



No. H 200039
Vancouver Registry

IN THE SUPREME COURT OF BRITISH COLUMBIA

BETWEEN:

PEOPLES TRUST COMPANY

Petitioner

AND:

CENSORIO GROUP (HASTINGS & CARLETON)
HOLDINGS LTD. ET AL

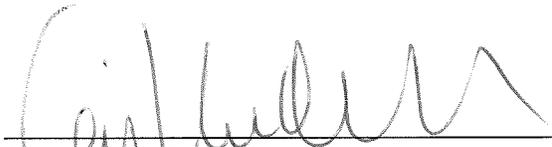
Respondents

REQUISITION - GENERAL

REQUIRED:

Please file the attached First Report of the Court-Appointed Receiver and Manager, D. Manning & Associates Inc., made as of April 16, 2020.

Dated: May 20, 2020


A handwritten signature in cursive script, appearing to read "Alan A. Frydenlund", written over a horizontal line.

Solicitor for Receiver and Manager

Name and address of Solicitor for the Receiver and Manager:

Alan A. Frydenlund, OWEN BIRD LAW CORPORATION, P.O. Box 49130, 2900 – 595
Burrard Street, Vancouver, BC V7X 1J5 Tel.: (604) 688-0401

No. H-200039
Vancouver Registry

IN THE SUPREME COURT OF BRITISH COLUMBIA

PEOPLES TRUST COMPANY

Petitioner

CENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD.,
PETER CENSORIO also known as PETER ANTHONY CENSORIO
also known as PETER ANTHONY CENSORIO, STRADA 39 TRUST,
BANCORP GROWTH MORTGAGE FUND II LTD., BANCORP BALANCED MORTGAGE
FUND II LTD., BANCORP FINANCIAL SERVICES INC., PK CAPITAL LTD.,
ALL CANADIAN INVESTMENT CORPORATION, FBM CANADA GSD, INC., MEDINA
CONCRETE SERVICES LTD., TUCUVAN CONSTRUCTION LTD., OMNI DRYWALL LTD.,
SERIN INVESTMENTS LTD., CLARION PROPERTY CORPORATION, G. I. H. PROPERTIES
LTD., BARRY CHARLES HOLDINGS LTD., BECISON HOLDING CORPORATION, SANDRA
CHAPPELL, CREST CAPITAL CORPORATION, DURHAM CAPITAL MANAGEMENT INC.,
YORK VENTURES LTD., HI-GROVE HOLDINGS (1995) LTD., DIANE RAUCH, JEFFREY
RAUCH, GERHARD RAUCH, HELGA RAUCH, PAVILION INVESTMENTS INC.,
RODNEY GRANT KENYON, ALAN LONG, MANDATE MANAGEMENT CORPORATION

Respondents

**IN THE MATTER OF THE RECEIVERSHIP OF
CENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD.**

**FIRST REPORT OF THE COURT-APPOINTED
RECEIVER AND MANAGER,
D. MANNING & ASSOCIATES INC.**

APRIL 16, 2020

D. MANNING & ASSOCIATES INC.
COURT-APPOINTED RECEIVER AND MANAGER OF THE
ASSETS, UNDERTAKINGS AND PROPERTY OF
CENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD.

Suite 520 – 625 Howe Street
Vancouver, B.C. V6C 2T6
(604) 683-8030, Fax (604) 683-8327
www.manning-trustee.com

**IN THE MATTER OF THE RECEIVERSHIP OF
CENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD.**

FIRST REPORT OF THE COURT-APPOINTED RECEIVER AND MANAGER

TABLE OF CONTENTS

- I. Introduction
- II. Possession and Control
- III. Property Review
- IV. Value of Property
- V. Marketing and Sale of the Property – Residential Units
- VI. Marketing and Sale of the Property – Commercial Strata Unit
- VII. Summary of Value
- VIII. Pre-Sale Contracts
- IX. Leases on Commercial Strata Unit
- X. Estimated Cost to Complete Construction
- XI. Critical Trades, Suppliers and Consultants (Critical Payables)
- XII. Further Advances Required to Complete Construction of the Property
- XIII. Insurance Coverage, Security Patrols and New Home Warranty
- XIV. Property Taxes
- XV. Other Assets of the Company
- XVI. Disclosure Statement
- XVII. Other Secured Creditors
- XVIII. Unsecured Creditors
- XIX. Proposed Timeline for Construction, Marketing and Completion of Sales
- XX. Estimated Realization and Shortfall
- XXI. Choice of Realtors
- XXII. Statement of Receipts and Disbursements
- XXIII. Recommended Courses of Action

SCHEDULES

Schedule "A"	Order Appointing Receiver and Manager dated February 5, 2020
Schedule "B"	Fifth Avenue Real Estate Marketing Ltd. Proposal for Marketing Residential Units
Schedule "C"	Fifth Avenue Real Estate Marketing Ltd. Letter Dated March 31, 2020
Schedule "D"	Fifth Avenue Real Estate Marketing Ltd. Letter Dated April 14, 2020
Schedule "E"	Censorio Group Proposal for Marketing Residential Units
Schedule "F"	Rennie Developer Services & Advisory Proposal for Marketing Residential Units
Schedule "G"	Framework Real Estate Group Proposal for Marketing Residential Units
Schedule "H"	Colliers International Proposal for Marketing Commercial Strata Unit
Schedule "I"	Rennie & Associates Realty Ltd. Proposal for Marketing Commercial Strata Unit
Schedule "J"	Scenario 1: Estimated Net Realizable Value of the Assets Assuming Completion of Pre-Sales and Sale of Unsold Residential Strata Lots (Fifth Avenue Real Estate Marketing Ltd.)
Schedule "K"	Scenario 2: Estimated Net Realizable Value of the Assets Assuming Disclaimer of Pre-Sales and Sale of Residential Strata Lots (Fifth Avenue Real Estate Marketing Ltd.) and Sale of Commercial Strata Lot (Rennie & Associates Realty Ltd.)
Schedule "L"	Scenario 3: Estimated Net Realizable Value of the Assets Assuming Completion of Pre-Sales and Sale of Unsold Residential Strata Lots (Fifth Avenue Real Estate Marketing Ltd.) discounted for COVID-19
Schedule "M"	Scenario 4: Estimated Net Realizable Value of the Assets Assuming Disclaimer of Pre-Sales and Sale of Residential Strata Lots (Fifth Avenue Real Estate Marketing Ltd.) discounted for COVID-19 and Sale of Commercial Strata Lot (Rennie & Associates Realty Ltd.)
Schedule "N"	Scenario 5: Estimated Net Realizable Value of the Assets Assuming Disclaimer of Pre-Sales and Sale of Residential Strata Lots (Rennie Developer Services & Advisory) and Commercial Strata Lot (Rennie & Associates Realty Ltd.)
Schedule "O"	Scenario 6: Estimated Net Realizable Value of the Assets Assuming Disclaimer of Pre-Sales and Sale of Residential Strata Lots (Framework Real Estate Group) and Sale of Commercial Strata Lot (Rennie & Associates Realty Ltd.)
Schedule "P"	List of Residential Strata Units with Rennie Recommended Listing Prices
Schedule "Q"	Estimated Cost to Complete Construction
Schedule "R"	List of Critical Payables
Schedule "S"	List of Unsecured Creditors
Schedule "T"	Receiver and Manager's Interim Statement of Cash Receipts and Disbursements for the period February 5, 2020 to April 16, 2020

