



# Land Development & Investment Team

Aquisitions & Dispositions across the GTHA



**Lennard:**

201-60 Columbia Way, Markham  
905.752.2220

[lennard.com](http://lennard.com)





# Lennard:

## Creating Commercial Real Estate *Value*

### In Brief

Lennard, founded in 1980, is a full service commercial realty firm. With over 180 employees and four offices across the GTA, one office in Waterloo and one in Ottawa, Lennard is among the top five largest brokerages in Ontario. Lennard Commercial offers a complete range of real estate services to occupants, tenants, owners and investors in the office, retail, industrial and land sectors across North America.

### The Lennard Experience

We always put people first. Our work-life balance philosophy empowers us and helps us achieve mutually beneficial and remarkable results. There is no short-term gain at Lennard, long-lasting relationships are what keep our business growing. Our entrepreneurial spirit keeps us grounded and always in tune with the community we are part of. We work with like-minded honest people only, those who gravitate towards creativity, freedom, equality, and opportunity. Our extensive experience and broad expertise, topped by our key connections and strategic partners makes us the team of choice for organizations large and small.

### Why Lennard: Partnership & Integrity

At Lennard we provide a high level of personal attention to each and every project and deliver measurable results to our clients in a timely manner and with the utmost integrity. We work as true partners to our clients in realizing the full value of their land and property. That's what makes us different and why our clients choose us.

- Partnership lies at the very heart of Lennard. We believe that working together in a relationship of equals with clients brings the best results.
- We put our clients first. Customer care is our top priority. As a partnership, we have no shareholders to satisfy, only our clients.
- The team you meet initially is the team who will work on your behalf when you appoint us. You will benefit from the insightful knowledge that our expert local teams bring, combined with the global approach and contacts they can tap into.
- We conduct ourselves with the highest level of trust, respect, fairness and integrity.
- We are committed to quality and continuous improvement.



# Land & Investment Group

We are real estate professionals who specialize in land trade, a unique and multifaceted process. Our team creates value and maximizes returns by rigorously analyzing ventures across a range of variables. We assess potential developments and land investments in terms of location, land use, geography, profitability, development time lines and infrastructure, as well as municipal approval procedures. Lennard communicates with municipalities throughout our trade area and regularly exchanges knowledge with planners, engineers and politicians at every level. We have built strong relationships of respect and cooperation with industry professionals and regularly partner with planners, engineers and construction organizations to deliver industry leading real estate solutions for our clients.

The Land & Investment Group stays informed regarding official plans, plans of subdivision and changes to Provincial Planning legislation. We are a first source of information for many developers and we remain well informed regarding regional trades and transactions.

The Lennard Land & Investment Group provides the full spectrum of brokerage and consulting services – including site selection, land use analysis, acquisition, disposition and real estate strategy formulation and execution. We provide custom and unique sales solutions to assist you in achieving the maximum value for your property.

## We custom tailor our real estate solutions to achieve your goals.

### Services Provided

1. Formulating custom real estate strategy
2. Assessing property values
3. Evaluating market positions and identifying potential purchasers
4. Coordinating professional service providers (Planners, Engineers, Construction Managers)
5. Full service sales and marketing campaigns
6. Development proforma
7. Transaction negotiations – ensuring our clients achieve the best possible price
8. Monitoring Municipal and Provincial Planning Initiatives and Legislation

We believe in being completely “hands on” and over-communicating so that our clients maximize their real estate objectives and are a part of the process from start to finish. We invite you to contact us to discuss your land and how our personal and custom approach can assist you in obtaining the maximum return on your land investment.

# The Team



## Aran Pope

### Senior Vice President & Sales Representative

Aran serves as the Senior Vice President of the Land & Investment Group at Lennard Commercial, where he leverages a robust skill set and extensive knowledge of planning and development processes. He is proficient in analyzing and interpreting geographic, economic, and demographic data. Additionally, Aran possesses substantial marketing expertise, complemented by a technical foundation in geospatial analysis. His negotiation acumen has resulted in the successful facilitation of \$1.5 billion in land sales. Aran earned his degree in Geography & Earth Science from McMaster University, specializing in Urban Development and Geospatial Science.



