

**THE OCCUPANCY CHALLENGE**

A key factor critical to the success of any retirement home is management’s ability to generate, retrieve and act upon reliable and timely information. This is especially true for new communities facing stiff ramp-up targets and more established communities facing 25% plus attrition rates. However, whenever I meet with owners and managers of Retirement Home Communities, they repeatedly reveal that measurement and reporting are often manual, frequently inaccurate and *always the most painful part of their jobs!*

While most retirement home managers are well aware of their occupancy rates, resident days, close rates and overall cost of operations, major shortcomings exist in the scope and way that operational data is accessed and used:

Data generated is usually restricted to financial data, with the exclusion of key metric information required to make operational decisions...[Read More](#)

**MARK CARNEY HINTS AT HIGHER RATES**

The Bank of Canada held its key interest rate at 1 per cent Thursday, while hinting that higher borrowing costs could come sooner than expected by stressing signs of improvement both in Canada and abroad, and again calling household debt the biggest domestic risk. In leaving borrowing costs alone for a 12th consecutive meeting, policy makers extended what has become the longest pause in several decades, a decision that was expected by Bay Street analysts and economists, most of whom see Governor Mark Carney staying on hold until at least the middle of next year...[Read More](#)

**TURN-KEY DEVELOPMENT SITE**

JOINT DEVELOPMENT OPPORTUNITY  
OR ALTERNATE OWNERSHIP STRUCTURE

**Site:** 4.05 acres with zoning approval in March 2012 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**

Interest parties are encouraged to present a partnership structure compatible with their expectations. Alternate ownership structures will be considered.



1ST QUARTER,  
MARCH, 2012.

**FEATURED PROPERTIES**

Fairfield Manor - Ottawa



40 Beds + - East GTA



**REGENT TRANSACTIONS**

Quinte Gardens – Belleville



Waring Estates - Cambridge



**PROPERTIES AVAILABLE**

AREA	SIZE	STATUS
Ottawa, Ontario	38+ Units	Available
Bowmanville, Ontario	40+ Beds	Available
Central, Ontario.	200+ Units	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 between 85-150 Units. Please contact us for more information.

FIVE-YEAR TERM	SPREADS OVER GOCB	INTEREST RATES
CMHC MULTI-FAMILY	0.80% - 1.05%	2.45% - 2.70%
CONVENTIONAL MULTI-FAMILY	2.00% - 2.20%	3.55% - 3.85%
RETAIL, OFFICE, INDUSTRIAL	1.75% - 2.40%	3.40% - 4.05%

**CURRENT BOND RATES**  
CLICK HERE

THE ABOVE INTEREST RATES ARE CURRENT AS OF MARCH 23, 2012 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**  
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