I. INTRODUCTION

This is the First Report of D. Manning & Associates Inc. as Court-Appointed Receiver and Manager (the **"Receiver"**) of the assets, undertakings and property of Censorio Group (Hastings & Carleton) Holdings Ltd. (the **"Company"**) relating to a Property at 4223-4229 Hastings Street, Burnaby, British Columbia (the **"Property"**) pursuant to an Order of Mr. Justice Crerar of the Supreme Court of British Columbia pronounced February 5, 2020, in Action No. H-200039 (Vancouver Registry). A copy of the Order is attached as **Schedule "A"**.

The Receivership application was brought by Peoples Trust Company (**"Peoples"**), the first mortgagee.

The Company was incorporated on March 18, 2011 and has as its sole director is Mr. Peter Censorio, the controlling mind of the Company.

The Receiver is engaging the Company's in-house accountant to bring its Financial Statements and T2 Corporation Income Tax Returns (**"T2"**) up to date. The last T2 was for the year ended September 30, 2018, with the 2019 T2 to be filed shortly (which was due on March 31, 2020). The Receiver will also arrange for preparation of the 2020 T2.

The Company is the owner and developer of the Property, being a five storey, multi-family intended condominium project in North Burnaby featuring twenty-eight (28) residential strata lots organized into twenty-seven (27) residential units, and one (1) commercial strata lot, all with a two level underground parking facility, and currently legally described as follows:

PID 029-877-555
 Lot 1 District Lot 121 Group 1
 New Westminster District Plan EPP56644

Civic addresses: 4223, 4225 and 4229 Hastings Street, Burnaby, British Columbia
 (Previously 4221 Hastings Street, Burnaby, British Columbia).

The Property is zoned as CD, Comprehensive Development (based on the C8, Urban Village Commercial District Hastings Zone) and its Official Community Plan designation is Medium Density Mixed Use. The current intended use is the "highest and best" use according to appraisals and marketing reports reviewed by the Receiver.

The Company filed its first Disclosure Statement and contemplated construction commencing between August 1, 2016 and October 29, 2016, and completing between November 1, 2017 and January 31, 2018.

Construction actually commenced on May 15, 2017. The Sixth Amendment to Disclosure Statement estimated completion of construction between December 1, 2019 and February 29, 2020.

The Company currently reports 14 Pre-Sales (**"Pre-Sold Units"** or **"Pre-Sale Contracts"**) of residential units and one Pre-Sale of the commercial strata unit. This is two fewer than reported to the Court in the materials filed by Peoples, as two residential Pre-Sale Contracts have since collapsed.

{01595412;1}

II. POSSESSION AND CONTROL

On January 27, 2020, prior to our appointment as Receiver, we met with Mr. Peter Censorio, who pledged his cooperation to the Receiver following our appointment.

We attended the Property with Mr. Peter Censorio in the afternoon of February 5, 2020 and posted Possession Notices on the front and rear doors. Access to the Receiver was granted and a review of the Property was conducted.

The Receiver has issued and delivered a Notice and Statement of Receiver to Mr. Peter Censorio and also posted that notice on our Web site (www.manning-trustee.com).

The Receiver has prepared and filed a Form 7, Notice of Appointment of Receiver and Manager.

The Receiver published a legal advertisement in the *Vancouver Province* on February 12, 2020.

The Receiver arranged for alarm monitoring and security guard service (drive by and walk through once a day), continued fence and toilet rental, and adequate insurance on the Property.

The Receiver set up a Web page (<https://manning-trustee.com/censorio-group-holdings>) in order to post notices, reports, Court Orders and other information regarding the Company and Property.

The Receiver has opened a trust account at Royal Bank of Canada and has frozen the Company's bank accounts at Bank of Nova Scotia. These funds have been transmitted to the Receiver.

The Receiver established utility accounts with B.C. Hydro and Fortis B.C. in the name of the Receiver.

III. PROPERTY REVIEW

The Receiver estimates construction of the Property to be approximately 85% complete as at February 5, 2020, less than the 91.7% as reported by the Company to Grover Elliott & Co. Ltd. ("**Grover Elliott**") on January 12, 2020.

Construction activity had ceased by December 17, 2019, prior to the appointment of the Receiver.

As the Building Permit with the City of Burnaby expired on March 31, 2020, the Receiver applied for and paid a Building Permit extension for six (6) additional months.

The land area is 10,884 square feet and the Property has a buildable area of 31,298 square feet, consistent with the current development as the highest and best use.

{01595412;1}

The Property's 2020 B.C. Assessment value (as of July 31, 2019) is \$14,720,000 (Land \$4,570,000 and Building \$10,150,000). The 2019 Assessment (as of July 31, 2018) was \$13,443,000 (Land \$3,942,000, Building \$9,501,000).

IV. VALUE OF PROPERTY

Grover Elliott's appraisal says that the Pre-Sold Units show sales prices at less than current market prices and that if the (then) current presales could be cancelled, a higher value could be obtained. In particular, Grover Elliott shows an aggregate market value of \$19,000,000 based on 16 assumed Pre-Sold Units in place, with 11 unsold units being sold at current market value. If the Pre-sale Contracts could be cancelled, the aggregate Property value is increased to \$22,000,000 according to Grover Elliott. These values are based on completion of construction, and do not include Goods and Services Tax ("GST").