## Brennan Shier

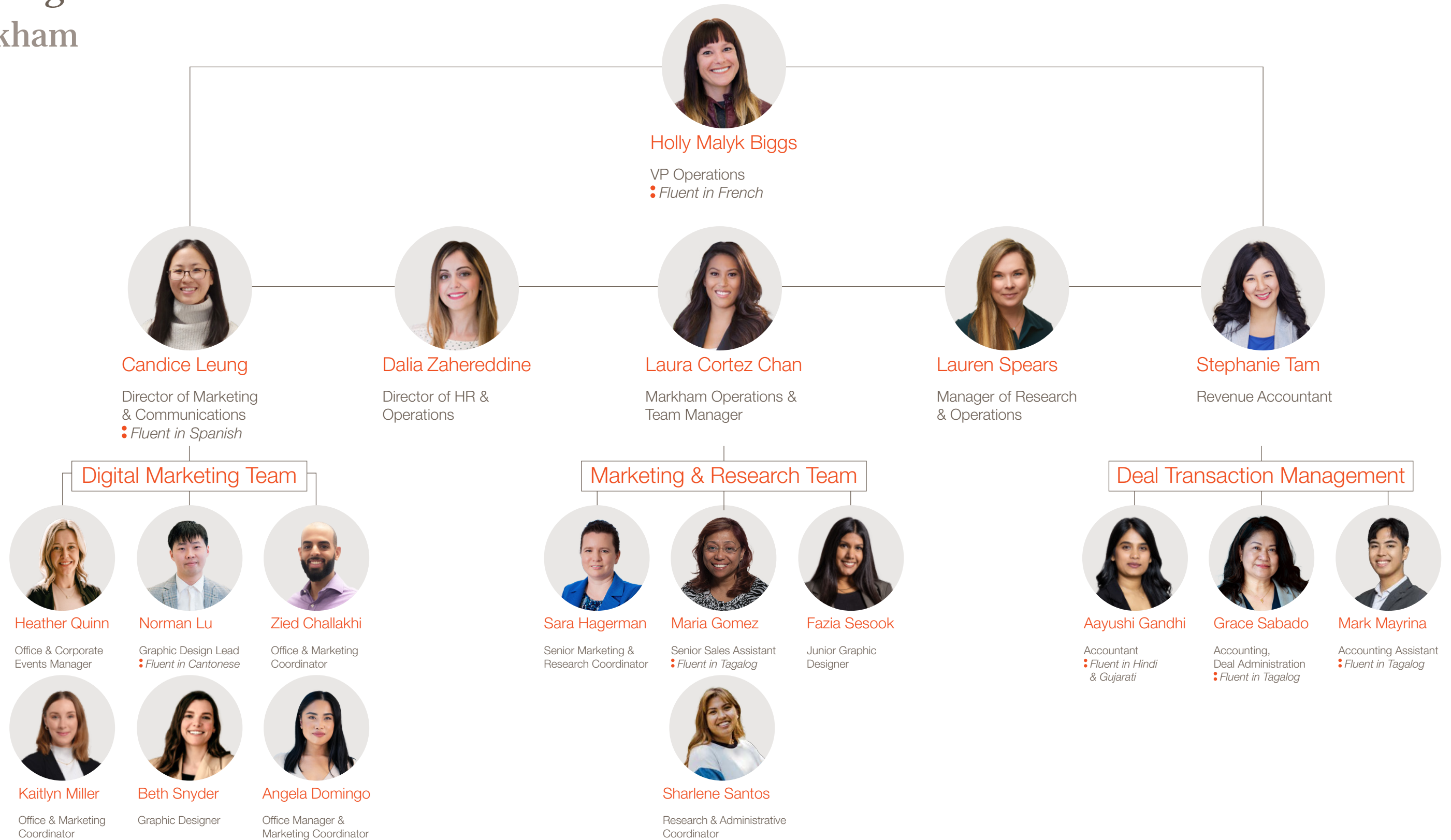
### Vice President & Sales Representative

Brennan is a Vice President at Lennard’s North Office, working alongside Aran Pope as a pivotal member of the Land Development & Investment Group. Brennan launched his commercial real estate career immediately after earning his degree in Business and Economics from Wilfrid Laurier University. With a thorough and comprehensive understanding of both local and regional planning frameworks, Brennan specializes in underwriting asset valuation, considering both macro and micro factors that influence market dynamics. Over the last five years, Brennan has successfully played an instrumental role in transactions totaling over \$500 million. Brennan regularly applies his extensive knowledge to provide clients with strategic insights on valuation, deal negotiations, creative deal structures, and maximizing property value. With a strong commitment to client service, Brennan places a high priority on relationship-building, ensuring he understands each client’s unique needs and works to deliver tailored solutions.

