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In my previous article, I talked about the promising areas of Toronto fit for buying condominium apartments at the initial phase of construction - the so-called stage of excavation.

These areas are not selected arbitrarily; our investment club analytics keep close track on development plans for the city for the next 6 to 7 years. They analyze projects that are planned for one or another neighbourhood; they compare prices in these projects with rental rates predicted for the time of the project completion and take into account many other factors affecting price increases for apartments in the area in addition to growth of the real estate market in general.

On the basis of these studies, about 10 projects a year are selected as promising for investment purposes. The next step is the process of often complicated negotiations with the developer conducted with the aim of obtaining the right to primary sales. There are several conditions under which we agree to participate in the project. They are:

- 1. The right of sale shall be exclusive**
- 2. There should be no restrictions in the choice of units**
- 3. No apartment should be sold or reserved before we enter the project**
- 4. Prices and conditions at which the sale will be conducted should be much better than those offered when the project is released to the public.**

# Garrison Point

After the negotiations with the developer have been concluded our analysts prepare a detailed calculation for each proposed unit type that will clearly show our buyers the amount of profit they can expect. As a rule the number of units we are allowed to sell on exclusive terms is restricted to 30% to 50% of the total number of units in the project. After the preparatory work has been completed the information is sent to potential customers and the date of sales is set. The sale is conducted within one day or rather within a few hours of one day directly in the builder's presentation centre. The club management selects projects so carefully and obtains such favourable sale conditions that lately there has been no project in which even one apartment from the designated amount remained unsold.

As I promised back in January, the year 2015 will be filled with interesting projects. Today I would like to present a new one - the first project of this year. It is called Garrison Point and consists of three towers. We conducted VIP sales of the first tower July 30, 2014. It took just over two hours for the whole inventory worth more than \$45 million to be sold at a rate of \$333 000 per minute. I have no doubt that the sale of the second tower of the project will be as successful.

What is so attractive in this project, you may ask. Well, first of all, its location between Lake Shore Blvd and King St West from south to north and Strachan Ave and Bathurst St from west to east. On one hand, it means a 5-minute walk from the waterfront of Lake Ontario with its surrounding parkland and the National Exhibition complex. On the other hand, it means a 5-minute walk to King St West which is rightly considered the entertainment centre of Toronto, with its diverse array of theatres, bars and catering. On the west side the complex is adjacent to the recently built Liberty Village that combines several different-height condominium buildings as well as restaurants, an entertainment and sports complexes and shopping areas. Two light rail routes presently under construction along King St West and Lake Shore Blvd when launched will allow getting to the business centre of downtown Toronto within just a few minutes. Should you prefer walking, get-

ting to the same area will take only 15 to 20 minutes.

The second consideration is that the project that will be executed jointly by three largest builders, Cityzen, Fernbrook Homes and Diamondcorp is characterized by refinement, beauty and unique design. What makes the complex even more unique is its 7.6 acres of surrounding territory - an unprecedented space for a project located in the heart of an urban centre. This space is planned to include a park with an additional swimming pool and a mini beach as well as rest spots and numerous fountains. All this will be above and beyond the full range of amenities located in each tower. In addition, all units whose windows face east will have a great view of the centre of downtown and the CN Tower, while apartments on the upper floors facing south, a marvelous vista of Lake Ontario.

Finally, the last factor is that the whole area adjacent to the Garrison Point project is undergoing an active and extensive construction of office and commercial buildings, widened roads and several parks. There is no doubt that in the very near future the area will move to a higher price category. Yet as of now, the prices here are very attractive.

The official date of sales has not been appointed yet since the latest round of negotiations with the developers is still underway for refining some details. But I hope that in the nearest future my website [WWW.REMLIS.CA](http://WWW.REMLIS.CA) will offer detailed information on the project including prices and layouts of all units as well as the date and the conditions of sale. Also, for your convenience, the site offers a registration page. Register your email address there and it will be included in the database for automatic distribution of the information on VIP sales long before the project information becomes available to the public.

I work with both large investors and those clients who are looking to buy an apartment for their own use. I will be glad to give you good advice using my extensive knowledge and years of experience. I am one of the leading brokers in Toronto in the area of pre-construction condo sales. Having certain agreements with the majority of developers I can help you buy an apartment on more favorable terms.