Grover Elliott assigned the Property an "as is" market value of \$17,100,000 based on the then costs to complete construction of \$968,874. The Receiver anticipates the costs of completing construction to be \$2,812,004 (as particularized in further detail in Section X: Estimated Cost to Complete Construction), significantly higher than estimated by Grover Elliott, which further diminishes the "as is" value to at least \$15,255,000.

The Grover Elliott appraisal gives the commercial strata unit a value of between \$3,360,000 and \$3,370,000, both based on stabilized occupancy.

V. MARKETING AND SALE OF THE PROPERTY – RESIDENTIAL UNITS

In order to verify Grover Elliott's analysis of value, the Receiver approached five real estate marketing companies as well as Mr. Peter Censorio in order to obtain their opinions on the value and marketing strategies for the residential strata units:

- 1) Fifth Avenue Real Estate Marketing Ltd. ("**Fifth Avenue**")
- 2) Pilothouse Real Estate Inc. ("**Pilothouse**")
- 3) Mr. Peter Censorio ("**Censorio Group**")
- 4) Rennie Developer Services & Advisory ("**Rennie Developer**")
- 5) Framework Real Estate Group ("**Framework**")

This process also gives the Receiver assistance in determining whether or not any Pre-Sold Unit sales should be disclaimed or pursued by the Receiver.

Fifth Avenue submitted its proposal, attached as **Schedule "B"**. In the event of a disclaimer of all residential units, Fifth Avenue proposes listing the units at an average of \$808 per square foot, at prices totaling \$18,946,800 (including \$8,720,800 for the 12 unsold residential units). Their real estate commission is 2.15%, with between 1.36-1.40% paid to cooperating realtors and referral fees to outside realtors, and 1.5% for marketing costs, excluding the construction of a Presentation Centre.

Fifth Avenue points out that the nearby Forte project has only recently (March 7, 2020) launched and has dropped its prices by \$10,000 per unit (average \$698,249 and \$758 per square foot) and offered a 5% down incentive. This creates a direct competitor in the neighbourhood (Hastings and Willingdon) that is closer to the Skytrain and to Brentwood Town Centre.

{01595412;1}

As the COVID-19 situation developed following the appointment of the Receiver and has subsequently progressed, the Receiver went back to Fifth Avenue and requested that they update their projections and figures to account for the COVID-19 impacted market. Fifth Avenue responded, advising that their strategy would not change but that prices may have to drop by 5%. Their letter dated March 31, 2020 is attached as **Schedule "C"**.

The Receiver also requested that Fifth Avenue provide a letter advising as to the likely effect of pursuing the Pre-Sale Contracts, on the sale of the *unsold* residential units. They advise that:

"if all the current pre-sales were completed at the current sold prices, the ability to sell the available units at the recommended prices would decrease as the original sales sold too low relative to the size of the units..."

whoever did the initial presales here did not charge enough for the smaller one bed and one bed plus dens to allow the larger units (the majority of what is unsold) to maximize the price and price per square foot. This makes the already larger and more expensive units with a lower price per square foot have [sic] to sell higher than needed to make up for selling the lower cost units too low and at low price per square foot..."

If the units all complete as they are this will be what new buyers use to negotiate a lower price on the available units. If all are resold in one pricing strategy this ability is taken away and the revenue for the building will have a better chance at maximizing the revenue if all units are resold..."

If you complete at these prices the remaining may not sell as these prices will register at LTO [Land Title Office] as the most recent sales in the building and it will be a race to the bottom on the available homes if this happens".

The Fifth Avenue letter dated April 14, 2020 is attached as **Schedule "D"**.

Pilothouse declined to submit a proposal.

Censorio Group submitted a proposal, attached as **Schedule "E"**. This proposal contemplates completing all Pre-Sale Contracts on residential and commercial strata units. Censorio Group's commission would be 7% of the first \$100,000 and 2.5% of the balance. The commission would be split with cooperating realtors, if any.

Censorio Group's gross sale price for the 27 residential units would be \$17,156,790, including \$9,075,925 for the 12 unsold residential units.

Rennie Developer submitted a proposal, attached as **Schedule "F"**. This proposal contemplates disclaiming all Pre-Sale Contracts on residential units. Rennie Developer's commission would be 2.25% per sale, with a non-refundable \$15,000 advisory fee payable over three months. Further advisory fees of \$5,000 per month will be applied against their commission.

Rennie Developer contemplates commencing marketing and sales within one month of Court approval, and expect to sell 25 of the 27 residential units by November 2020, with the remaining two (2) residential units to be sold by February 2021.

Rennie Developer's gross sale price for the 27 residential units would be \$18,097,300, including \$8,787,700 for the 12 unsold residential units.

Framework submitted a proposal, attached as **Schedule "G"**. This proposal contemplates disclaiming all Pre-Sale Contracts on residential units. Framework's commission would be 2.25% per sale.

Framework's gross sale price for the 27 residential units would be \$17,841,400, including \$8,420,515 for the 12 unsold residential units.

In all cases, marketing of residential units may be affected by unexpected events relating to the evolving COVID-19 situation.

VI. MARKETING AND SALE OF THE PROPERTY – COMMERCIAL STRATA UNIT

The commercial strata unit is currently under a Pre-Sale Contract with 1166538 B.C. Ltd. for the price of \$2,550,000 and is subject to two (2) commercial tenant leases ("**Tenant Leases**"). The principal of 1166538 B.C. Ltd. is Ms. Alexandra Lameo, who is Mr. Peter Censorio's sister. Her husband Mr. Lorenzo Lameo is also involved in 1166538 B.C. Ltd. This Pre-Sale Contract is a non-arm's length transaction.

As neither of Fifth Avenue, Pilothouse nor Censorio Group were prepared to make a proposal for the marketing and sale of the commercial strata unit, we approached both Colliers International ("**Colliers**") and Rennie & Associates Realty Ltd. ("**Rennie Realty**") to make such a proposal, including providing their opinion on the value of the two (2) commercial tenant leases. The Colliers proposal is attached as **Schedule "H"**.

