



Wilson Real Estate Consulting

Office, Retail & Data Centres

BIO – Jim Wilson

A seasoned Real Estate Consultant with a proven success record with Investment Properties (office, retail, industrial & residential) and Corporate Real Estate strategy & workplace solutions.

Jim has acquired extensive knowledge and skills during his real estate career the past 32 years and remains passionate about client consulting projects, knowledge sharing, best practices development, workplace solutions, change management and continuous improvement.

Jim worked with several Major Developers earlier in his career gaining valuable experiences in all the key real estate functions including: Asset Management, Leasing, Property Management Operations, Development, Project Management, Acquisitions, Sales, Joint Venture Relations, Financial Analysis & Modeling, CAPEX Planning and Corporate Real Estate workplace solutions.

Previously held Senior Leadership positions at Cadillac Fairview, Oxford Properties, O & Y Properties, Marathon Realty (Canadian Pacific), Morguard Investments and Sun Life Financial.

Jim along with a Partner founded a real estate advisory and consulting company Invirtua Inc. in Canada (1998) and subsequently expanded into the US with Invirtua (USA) Inc. (2001). The Invirtua Team designed, developed and delivered a (2) Day Real Estate Boot Camp for clients and trained (350) Industry professionals across North America in a classroom format (Class sizes were limited to (18) participants to permit maximum engagement and learning experiences). In addition, Invirtua researched and analyzed the (6) Major Canadian markets and (30) US markets for clients – Office Building data bases were built for each market and the Partners visited each market (4-day deep dives) including attending sessions with the Economic Development staff in each city – quarterly updated waves were provided along with client consultations.

Jim moved to Phoenix for (5) years in support of his Consulting practice in the US from 2008 to 2013 gaining valuable experiences while observing first hand the regional / national differences between the US and Canadian real estate markets within each Asset Class.

Jim is a Certified Six Sigma Lean Green Belt – Six Sigma is a set of techniques and tools needed to effectively manage improvement Projects. DMAIC is a five-phase method organizing a Project Team around the responsibility to improve Best Practices, Processes and Project Execution.

Industry Honors:

President of BOMA Toronto (2 Year Term) - elected by Industry peers

Governor of BOMA International – North America

Board of Director of BOMA Toronto (10 years)

Board of Director – BOMA Canada

Education:

Certified Six Sigma Lean Green Belt – Management and Strategy Institute (MSI)

Bachelor of Commerce (B. Comm.) – McMaster University

Bachelor of Science in Business Administration – United States International University (San Diego)

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