# The Lennard Team

Working for You

Markham

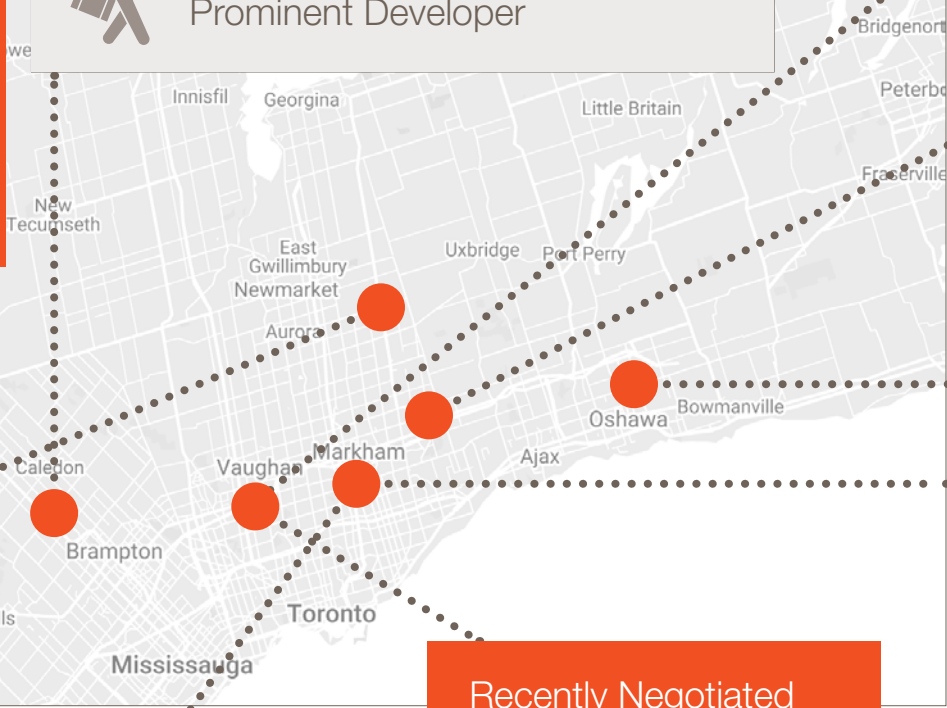


# Our Land Development Track Record

We've Done Over **\$1 Billion Dollars** In Investment Sales in the **Last 15 Years**

**Development Land: Caledon**  
Residential Secondary Plan Land  
**\$38 Million** **45 Acres**  
Purchaser: Prominent Developer

We've Sold Over **1400 Acres** In York Region Alone!



Recently Negotiated **\$ Over \$100 Million** In Building Investments for Our Clients

**Beckett Farm: Markham**  
Residential Greenfield Land  
**\$100 Million** **150 Acres**  
Purchasers: Partnership of 4 Prominent GTA Home Builders

## Commercial Land

**Vaughan**  
**\$58,000,000**  
**17 Acres**  
Purchaser: Costco Wholesale Canada Ltd.

**Markham**  
**\$8,000,000**  
**6.91 Acres**  
Purchaser: Ideal Developments

**Stouffville**  
**\$14,800,000**  
**92 Acres**  
Purchaser: Corebridge Developments

## Institutional Land

**\$4,725,000**  
**3.5 Acres**  
Purchaser: York Region

**\$15,000,000**  
**101 Acres**  
Purchaser: City of Markham

**Aurora**  
**\$6,900,000**  
**4.4 Acres**  
Purchaser: Delmanor (Tridel)  
Use: Retirement Development

**Oshawa • Golf Course**  
**\$45,000,000**  
**150 Acres Development Land**  
Purchaser: Prominent Developer

Our team achieved a sale price 30% higher than all other unsolicited offers that the Vendor received. We also set a benchmark for the highest price per acre at the time for unzoned low density single detached land in Oshawa history.