Colliers recommends completing the tenant improvements on the commercial strata unit at a cost of \$50,000 plus GST, and recommends a listing price of \$3,450,000, with an estimated selling price range of between \$3,100,000 and \$3,300,000. Their real estate commission would be 3%, and they estimate a marketing period of six (6) months (which they describe as "brief"), to commence once the current COVID-19 situation has settled. For the purposes of this Report, we are assuming that the commercial strata unit will be listed approximately four months from the issuance of an Occupancy Permit.

If the Receiver disclaims the \$2,550,000 Pre-Sale Contract with 1166538 B.C. Ltd. and remarkets the commercial strata unit with Colliers, assuming that COVID-19 is resolved in about four months after the issuance of an Occupancy Permit, the estimated net proceeds could be as follows:

	\$
Colliers estimated "low" sale price	3,100,000
3% real estate commission	(93,000)
Property taxes (estimated) for 4 months	(6,800)
Strata fees for 4 months	<u>(4,732)</u>
ESTIMATED NET PROCEEDS	<u>2,995,468</u>
IF LISTED FOR SALE	

This figure does not include the Receiver's costs and Receiver's legal costs that will be involved in disclaiming the Pre-Sale Contract, and the Receiver's costs for monitoring Colliers' sales and marketing activities, and applying for Court approval of an accepted offer.

Colliers strongly recommends keeping both Tenant Leases, as they believe that there will be a large supply of vacant retail space coming available in the next few months, due to retailers going out of business following the present COVID-19 situation.

Rennie Realty's proposal for the commercial unit is attached as **Schedule "I"**.

Rennie Realty recommends to "market the property [commercial unit] without an asking price nor ceiling price. A deadline to submit offers is recommended, and through price guidance, our aim is to create a competitive market amongst our prospective purchasers and maximizing quality of offers for you as an owner". They believe that the commercial unit could realize a price of \$3,375,000 and their Plan of Action envisages a marketing and sales period lasting about 115 days (four months) from commencement.

Rennie Realty's real estate commission is 3%, the same as Colliers. Since Rennie Realty has not provided a recommended list price, we are assuming for the purposes of this Report that the ultimate selling price will be similar to the "low" estimate provided by Colliers (\$3,100,000) and therefore the estimated realization would be identical:

	\$
Estimated sale price	3,100,000
3% real estate commission	(93,000)
Property taxes (estimated) for 4 months	(6,800)
Strata fees for 4 months	<u>(4,732)</u>
ESTIMATED NET PROCEEDS	<u>2,995,468</u>
IF LISTED FOR SALE	

Rennie Realty's proposal recommends and assumes maintaining both Tenant Leases.

In both scenarios, marketing of the commercial strata unit may be affected by unexpected events relating to the evolving COVID-19 situation.

VII. SUMMARY OF VALUE

1. The Receiver is of the view that the "as is" value of the Property is less than \$17,100,000, as opined by Grover Elliott, as the estimated costs to complete are closer to \$2,812,004 than \$968,874 as estimated by Grover Elliott based on the estimated costs to complete information as provided by the Company, to put the "as is" value to at best \$15,255,000.
2. The Receiver is of the view that the gross value of the Property, based on estimates from Fifth Avenue (providing their proposal on the residential units showing both the completion of the Pre-Sale Contracts and the disclaimer of the Pre-Sale Contracts) is:
 - a) Potentially significantly less than \$16,058,925 (See Scenario 3, **Schedule "L"**), maintaining current residential Pre-Sale Contracts and marketing units currently not

{01595412;1}

under contract, plus \$2,550,000 for the Pre-Sale on the commercial strata unit, for gross proceeds of \$18,608,925; or

- b) \$17,100,029 (See Scenario 4, **Schedule “M”**), with residential Pre-Sale Contracts disclaimed and all residential units put on the market, plus \$3,100,000 estimated for the sale of the commercial strata unit, for gross proceeds of \$20,200,029.

Therefore, the highest yield is 2(b), being \$20,200,029.

VIII. PRE-SALE CONTRACTS

The Receiver has requested and has received an opinion from its legal counsel with respect to certain assets and contracts entered into by the Company prior to the Receiver’s appointment, and in particular to determine whether the Receiver is in a position to disclaim any or all of the existing Pre-Sale Contracts and commercial leases entered into by the Company. Although the “outside date” in the Pre-Sale Contracts has likely lapsed, there is language in some of the contracts that could be construed as an extension of that date, the Receiver prefers to “disclaim” contracts rather than relying on “lapse” if proceeding in that fashion. The alternative would be to “pursue” the Pre-Sale contracts at their original contract prices.

The opinion letter says that **“there is strong authority support disclaiming the Pre-Sale Contracts”**.

The Receiver is required to file a new Disclosure Statement under the *Real Estate Development and Marketing Act* (REDMA), which Disclosure Statement will give current Pre-Sale purchasers rescission rights. To the extent that purchasers choose to exercise these rescission rights, there would be no need for the Receiver to disclaim such Pre-Sale Contracts.

In order to maximize recovery, the Receiver recommends to the Court that the Receiver disclaim all Pre-Sale Contracts for residential and commercial strata units.

Paragraph 2(c) of the February 5, 2020 Order gives the Receiver the authority to “cease to perform any contracts of the Debtor”.

A disclaimer of all of the residential and commercial Pre-Sale Contracts would not have an adverse effect on the market according to opinions that the Receiver has obtained. According to Fifth Avenue, “The release of the homes would be controlled through marketing so the public perception would not appear to be 27 units on the market, even if that is the actual case. This is what is meant by handled properly with the correct public messaging”.

The Receiver has prepared six (6) Scenarios, taking into account the costs to complete construction and finalize the Receivership (both costs projections are better particularized in following sections of this Report). All scenarios contemplate disclaiming and selling the commercial strata unit:

Scenario 1, based on pursuing the Pre-Sale Contracts and selling unsold residential strata lots, through Fifth Avenue, is attached as **Schedule “J”**. Scenario 1 anticipates an estimated realizable value of the assets at \$15,047,665. *Scenario 1 is no longer realistic due to the COVID-19 situation and is superseded by Scenario 3.*

Scenario 2, based on disclaiming all Pre-Sale Contracts and selling all residential strata lots, through Fifth Avenue, is attached as **Schedule "K"**. Scenario 2 anticipates an estimated realizable value of the assets at \$16,406,214. *Scenario 2 is no longer realistic due to the COVID-19 situation and is superseded by Scenario 4.*

Scenario 3, based on pursuing the Pre-Sale Contracts and selling unsold residential strata lots, through Fifth Avenue, and providing for a 5% COVID-19 discount, and a further 5% discount on the list price without Court approval, is attached as **Schedule "L"**. Scenario 3 anticipates an estimated realizable value of the assets at \$14,625,485. Even this figure is qualified by Fifth Avenue's April 14, 2020 letter (**Schedule "D"**, which advises that completion of the Pre-Sale Contracts will hamper Fifth Avenue's ability to sell the remaining unsold units).

