh website and social media presence on LinkedIn, Instagram and Facebook.

Despite the challenges faced by the Covid-19 pandemic, Blair Blanchard Stapleton re-dedicated to providing a personalized approach to the commercial and investment market, remaining trusted partners in community development and the successful growth of local enterprises.

BBS has always found tremendous success with a strategy designed to enhance businesses operating — or looking to operate — in their home region. “We find that putting people first is a model that works,” says founding partner Drew Blair. “The national firms may be more concerned with their name or brand, rather than their talent. We feel it’s not the company that’s important, rather the people, the team, and the knowledge and empathy they provide to their clients.”

Founding partner Gary Stapleton reflects on the evolving market landscape: “In Real Estate, the most constant factor is change, and with that change, comes growth. Another key factor in our success is that we only hire experienced, reputable people. Ethics are important to us.”

It is these strategies and ethics which contributed to Blair Blanchard Stapleton’s success despite overwhelming odds in 2020.

The founding partners of BBS — David Blanchard, Drew Blair and Gary Stapleton — would like to thank their loyal clients, customers and employees for continued outstanding success in the business of commercial/industrial real estate sales and leasing.



**Your commercial real estate experts
in the Greater Burlington/Hamilton area.**

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BBSREALTY.COM