**Infill Land: Markham • Townhouse Land**  
**\$47,000,000** **7.8 Acres**  
Purchaser: Prominent Developer





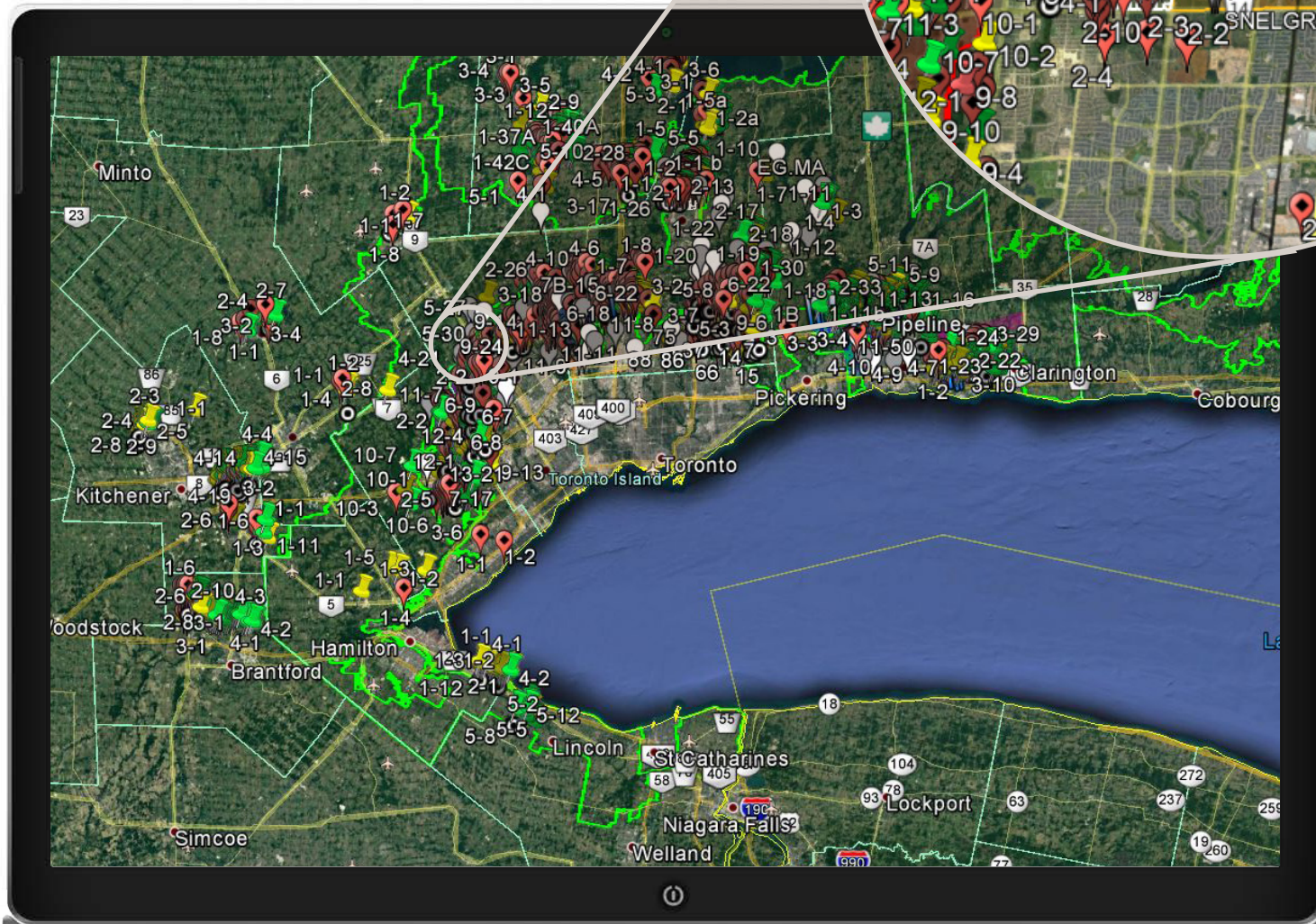
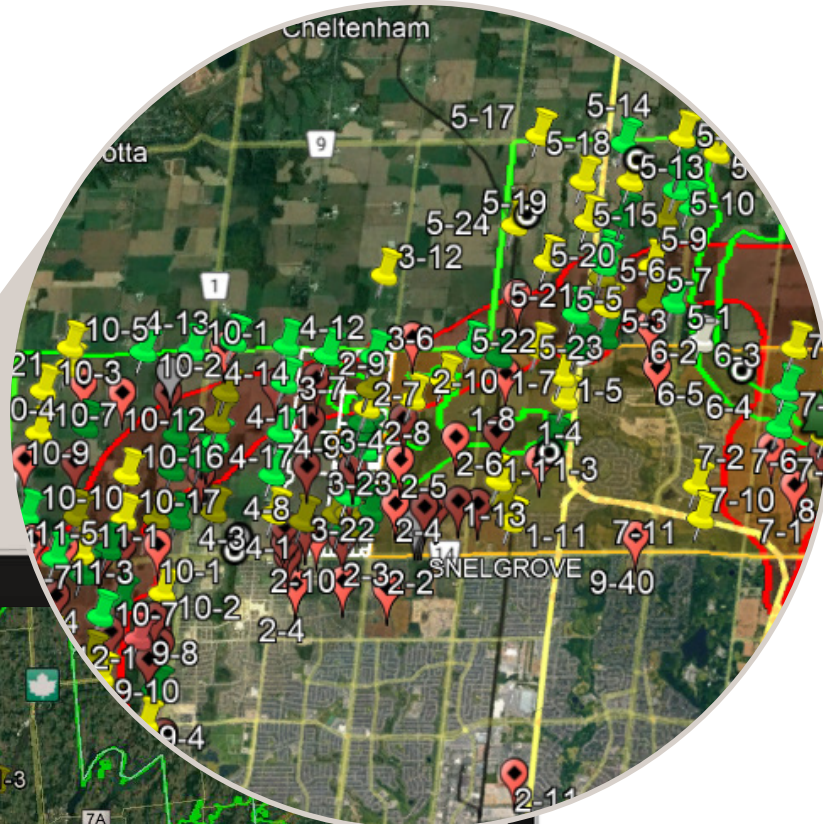
# Proprietary Land Tracking System