Scenario 4, based on disclaiming all residential Pre-Sale Contracts and selling all residential strata lots through Fifth Avenue, and providing for a 5% COVID-19 discount, is attached as **Schedule "M"**. Scenario 4 anticipates an estimated realizable value of the assets at \$15,551,663.

Scenario 5, based on disclaiming all residential Pre-Sale Contracts and selling all residential strata lots through Rennie Developer, and providing for a 5% discount on the list price without Court approval, is attached as **Schedule "N"**. Scenario 5 anticipates an estimated realizable value of the assets at \$15,802,472.

Scenario 6, based on disclaiming all residential Pre-Sale Contracts and selling all residential strata lots through Framework, and providing for a 5% discount on the list price without Court approval, is attached as **Schedule "O"**. Scenario 6 anticipates an estimated realizable value of the assets at \$15,544,059.

It is clear that either of Scenarios 4 or 5 would result in a significantly higher estimated payout to a greater number of secured and other priority creditors (potentially significantly more than \$926,178 and \$1,176,987 higher than Scenario 3, respectively).

The Receiver is of the view that not disclaiming the residential Pre-Sale Contracts would result in a preference to the residential Pre-Sale purchasers in respect of value that would otherwise accrue to the mortgagees under their prior ranking security.

Furthermore, not disclaiming the residential Pre-Sale Contracts would make it more difficult to maximize realization on the remaining *unsold* units. According to Fifth Avenue's April 14, 2020 letter (**Schedule "D"**):

"if all the current pre-sales were completed at the current sold prices, the ability to sell the available units at the recommended prices would decrease as the original sales sold too low relative to the size of the units..."

whoever did the initial presales here did not charge enough for the smaller one bed and one bed plus dens to allow the larger units (the majority of what is unsold) to maximize the price and price per square foot. This makes the already larger and more expensive units with a lower price per square foot have [sic] to sell higher than needed to make up for selling the lower cost units too low and at low price per square foot...

If the units all complete as they are this will be what new buyers use to negotiate a lower price on the available units. If all are resold in one pricing strategy this ability is taken

{01595412;1}

away and the revenue for the building will have a better chance at maximizing the revenue if all units are resold...

If you complete at these prices the remaining may not sell as these prices will register at LTO [Land Title Office] as the most recent sales in the building and it will be a race to the bottom on the available homes if this happens".

The Receiver recommends that it be directed to disclaim all residential and commercial Pre-Sale Contracts, take immediate steps to remarket and sell these units as soon as possible, subject to legal requirements, and subject to Court Order(s). The Receiver should also be given the authority to sell units at prices no less than 5% below the listing price suggested by Rennie Developer or Rennie Realty for each residential unit without Court approval. The list of residential strata units attached as **Schedule "P"** shows both the Rennie Developer suggested list prices and 95% of the suggested list prices without Court approval.

IX. LEASES ON COMMERCIAL STRATA UNIT

The commercial strata unit has Lease Agreements with two tenants:

PRPIC EYECARE INC.

Landlord:	Censorio Group (Hastings & Carleton) Properties Inc. (NOTE: this company does not actually exist)
Tenant:	Prpic Eyecare Inc.
Covenantors:	Petar Prpic and Ivan Prpic
Nature of business:	Optician
Term:	5 years, with two 5-year options to extend
Area:	2,094 square feet
Minimum Rent:	Years 1-2: \$32/sf, \$67,008/year, \$5,584/month Years 3-5: \$35/sf, \$73,290/year, \$6,107.50/month
Additional Rent:	5% Administration Fee, property taxes and operating costs
Security Deposit:	\$11,168 plus GST

The security deposit was not maintained in a separate trust account and was used to submit Building Permit drawings and consultant work for the commercial retail unit.

1205554 B.C. LTD.

Landlord:	Censorio Group (Hastings & Carleton) Holdings Inc.
Tenant:	1205554 B.C. Ltd.
Covenantor:	49 th Parallel Coffee Holding Inc.
Nature of business:	Coffee and donut shop
Term:	10 years, with two 5-year options to extend
Area:	2,263 square feet
Minimum Rent:	Years 1-2: \$35/sf, \$79,205/year, \$6,600.42/month Years 3-4: \$37/sf, \$83,731/year, \$6,977.58/month Years 5-7: \$38/sf, \$85,994/year, \$7,166.17/month Years 8-10: \$39/sf, \$88,257/year, \$7,354.75/month
Additional Rent:	5% Administration Fee, property taxes and operating costs
Security Deposit:	\$13,955.17 plus GST

{01595412;1}

The security deposit is being held by the leasing realtor, TRG Commercial Realty Ltd., which will take its leasing commission of \$10,908 from the deposit.

Colliers has advised that it is in the interest of the Receiver to market the commercial strata unit as a fully-tenanted unit, and Rennie Realty's proposal assumes retaining these leases.

With the current COVID-19 situation negatively impacting the commercial and retail market across the Lower Mainland, the Receiver is of the view that there may soon be much more competing commercial/retail space available to lease, and at lower rates. Having stable, long-term leases in place will make the unit more marketable to investors.

Both of these Lease Agreements require the Landlord to pay for the completion of certain Tenant Improvements which will cost \$50,000 plus GST.

The Receiver recommends against expressly disclaiming either of the commercial Lease Agreements, and recommends pursuing new Lease Agreements with both tenants, with the ability to assign the leases to an eventual purchaser of the commercial unit.

X. ESTIMATED COST TO COMPLETE CONSTRUCTION

The Receiver has viewed and inspected the Property with the assistance of Mr. Peter Censorio and Mr. Hugo Dussault (the Company's historic project manager), and after significant discussions with various trades, suppliers and consultants, and has prepared an estimate of the costs to complete construction of the Property to a standard level of specification.

