

The Industrial Insider

FOR INDUSTRIAL BUILDING AND LAND OWNERS



How Much Is Your Property Really Worth?

Understanding Its Current Valuation

I am writing to you today to share some exciting news about the current state of the industrial market. Our team has been closely monitoring the market and we have observed that it has been very active in recent months. With 500 industrial properties sold last year, we can confidently say that the industrial sector is still thriving.

There were 500 industrial land sales in the Lower Mainland in 2022, which is a 30 per cent decrease from the 711 sales in 2021. The dollar value of industrial sales was \$1.863 billion in 2022, a 23.9 per cent decrease from \$2.447 billion in 2021.

However, we understand that the market can be overwhelming to navigate, and it can be challenging to determine the true value of your property. That is where our team comes in. We specialize in providing valuation services to industrial property owners just like you. We can help you assess the current market value of your property and review its position in today's market.

We understand that the rise in interest rates has affected the values as well as the volume of sales in the past eight months. Nevertheless, we remain very busy here and are confident in our ability to help you make informed decisions about your property.

If you are interested in learning more about our services and how we can assist you in determining the value of your industrial property, please don't hesitate to contact us. We would be happy to set up a meeting with you to discuss your property and answer any questions you may have.

Thank you for your time, and we look forward to hearing from you soon.

Featured Properties



FOR SALE

**649 Derwent Way
Delta**

1.84 acres of I2 zoned land improved with 35,600 SF warehouse and 4,600 SF office

SOLD



6841 Palm Avenue, Burnaby

10,237 SF Industrial building with potential medium-density multifamily development

SOLD



1245 Frances, Vancouver

6,278 SF Prime industrial building in the downtown Eastside

SOLD



5791 Sidley Street, Burnaby

6,165 SF Industrial building with potential for medium-density multifamily residential development

SOLD



5289 Lane Street, Burnaby

5,900 SF Industrial building with potential medium-density mixed-use development

Client Success Story

7444 Edmonds Street
Burnaby, BC

BIG O TIRES



CHALLENGE

To assist the ownership of BIG O TIRES with the sale of their industrial building. City of Burnaby's Edmonds Official Community Plan supports high-density mixed-use development for the BIG O TIRES site along with 5 neighbouring lots for one future development. Sell for maximum land price and lease back for 2 years to run the existing business.

ACTION

- » A comprehensive due diligence package & marketing package was prepared for potential purchasers which included local, national and international developers.
- » Direct marketing, paid advertising, social media and various commercial real estate websites were used as the marketing engine for the offering.
- » We engaged every local, national and international developer interested in high-density mixed-use development sites.
- » Worked extremely hard with the environmental company

RESULT

An investor approached us with a great offer, which our clients accepted with a 2 year leaseback at a phenomenal rate.

TESTIMONIAL

"Sam marketed and sold our building at 7444 Edmonds in Burnaby. The process was complicated due to environmental challenges, but Sam stayed committed during the whole process of environmental testing and kept the purchaser engaged. Our industrial building had land value for future high-density mixed-use development so Sam got us an amazing price. Sam kept us informed of each step during the process and got the job done. We highly recommend Sam Emam to handle the sale of your building."

— Rick King and Rick Deaves
Former owners of Big O Tire

Sam Emam

Personal Real Estate Corporation

604.420.4205

sam.emam@macdonaldcommercial.com

Zhal Sean

604.379.3764

zhal.sean@macdonaldcommercial.com

Macdonald
COMMERCIAL

BlocktoBlockCommercial.com