Over  
**4000**  
Whitebelt  
Properties

All Tracked  
& Contacted

120,000+  
Acres  
Tracked

 Individual Owners
  Investment Owners
  Developers



## We Monitor:

- Current & Historical Land Owners
- All Recent Sales
- Land Currently on the Market
- Estimated Developable Land
- Sales Trends
- Infrastructure & Servicing Timing Estimates

## Mapping Overlays Include:

**Transportation Routes:** Proposed & Under Construction  
**Environmental Features:** Natural Heritage, Greenbelt, etc.  
**Secondary Plan Areas**

Planning Info &  
Government Policy

We Track  
That Too!

We Also Track  
Residential **Infill**  
& **Employment**  
Lands



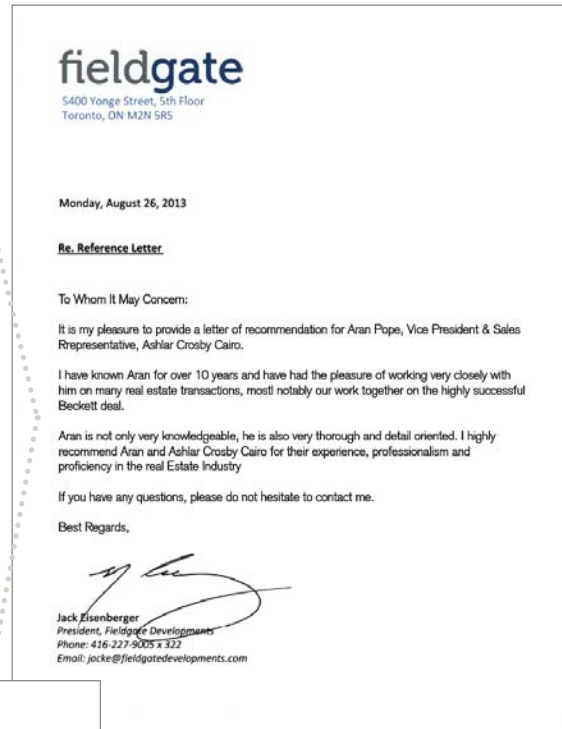
# Endorsements & Testimonials

"It is my pleasure to provide a letter of recommendation for Aran Pope, Vice President and Sales Representative, Ashlar Crosby Cairo.

I have known Aran for over 10 years and have had the pleasure of working very closely with him on many real estate transactions, most notably our work together on the highly successful Beckett deal.

Aran is not only very knowledgeable, he is also very thorough and detail oriented. I highly recommend Aran and Ashlar Crosby Cairo for their experience, professionalism and proficiency in the Real Estate industry."

**Fieldgate Developments**  
Jack Eisenberger, President



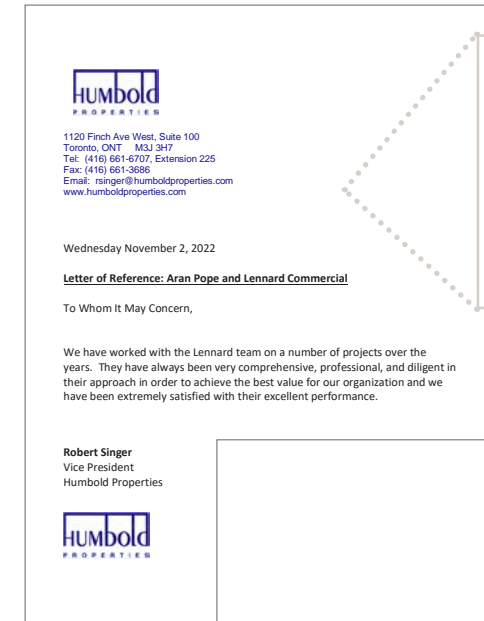
"The team has earned my trust and confidence. We have found them to be knowledgeable and treat our discussions in a confidential manner. They have developed a strong team of real estate professionals to support their activities. I have worked closely with Aran Pope who is a very strong addition to their team."

**Gervais Development Corporation**  
Gerard Gervais, President



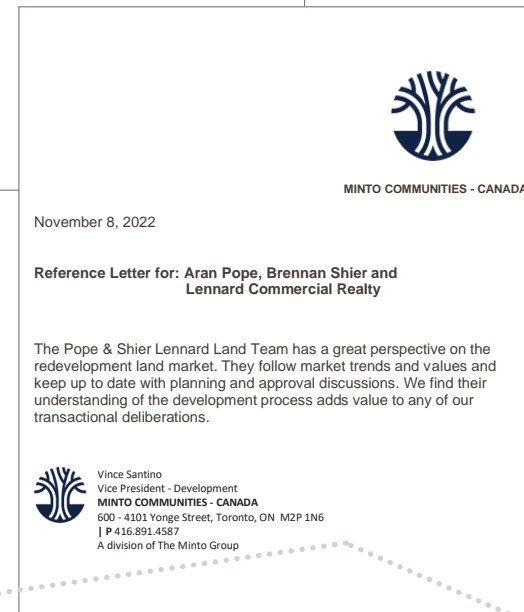
"I have worked with Aran and the Lennard team on several projects. I have found Aran and his team to be very knowledgeable, professional and a pleasure to work with. I am very happy with their performance and would highly recommend them."

**Valleymede Homes**  
Paul Miklas, President



"We have worked with the Lennard team on a number of projects over the years. They have always been very comprehensive, professional, and diligent in their approach in order to achieve the best value for our organization and we have been extremely satisfied with their excellent performance."

**Humboldt Properties**  
Robert Singer, Vice President



"The Lennard Land Team has a great perspective on the redevelopment land market. They follow market trends and values and keep up to date with planning and approval discussions. We find their understanding of the development process adds value to any of our transactional deliberations."