The estimated cost to complete construction is attached as **Schedule "Q"**, totaling \$1,977,778, and Provincial Sales Tax ("**PST**") on appliances of \$10,456, plus \$707,770 for "Critical Payables" (as described below), \$50,000 for commercial tenant improvements, and \$66,000 for utilities, security, equipment rentals and various contracted services for a total of **\$2,812,004**.

These figures do not include GST, which is recoverable. Although the construction costs will be funded with advances from Peoples, the Receiver intends to claim GST ITCs on construction-related invoices.

To meet this budget, the Receiver will be working with Mr. Peter Censorio and his staff and supervising them in the completion of construction and approving all costs to complete construction.

Of course, construction costs may be affected by extraneous events including, without limitation, the evolving COVID-19 situation.

XI. CRITICAL TRADES, SUPPLIERS AND CONSULTANTS (CRITICAL PAYABLES)

Following extensive discussions and negotiations with various critical trades, suppliers and consultants, obtaining information from Mr. Peter Censorio and Mr. Hugo Dussault, and after consulting with legal counsel on certain matters, the Receiver has determined that certain creditors must be paid a portion of pre-Receiver'ship accounts ("**Arrears**") in order to complete certain work necessary for the successful, economic completion of construction on a timely basis. In each case, the Receiver considered a number of factors, including, without limitation:

{01595412;1}

- 1) The nature of the outstanding work to be completed;
- 2) The arrears owing to the critical trade, supplier or consultant;
- 3) The amount that could be negotiated with each critical trade, supplier or consultant on account of their Arrears in order to entice them to complete outstanding work on a timely basis;
- 4) Whether the outstanding work could be completed by a different trade, supplier or consultant, and if so the cost of doing so and the time delays involved; and
- 5) Whether the consultant is required to obtain signoffs and schedules to be provided.

In certain cases, it will be necessary to pay Arrears in order to keep a critical supplier working to complete its work. In some cases it was full payment and in other cases, it was possible to negotiate a partial payment. In two cases, the critical trades and suppliers have agreed to complete their work without first receiving any payment on their Arrears, and in some cases critical trades and suppliers refused to complete their work unless they received some or all of their Arrears which were not feasible, and the Receiver was required to find new trades and suppliers.

Schedule "R" is a list of critical payables, including the amount of their Arrears (totaling \$1,402,048.12), the negotiated payables (totaling \$707,770.00) and the cost to complete (totaling \$777,428.34 plus certain amounts still to be determined).

The Receiver recommends obtaining Court approval for paying up to \$707,770.00 in Arrears being negotiated payables to critical trades, suppliers and consultants in order to have them complete their work and provide the necessary signoffs in order to obtain an Occupancy Permit from the City of Burnaby.

XII. FURTHER ADVANCES REQUIRED TO COMPLETE CONSTRUCTION OF THE PROPERTY

In order to complete construction of the Property and improvements to the Property, the following advances will be required under the Peoples' mortgage, from the current \$1,500,000 to **\$4,350,000**:

	\$
Cost to complete construction	1,977,778
GST on cost to complete construction	94,539
PST on appliances	10,456
Critical payables	707,770
Rennie Developer advisory fee incl. GST (7 months)	36,750
Rennie Developer Marketing costs incl. GST	170,100
Tenant improvements for commercial strata unit incl. GST	52,500
Strata fees	26,133
2019 property taxes	70,000
2020 property taxes (estimated)	80,000
WorkSafeBC	3,438
Insurance to February 29, 2020	29,745
Utilities incl. GST	13,650
Security/alarm incl. GST	10,500
Equipment rental incl. GST	10,500
Contracted services incl. GST	34,650
(accounting, project manager, construction fee)	

{01595412;1}

Receiver's out of pocket expenses incl. GST	5,250
Receiver and Manager's costs incl. GST	661,500
Receiver and Manager's legal costs incl. GST/PST	252,000
Contingency	<u>100,000</u>
TOTAL	4,347,259
ROUNDED TO	<u>4,350,000</u>

XIII. INSURANCE COVERAGE, SECURITY PATROLS AND NEW HOME WARRANTY

The Property has Completion of Construction, Wrapup Liability, and Builder's Risk insurance cover through Wilson M. Beck Insurance Services ("**W.M. Beck**")

The Receiver has been added as a named insured to the Completion of Construction, Wrapup Liability, and Builder's Risk insurance policies and requested a quotation from W.M. Beck for three more months of coverage prior to when the existing coverage expired on February 29, 2020. The Receiver has paid arrears of insurance premiums to W.M. Beck in the amount of \$29,745 in order to maintain cover.

Insurance premiums for the above were previously estimated at \$30,000 per annum, however we determined that the Property was underinsured. We determined that Hard Costs cover needed to be increased from \$8,390,658 to \$11,514,875, and that Soft Costs had to be increased from \$1,600,000 to \$2,180,000. The result is that insurance premiums will increase to \$93,397 for the period ending April 30, 2020 and we are awaiting an updated quotation from W.M. Beck on premiums going forward.

Wrapup Liability Insurance and Equipment Breakdown Insurance have been extended to July 31, 2020 and Builder's Risk Insurance has been extended to May 31, 2020.

Following completion of construction, signoffs by consultants and the issuance of all necessary permits, the Receiver will need to bind property insurance pending completion of sales of the strata lots.

The Receiver has arranged for Premier Security Inc. to conduct nightly walk-through security patrols of the parkade, commercial strata unit, and each floor of the building. The Receiver has also arranged for ongoing alarm service and Internet service for video monitoring.

The Receiver has confirmed with W.M. Beck that 2/5/10 New Home Warranty coverage is in good standing through WBI Home Warranty Ltd. with Censorio Group (Hastings & Carleton) Holdings Ltd. as the Developer.

XIV. PROPERTY TAXES

2019 property tax arrears of \$63,141.23 are owing to the City of Burnaby, together with \$335.72 in accrued interest, for a total of \$63,476.95 outstanding as of January 28, 2020.

XV. OTHER ASSETS OF THE COMPANY

Scotiabank transferred the balances from the Company's account # 805800017213 in the amount of \$762.50 and from account # 80500003611 in the amount of \$27,254.28 to the Receiver.

