

OVER 30 YEARS EXPERIENCE WITH INTEGRITY, TRUST AND PROVEN RESULTS.

**NEW RETIREMENT HOMES ACT, 2010 REGULATIONS PROPOSED**

On February 22, 2011, the Ontario government announced proposed regulations under Bill 21, the *Retirement Homes Act, 2010*. Bill 21 regulations would outline retirement home licensing and complaints procedures, care and safety standards and resident rights and protections. The government further announced the appointment of an interim board of directors to lead the Retirement Homes Regulatory Authority. Administrative requirements for the Authority's emergency fund, financial penalties for homes not in compliance with regulations and processes...[Read More](#)

**AGE IN PLACE: THREAT OR MARKETING OPPORTUNITY?**

A SWOT analysis, identifying Strengths, Weaknesses, Opportunities & Threats, is often used in developing the marketing strategy for an individual community. The aging-in-place concept should definitely be viewed as a threat to the traditional senior living community industry..

This phenomenon is clearly gaining traction and all indications are that this stated preference will become even more prevalent as succeeding generations age into the historical target demographic for senior living communities.

On the other hand, management, marketing and sales can turn this challenge into an opportunity. It is becoming clearer that an aging adult will need to adapt their living space to be able to continue to effectively "age-in-place"....[Read More](#)

**PROPERTIES AVAILABLE**

<u>AREA</u>	<u>SIZE</u>	<u>STATUS</u>
Newmarket, Ontario.	36+ Units	Sold
Ottawa, Ontario	60+ Beds	Conditionally Sold
Ottawa, Ontario.	70+ Beds	Conditionally Sold
Peterborough, Ontario	55+ Units	Available
Windsor, Ontario.	90+ Beds	Conditionally Sold

**RETIREMENT RESIDENCE TRENDS 2011**

People love Top 10 lists. An American blog called Senior Housing News just released its Top 10 trends for the industry in the U.S. and I thought it would be interesting to reflect on one or two of their choices from a Canadian perspective.

If you don't pay attention to retirement housing events in the U.S., the whole industry is in much worse shape than its Canadian counterpart, mostly because their housing market basically collapsed in the recession and still hasn't recovered...

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<u>FIVE-YEAR TERM</u>	<u>SPREADS OVER GOCB</u>	<u>INTEREST RATES</u>
GMHC MULTI-FAMILY	0.80% - 1.10%	3.34% - 3.64%
CONVENTIONAL MULTI-FAMILY	1.80% - 2.25%	4.34% - 4.79%
RETAIL, OFFICE, INDUSTRIAL	1.85% - 2.35%	4.39% - 4.89%

**CURRENT BOND RATES**  
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THE ABOVE INTEREST RATES ARE CURRENT AS OF MARCH 15, 2011 AND ARE BASED ON GENERAL CONDITIONS IN THE COMMERCIAL MORTGAGE MARKET FOR GOOD QUALITY COMMERCIAL PROPERTY. THESE RATES ARE INDICATIVE ONLY AND SHOULD NOT BE TAKEN AS AN OFFER OF MORTGAGE FINANCING. RATES ARE APPLICABLE TO MORTGAGES IN EXCESS OF \$1.0 MILLION.

1ST QUARTER,  
MARCH, 2011.

**FEATURED PROPERTY**

MAPLE VIEW - PETERBOROUGH



**RECENT TRANSACTIONS**

CLOCKTOWER - NEWMARKET



MILLWOOD MANOR - KITCHENER



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