



Commercial Real Estate Investing in Canada: The Complete Reference for Real Estate Professionals

By Pierre Boiron, Claude Boiron



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Many investors include commercial real estate in their portfolio, yet there are few comprehensive resources available to those looking for information on how to profit in commercial real estate. Written by a father-and-son team with extensive experience in buying, selling and developing commercial real estate, *Commercial Real Estate Investing in Canada* is a must-have guide for all real estate investors. This one-of-a-kind compendium will guide readers on such topics as:

- The business of real estate
- Land-use controls
- Taxation of property
- Types of income-producing properties
- Renovations and repairs
- Property management
- Property appraisals
- Conducting due diligence
- Real estate contracts

And much more! *Commercial Real Estate Investing in Canada* is a tremendously valuable and indispensable tool to all Canadian real estate investors, agents, brokers, property managers, landlords, loan officers, builders, and lawyers.



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Editorial Review

From the Inside Flap

Commercial real Estate Investing in Canada is the first book of its kind in Canada to inform and assist investors-both novice and seasoned-in building a portfolio of commercial properties that maximizes financial gains while minimizing time and expenses. Investors, of course, rely on an experienced team of professionals, and this book will also prove to be an invaluable resource for Realtors, lawyers, engineers, property managers, and the financial community.

Throughout *Commercial Real Estate Investing in Canada*, the author team of Pierre Boiron and Claude Boiron distill their considerable expertise as commercial real estate specialists to provides investors with a practical and motivational toolkit for success. From apartment buildings to townhouse complexes and mixed-use facilities, retail malls, and warehouses to office buildings, readers can rely on this authoritative reference to:

- Source properties
- determine fair market value (and find real bargains!)
- assess the balance between risk and opportunity
- develop a grounding in law, taxes, financing, property management, and tenant legislation issues
- leverage increases in property values to finance additional acquisitions
- divest intelligently when the market signals are favourable.

Commercial Real Estate Investing in Canada also covers important aspects of the environmental footprint that buildings leave, and offers advice as to how to re-engineer a building with respect to many "green" aspects such as water usage, lighting, decreasing energy demands, and enhancing comfort levels for users.

Many fortunes have been made in commercial real estate and many more will be made in the future. With this timely guide and reference, both Canadians and global investors interested in the Canadian market now have an authoritative resource to help them move ahead with confidence.

From the Back Cover

FROM THE AUTHORS' PREFACE TO COMMERCIAL REAL ESTATE INVESTING IN CANADA.

Through our years of experience in commercial real estate, it became apparent to us that we had gathered a body of knowledge that would be of interest to investors and professionals, such as Realtors, financiers, lawyers, property managers, and their tenants. We would often be called on to render an opinion or conduct research on various aspects of commercial real estate. Hence, we thought it timely to write a book that is both a primer on commercial real estate investment and a useful tool and reference guide for seasoned professionals.

Here, in broad strokes, are the main topics our book addresses:

- why should consider investing in commercial real estate
- what to look for in each of the main types of real estate
- purchasing strategies

- a primer in real estate taxation
- how to build your team of professionals
- how offers to buy and leases are structured and what you should pay attention to specifically
- how commercial property financing works
- an understanding of property management, repairs, and renovations
- the requirements and responsibilities of being a good landlord
- how to conduct due diligence for prospective tenants
- ways to increase income and lower expenses from the property

Owning a copy of *Commercial Real Estate Investing in Canada* entitles you to a free newsletter subscription to the Real Estate Mentor Newsletter where you will receive useful updates, resources, and tips about the exciting world of commercial real estate investing. You also have an opportunity to contact the authors with your comments and questions about the book. Sign up today at www.realestatementor.ca.

About the Author

Pierre Boiron (Thornhill, ON) is a sales representative with Coldwell Banker Commercial. Pierre has over 30 years of commercial real estate investing experience, during which time he became an FRI, S.I.O.R, and Ontario Land Economist. Pierre is a member of the Toronto Real Estate Board, the Ontario Real Estate Association, The Canadian Real Estate Association, and The Greater Toronto Home Builders Association.

Claude Boiron (Thornhill, ON) is a Realtor.

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Myrtie Hammond:

This Commercial Real Estate Investing in Canada: The Complete Reference for Real Estate Professionals book is just not ordinary book, you have it then the world is in your hands. The benefit you obtain by reading this book will be information inside this book incredible fresh, you will get facts which is getting deeper you actually read a lot of information you will get. This kind of Commercial Real Estate Investing in Canada: The Complete Reference for Real Estate Professionals without we understand teach the one who reading through it become critical in thinking and analyzing. Don't be worry Commercial Real Estate Investing in Canada: The Complete Reference for Real Estate Professionals can bring when you are and not make your tote space or bookshelves' turn out to be full because you can have it with your lovely laptop even telephone. This Commercial Real Estate Investing in Canada: The Complete Reference for Real Estate Professionals having very good arrangement in word and layout, so you will not feel uninterested in reading.

Scott Bush:

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