The Company's counsel, Forbes Boyle Lambert Law Corporation ("**FBL**"), is holding funds in trust with regard to two builders' liens:

<u>Lien No.</u>	<u>Claimant</u>	<u>Funds held in FBL Trust</u>
CA7705173	Seagate Structures Ltd.	\$91,341.51
CA7630242	Insul-Twin Systems Ltd.	\$23,346.39

The Receiver has made an offer to Seagate Structures Ltd. ("**Seagate**") to settle their outstanding claim and is awaiting their legal counsel's response.

The Receiver has also made an offer to Insul-Twin Systems Ltd. ("**Insul-Twin**") to settle their outstanding claim and is awaiting their response.

We will be further reviewing proposed responses to both claimants (Seagate and Insul-Twin) with Mr. Peter Censorio in order to settle these claims.

At the date of the Receivership Order (February 5, 2020), FBL was also holding deposits in trust, totaling \$585,513.97, from Pre-Sale purchasers of 16 residential units and the commercial strata unit. Two such Pre-Sale purchasers (#306 and #407) have since rescinded their Pre-Sale Contracts, and FBL has refunded their deposits in the amounts of \$41,977.53 and \$22,673.97 (both less administrative fees), leaving a balance of \$520,862.47.

The Company has filed its GST returns for the periods ended February 4, 2020 with Canada Revenue Agency ("**CRA**"). The Receiver has already received pre-Receivership GST refunds of \$37,253.15, \$12,590.07 and \$9,220.30, totaling \$59,063.52 relating to the period ended January 31, 2020. The Company's GST return for the pre-Receivership period ended February 4, 2020 had a balance of nil.

The Receiver filed a post-Receivership GST return for the period February 5, 2020 to February 29, 2020 and received a refund of \$6,224.93.

A 2018 Scientific Research and Experimental Development ("**SR&ED**") claim was rejected by CRA. Mr. Peter Censorio has advised that this claim may be refiled at a later date, but its net realizable value is not determinable at this time.

According to Mr. Peter Censorio, bonds held by the City of Burnaby currently total \$121,124.15. The Receiver will apply for a refund of these bonds following final occupancy, with the majority of such bonds to be refunded within six to eight weeks, and the Landscape Bond to be refunded within one year.

{01595412;1}

XVI. DISCLOSURE STATEMENT

The Receiver is working with its legal counsel to prepare a new Disclosure Statement.

XVII. SECURED CREDITORS

A Land Title search indicates the following creditors with mortgages or other liens registered against the Property. Some updated figures are from other sources:

- 1) Peoples Trust Company
Mortgage registered August 24, 2017 (CA6245585)
Assignment of Rents registered August 24, 2017 (CA6245586)
Amount: \$10,957,362 as at February 5, 2020, plus interest and costs
- 2) Bancorp Growth Mortgage Fund II Ltd., Bancorp Balanced Mortgage Fund II Ltd., Bancorp Financial Services Inc.
Mortgage registered August 24, 2017 (CA6245684)
Assignment of Rents registered August 24, 2017 (CA6245685)
Amount: \$3,991,443 as at February 5, 2020 plus interest and costs
- 3) PK Capital Ltd.
Mortgage registered November 29, 2018 (CA7219414)
Assignment of Rents registered November 29, 2018 (CA7219415)
Amount: \$787,307 (per PK Capital Ltd.) as at February 5, 2020, plus interest and costs
- 4) All Canadian Investment Corporation
Certificate of Pending Litigation registered September 16, 2019 (CA7750158)
Amount: \$2,374,468 (approx.) as at February 5, 2020 plus interest at 12% and costs
- 5) FBM Canada GSB, Inc.
Claim of Builder's Lien registered November 1, 2019 (CA7847746)
Amount: \$37,273.13 as at February 5, 2020 as per the Company
- 6) Medina Concrete Services Ltd.
Claim of Builder's Lien registered November 22, 2019 (CA7883860)
Amount: \$33,332.55 as at November 1, 2019
- 7) Tucuvan Construction Ltd.
Claim of Builder's Lien registered December 6, 2019 (CA7914853)
Amount: \$41,027.71 as at December 19, 2019
(Note: part of 1057127 B.C. Ltd. claim)
- 8) Omni Drywall Ltd.
Claim of Builder's Lien registered December 13, 2019 (CA7929493)
Amount: \$86,721.18 as at February 5, 2020 as per the Company
- 9) Peoples Trust Company
Certificate of Pending Litigation registered January 22, 2020 (CA7994287)

- 10) Rahul Glass Ltd.
Claim of Builder's Lien registered January 22, 2020 (CA7995006)
Amount: \$40,995.50 as at February 5, 2020 as per the Company
- 11) Peoples Trust Company
Certificate of Pending Litigation registered January 23, 2020 (CA7996226)
- 12) 1223293 B.C. Ltd.
Claim of Builder's Lien registered January 21, 2020 (CA7992704)
\$28,807.13 as at February 5, 2020 as per the Company
- 13) Lantec Fabricating Ltd.
Claim of Builder's Lien registered January 30, 2020 (CA8008332)
Amount: \$228,818.50 as at February 5, 2020 as per the Company
- 14) MEC Mechanical Inc.
Claim of Builder's Lien registered February 4, 2020 (CA8020242)
Amount: \$430,788.92 as at February 4, 2020
(The Company advises that it only owes \$165,244 as at February 5, 2020)
- 15) Summit Steel Cladding Inc.
Claim of Builder's Lien registered February 6, 2020 (BB3060757)
Amount: \$80,207.00 as at February 5, 2020 as per the Company
- 16) Division 9 Contractors Ltd.
Claim of Builder's Lien registered February 6, 2020 (CA8023255)
Amount: \$36,020.38 as at February 5, 2020
- 17) Graestone Ready Mix Inc.
Claim of Builder's Lien registered February 19, 2020 (CA8043922)
Amount: \$18,339.18 as at August 2, 2019
- 18) Chandler Associates Architecture Inc.
Claim of Builder's Lien registered February 20, 2020 (CA8045447)
Amount: \$129,582.95 as of February 13, 2020
- 19) Trades Labour Corporation
Claim of Builder's Lien registered February 25, 2020 (BB3060956)
Amount: \$36,270.00 as of February 25, 2020 as per the Company
- 20) Super Save Fence Rentals Inc.
Claim of Builder's Lien registered February 26, 2020 (CA8055557)
Amount: \$1,419.99 as of February 21, 2020
- 21) Super Save Toilet Rentals Inc.
Claim of Builder's Lien registered February 26, 2020 (CA8055558)
Amount: \$1,488.22 as of February 21, 2020
- 22) Rona Inc. dba Dick's Lumber
Claim of Builder's Lien registered March 2, 2020 (CA8065978)
Amount: \$100,815.95 as of January 31, 2020