**Minto Communities**  
Vince Santino, Vice President



"The Lennard team has worked with us on a number of key land acquisition efforts over the last several years and most recently has been instrumental in establishing and implementing a proactive strategy for acquiring a significant real estate position in a key GTA municipality.

They are hard-working, creative, accessible and committed to the cause and we're thrilled they're aligned with us and our objectives to take Paradise Developments to the next level."

**Paradise Developments**  
Mark D. Jepp, President

## Our Notable Transaction Partners Include:





# Recent Team Land Sales

11011 Pine Valley Drive

Vaughan, Ontario



**Sold Firm**

- Sale Price  
**\$50,000,000**
- Land Size  
**107 Acres**
- Asset Type  
**Residential Development Land**

- Land owned by local families
- Sold to Prominent Builder / Developer
- Future development land within a Secondary Plan
- Provided valuation services, coordination for third party surveyors and consultants & full marketing services

The purpose of this assignment was to sell the largest non-developer owned piece in the Block 41 secondary plan. Our team was selected over 6 other brokerage teams where our marketing approach resulted in multiple bids ultimately achieving the highest, firm (no conditions) all cash offer in Ontario for that calendar year.

## Townhouse Development

Markham, Ontario

- Sale Price  
**\$47,000,000**
- Land Size  
**7.8 Acres**
- Total Buildable Units  
**147**
- Asset Type  
**Residential Development Land**

**Sold Firm**

- Owned by prominent developer
- Project launched in March 2021
- Site Plan Approved



**Greensborough Markham Lands**  
Approved Townhouse Site - 147 Units



## 1088 Progress Avenue

Toronto, Ontario



- Sale Price  
**\$14,000,000**
- Land Size  
**0.919 Acres**
- Asset Type  
**High Rise Development Land**

- 18 Storey, 272 Unit development with a total GFA of 231,290 SF
- Site Plan Application and Minor Variance for parking were in circulation at the time of launch

## 4577 Steeles Avenue E

Toronto, Ontario



- Sale Price  
**\$17,000,000**
- Size  
**201,306 SF on 0.66 Acres**
- Asset Type  
**Infill Redevelopment Land**

- Mixed Use High Rise
- Holding income in place
- Sold to local building company

**Purpose Built Rental Sale**

## 2750 7th Concession

Pickering, Ontario



- Sale Price  
**\$3,400,000**
- Land Size  
**66 Acres**
- Asset Type  
**Future Development Land**

**Record Sale Price**

- North-East Pickering Future Expansion Area Land
- Our Team represented the original owner of the property
- Completed successful sale to Fieldgate Homes
- Set the record for highest price per net developable acre in North Pickering



# Recent Team Land Sales

Redevelopment Land at 1270 Columbus Road West  
Whitby, Ontario



Sale Price  
**\$48,000,000**  
 Land Size  
**203 Acres**  
 Asset Type  
**Long Term Residential Development Land**

- Sold to Prominent Builder / Developer
- North-West Whitby Future Expansion Area Land

Employment Land Langstaff & Highway 427  
Vaughan, Ontario



Sale Price  
**\$58,466,075**  
 Land Size  
**17.06 Acres**  
 Asset Type  
**Residential Development Land**

- Sold to Costco Wholesale Canada Limited



12530 Chinguacousy Road  
Caledon, Ontario

Sale Price  
**\$38,000,000**  
 Land Size  
**45 Acres**  
 Asset Type  
**Zoned Residential Land**

- Part of the Alloa Secondary Plan
- Sold to a partnership of two prominent developers
- Land within the Caledon expansion area
- Competitive bid process

Cobourg East Land  
Cobourg, Ontario



Sale Price  
**\$35,000,000**  
 Land Size  
**264 Acres**  
 Asset Type  
**Mixed Use Development Land**

**Joint Venture**

- Phase 1 Draft Plan Approved
- 6 phase master planned community
- Successfully sold to Tribute Homes as a joint venture

Workman Road S  
Cobourg, Ontario



Sale Price  
**\$8,000,000**  
 Land Size  
**33 Acres**  
 Asset Type  
**Approved Secondary Plan Land**

- Sold to a private developer
- Creative vendor-take-back mortgage structure
- Highest price per acre for unapproved land in the Cobourg East Secondary Plan

