

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

**MYSTERY SHOPPING TO IMPROVE RESIDENCE SERVICE**

So you think you know your residence pretty well? Got a handle on expenses? Keep an ear to the ground in terms of competition? Have a five-year capital plan? Maybe you've even got a solid marketing plan, traffic's pretty steady and you've put comprehensive management reporting in place so you understand your key quality indicators pretty well. And yet, your occupancy is slipping, attrition is up and closing ratios are down. What's really going on?

Until you can see your product from your customer's perspective, you don't really have the whole picture. While your marketing may be first-rate, something about the prospects' experiences with your residence may be turning them off. You can't possibly judge this without putting yourself in your customer's shoes. Engaging an unbiased third party to conduct a "mystery shop" of your residence can provide you with an unparalleled opportunity to find the obstacles that may be impeding sales. The results will allow you to target areas of weakness and, if implemented correctly, close more deals....[Read More](#)

**WEBINAR: GET MEDIA ATTENTION FOR YOUR RETIREMENT COMMUNITY**

To reach seniors and boomers in today's cluttered marketplace you need to understand—and know how to work with—the media. If they're listening to your message you can be sure that your prospects are too.

This webinar will show you how the media thinks and what they want. You will learn how to construct a successful media pitch using the "hook", how to work with media outlets and how to monitor your coverage. You will also learn how to be noticed by the media online and why it is critical that you have a media presence there...[Read More/Video Link](#)

**PROPERTIES AVAILABLE**

AREA	SIZE	STATUS
Central , Ontario	55+ Units	Available
Ottawa, Ontario	38+ Units	Available
Central, Ontario.	200+ Units	Conditionally Sold
Cambridge, Ontario	20+ Beds	Sold
Ottawa, Ontario	60+ Beds	Sold
Newmarket, Ontario.	36+ Units	Sold
Ottawa, Ontario.	70+ Beds	Sold
Windsor, Ontario.	90+ Beds	Sold

\*We have several off market opportunities available. Please contact us for more information.

**DEVELOPMENT SITE  
JOINT DEVELOPMENT OPPORTUNITY**

- Site: 4.05 acres with zoning and site services agreements in-place
- Location: 2 Douglas Road, Uxbridge, Ontario. Located only 40 minutes northeast of Toronto it is the 3rd largest geographical area in Durham Region
- Project: Age-in-place seniors' community comprised of a 6 storey Retirement Residence (145+/- units), and a 6 storey Seniors' Apt. complex (80+/-units)

**Partnership Opportunity**

You are invited to Partner in this exciting development opportunity on terms which meet your investment requirements. **Interest parties are encouraged to present a partnership structure compatible with their expectations.**



4TH QUARTER,  
DECEMBER, 2011.

**FEATURED PROPERTIES**

Fairfield Manor - Ottawa



40 Beds + - East GTA



**RECENT TRANSACTIONS**

Waring Estates - Cambridge



Quinte Gardens - Belleville



**FIVE-YEAR TERM**

	SPREADS OVER GOCB	INTEREST RATES
CMHC MULTI-FAMILY	0.65% - 0.85%	1.90% - 2.10%
CONVENTIONAL MULTI-FAMILY	2.20% - 2.40%	3.45% - 3.65%
RETAIL, OFFICE, INDUSTRIAL	1.75% - 2.40%	3.00% - 3.65%

**CURRENT BOND RATES**  
CLICK HERE

THE ABOVE INTEREST RATES ARE CURRENT AS OF DECEMBER 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.**

**OUR CURRENT LISTINGS**  
CLICK HERE

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