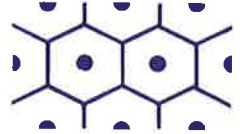


# newsletter



Volume 1, No. 10

Summer 1980

## A Home of Our Own

At last; realization of that great Canadian dream, a mortgage of our own! Well wishers and bill payers can now find us at our new address:

6182 North Street,  
Halifax, Nova Scotia,  
B3K 1P5.

Our telephone number remains the same at (902) 429-1811.

Owner Homes Design and Building Services Ltd. of Halifax (Phil Jost, Smiling Andy Doinker, Don Roscoe) architects cum general contractors extraordinaire, gutted, filleted and put our building back together again. This is the first building that Owner Homes have retrofitted. During the three years they have been in business they have specialized in building contemporary, energy efficient cedar homes. Perhaps part of their success lies in the fact that they operate from a church. Phil's office is located in the front right hand pew, Don Roscoe sits perched amongst the rafters. You can't get much closer to heaven on earth than that.

## Compuval...It's Official

"Compuval", an acronym for "computer assisted valuations" is now registered as a Canadian trademark. Ho hum, knew that piece of information would make you fall off your chair with excitement.

We are now marketing our library of real estate programs under the "Compuval" name. Users can access the library through their own terminals by arrangement with us and Dymaxion Research Ltd., our time sharing bureau. Alternatively, we can run the program for you for immediate pick-up at our offices (lots of parking available) or we can arrange to have it delivered by courier service.

The present library includes programs which will calculate the allowable building height under a View Plane in Halifax C.B.D.; ascertain the land value; print mortgage amortization schedules; calculate capitalization rates; value properties by the market approach; and update sales data. We also have a package of data base handling programs and have started to load our data base. We shortly hope to provide printout and updates on property sales to real estate brokers, sales people, appraisers, and mortgage managers who are members or affiliates of the Halifax/Dartmouth Real Estate Board.

Individuals or firms interested in receiving information on Compuval should phone Mike Turner.

## Compusearch...in Atlantic Canada

We are happy to announce that we are now able to offer Compusearch Market and Social Research Limited's demographic Trade Area and Area Search in Atlantic Canada.

If you are a retailer, bank, property developer, shopping centre owner, automotive distributor, restaurateur, or the like, with an interest in quickly and cheaply ascertaining demographic data on your trading area, then Compusearch is tailored for you. The following brief summary illustrates the scope of Compusearch:

(1) Trade Area

The trade area analysis system is designed to generate data for a particular trading area. If you are a retailer offered a site for purchase and you wish to know the salient characteristics of your projected trading area (eg: # of households, age groups, household income, etc.) we can produce the answer in seconds. The trading area can be any size or shape.

(2) Area Search

You are a retailer with a good understanding of your customer characteristics but you want to find an area in which to locate: Area Search is the answer. Given a demographic profile of your clientele, we can harness the computer to locate general areas of market potential ... in minutes at our offices in Halifax. The results can be dispatched by courier anywhere in Atlantic Canada.

Individuals or firms interested in receiving information on Compusearch should phone Mike Turner for further details.

Office Rents in Halifax/Dartmouth

An article in the Halifax Board of Trade's "Commercial News" recently caught our eye. Since it echos what we have been privately advising clients for some months now, we thought it would bear repeating. The article, by Tim Margolian, President of Commercial Leasing and Brokerage, a firm of leasing specialists, reviewed the state of the office rental market in the Halifax/Dartmouth metro area. It pointed out that the present glut of office space will disappear this year. Once this happens, building owners who, because of the cut throat competition, have been offering rents equivalent to those pertaining in 1976 will attempt to push them up to economic levels. Tim indicated that the freebie turnkey packages offered earlier this year are now disappearing. (We are not sure if we agree with this; we still know leasing managers who are open to negotiation on cost sharing leasehold improvements). Pointing out that there is a two year lead time for new office buildings, Commercial Leasing and Brokerage predict a shortage of space by 1981 with whatever new space is available (? Market Place Plaza) coming on stream at gross rents of \$172/m<sup>2</sup> to \$194/m<sup>2</sup>. They also foresee a shortage of parking space and predict rental rates of \$100/month within 5 years.

Moral....if your lease expires this year, take steps to renegotiate a renewal as soon as possible.

Appraisal Standards (oh dear!)

The Appraisal Institute of Canada have requested that we point out that Newsletter Volume 1, No. 3 which concerned itself, amongst other things, with the poor quality of certain appraisals, was a general comment and not specifically directed at their members.

We Are E-X-P-A-N-D-I-N-G

We need more appraisers to help pay the real estate taxes at our new location. However, we are rather fussy. Applicants should be accredited appraisers with an open mind and an interest in adapting to computer based techniques. The bulk of our work is concerned with commercial and industrial properties throughout Atlantic Canada.

If you fall into this category, please send us your curriculum vitae. All correspondence will be treated in the strictest confidence. (Please, please hurry; we currently have \$25 million worth of real estate waiting to be appraised!!)