4100 Teston Road  
Vaughan, Ontario



Sale Price  
**\$14,702,800**  
 Land Size  
**12.55 Acres**  
 Asset Type  
**Residential Development Land**

- Land owned by local families
- Sold to Prominent Builder / Developer
- Future development land within a Secondary Plan
- Provided valuation services, coordination for third party surveyors and consultants & full marketing services





# Long-Lasting Relationships

Are What Fuel Our Business

## Team Land Sales

Beckett Farm (Kennedy Rd & 16th Ave)  
Markham, Ontario



- Sale Price** \$100,000,000
- Land Size** 204 Acres
- Purchasers** Partnership of 4 Prominent GTA Home Builders

### The Project

Our team represented a private family in the disposition of 204 acres at 16th Avenue & Kennedy Road in Unionville (Markham). The property is currently being developed with over 1,800 residential units.

### The Solution

This offering was brought to the market at the beginning of the worst economic downturn since the Great Depression. In spite of the marketplace deep freeze, this property was considered so unique an opportunity that our team was able to present to the Vendor Family 26 Letters of Intent or Purchase Agreements over the course of the listing. The successful bidder was comprised of a partnership of four well known home builders. Initially a modified RFP, the sale was secured in the traditional manner well after the expiry date for bids.

As has been the case in many recent land transactions, financing was a crucial component of the final deal. A Vendor Take Back first mortgage was negotiated to seal the deal, taking the Vendor's tax implications into account through annual principal payments.

Columbus Golf & Country Club  
Oshawa, Ontario



- Sale Price** \$45,000,000
- Land Size** 150 Acres
- Purchaser** Prominent Developer

### The Project

The Columbus Golf & Country Club, a family run business in Oshawa, was a prime residential development piece unbeknownst to the owners. The family received numerous unsolicited offers from developers but did not fully understand the full value of their lands until our team began working with them.

### The Solution

Our team researched the potential of the property taking into consideration numerous factors including its status in Official and Secondary Plans, Oshawa and Durham Region's appeals at the OMB regarding these lands, and estimated developable acreage. Our team brought the property to market using our Controlled Market Process which gives potential purchasers all of the information needed to submit informed offers, and created a competitive environment. We were able to bring in 9 qualified offers from reputable developers and **we were able to achieve the highest price per buildable acre for whitebelt land in the history of the City of Oshawa.**



Land on Creditview Road  
Brampton, Ontario

- Sale Price** \$5,200,000
- Land Size** 2.24 Acres
- Asset Type** Residential Development Land

- Owned by Pantheon Group (local developer)
- Through in-depth marketing & sales process, sold to Tiffany Park Homes
- 16 single detached lots
- Draft Plan Approved
- Within the Credit Valley Secondary Plan

665 Taunton Road E  
Whitby, Ontario



- Sale Price** \$3,300,000
- Land Size** 1.37 Acres
- Asset Type** Residential Infill Land

**Record Sale Price**

- Site Plan Approved & Serviced land
- 24 common element freehold townhouses
- Successfully sold to Acorn Homes - GTA developer/builder
- Set the record for highest price per acre for medium density land in Whitby history

1015 King Street E  
Oshawa, Ontario



- Sale Price** \$2,000,000
- Size** 3.23 Acres
- Asset Type** Development Land

- Draft Plan Approved Commercial and Residential Development Land
- Overcame several difficulties with regards to restrictive zoning and environmental hazards
- Sold to local building company

3171-3191 Highway 35  
Newcastle, Ontario



- Sale Price** \$1,300,000
- Land Size** 33.90 Acres
- Asset Type** Development Land

- Prominent local developer / builder
- Long term development land
- Facilitated environmental studies including phase 1 and phase 2 testing



# Lennard:

Aran Pope\*  
Senior Vice President  
905.695.9172  
[apope@lennard.com](mailto:apope@lennard.com)

Brennan Shier\*  
Vice President  
905.695.9258  
[bshier@lennard.com](mailto:bshier@lennard.com)

201-60 Columbia Way, Markham  
905.752.2220  
[lennard.com](http://lennard.com)

\*Sales Representative

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