{01595412;1}

- 23) Timeline Floors Inc. dba Quality Sterling Group
Claim of Builder's Lien registered March 4, 2020 (CA8072046)
Amount: \$216,570.00 as of March 4, 2020
- 24) Sunbelt Rentals of Canada Inc.
Claim of Builder's Lien registered March 4, 2020 (CA8072100)
Amount: \$56,457.00 as of March 4, 2020 as per the Company
- 25) AUM Building Science & Engineering Ltd.
Claim of Builder's Lien registered March 5, 2020 (CA8073515)
Amount: \$4,940.00 as of October 15, 2019
- 26) BCW Design Inc.
Claim of Builder's Lien registered March 5, 2020 (CA8074113)
Amount: \$63,000.00 as of February 5, 2020 as per the Company
- 27) Greer Spray Foam Ltd.
Claim of Builder's Lien registered March 12, 2020 (CA8085348)
Amount: \$65,202.00 as of February 5, 2020 as per the Company
- 28) Greer Contracting Ltd.
Claim of Builder's Lien registered March 12, 2020 (CA8085349)
Amount: \$4,200.00 as of February 5, 2020 as per the Company

Although the Peoples and Bancorp mortgages were registered on the same date (August 24, 2017) within minutes of each other, there are Priority Agreements registered on title giving Peoples priority over both Bancorp and PK Capital Ltd.

The 2019 WorkSafeBC assessment owing is \$3,437.59 as at January 29, 2020. The Company presently has no employees.

XVIII. UNSECURED CREDITORS

A list of unsecured creditors totaling \$1,168,053.22 is attached as **Schedule "S"**.

XIX. PROPOSED TIMELINE FOR CONSTRUCTION, MARKETING AND COMPLETION OF SALES

The Receiver proposes the following approximate timeline, subject to unforeseen events, in particular relating to the present COVID-19 situation:

Court Hearing	May 2020
New Disclosure Statement	May 2020
Enter into Listing Agreement with Realtor	Two weeks after Court approval
Marketing of Residential and Commercial Units	June 2020-February 2021
Completion of Construction	End of July 2020
Consultant Signoffs, Occupancy Permits	Early August 2020
Completion of Residential and Commercial Sales	September 2020-February 2021

XX. ESTIMATED REALIZATION AND SHORTFALL

Attached as **Schedule "L"** is the Receiver's Statement of Estimated Net Realization from the assets of the Company under Scenario 3, showing the completion of all Pre-Sale Contracts on residential strata units, the disclaimer of the Pre-Sale Contract on the commercial strata unit, the completion of construction and signoffs by all consultants and issuance of occupancy permits, and an orderly, Court-approved sales process on the remaining residential and commercial strata units through Fifth Avenue.

Under Scenario 3, it is estimated that funds available to creditors after realization costs, but before legal costs, interest on advances under Peoples' mortgage, and interest and legal costs of each mortgagee, could be **\$14,625,485**. This would be enough to pay off the first mortgage with Peoples, with all subsequent mortgage holders suffering a shortfall. Total secured and unsecured creditor claims are \$21,286,870 before interest and legal costs, resulting in an overall shortfall of potentially and significantly more than **\$6,661,385**. However, this figure is qualified by Fifth Avenue's April 14, 2020 letter (**Schedule "D"**), which advises that completion of the Pre-Sale Contracts will severely hamper their ability to sell the remaining unsold units at the listed prices.

Attached as **Schedule "M"** is the Receiver's Statement of Estimated Net Realization from the assets of the Company under Scenario 4, showing the disclaimer of the Pre-Sale Contract on the commercial retail unit, the disclaimer of all residential Pre-Sale Contracts, the completion of construction and signoffs by all consultants and issuance of occupancy permits, and an orderly, Court-approved sales process on all residential and commercial strata units through Fifth Avenue.

Under Scenario 4, it is estimated that funds available to creditors after realization costs, but before legal costs, interest on advances under Peoples' mortgage, and interest and legal costs of each mortgagee, could be **\$15,551,663**. This would be enough to pay off the first mortgages with Peoples and a distribution to Bancorp. Total secured and unsecured creditor claims are \$21,286,870 before interest and legal costs, resulting in an overall shortfall of **\$5,735,207**.

Attached as **Schedule "N"** is the Receiver's Statement of Estimated Net Realization from the assets of the Company under Scenario 5, showing the disclaimer of the Pre-Sale Contract on the commercial retail unit, the disclaimer of all residential Pre-Sale Contracts, the completion of construction and signoffs by all consultants and issuance of occupancy permits, and an orderly, Court-approved sales process on all residential strata units through Rennie Developer and on the commercial strata unit through Rennie Realty.

Under Scenario 5, it is estimated that funds available to creditors after realization costs, but before legal costs, interest on advances under Peoples' mortgage, and interest and legal costs of each mortgagee, could be **\$15,802,472**. This would be enough to pay off the first mortgage with Peoples and a distribution to Bancorp. Total secured and unsecured creditor claims are \$21,286,870 before interest and legal costs, resulting in an overall shortfall of **\$5,484,398**.

All of these estimates could vary depending on actual sales rates, costs to complete, selling price per unit, timing of completion, Receiver's costs and legal costs, and interest on the mortgage holders' loans, as well as unforeseen complications due to the COVID-19 situation.

XXI. CHOICE OF REALTORS

The Receiver has reviewed the four listing proposals for the residential units and is recommending Rennie Developer as the Receiver's listing and marketing agent for the residential units.

The net estimated realizations on Rennie Developer's recommended listing prices (less 5% for sales not subject to Court approval) are similar to those of Fifth Avenue, even though Fifth Avenue's recommended listing prices are higher. This is because Rennie Developer's proposed marketing costs are significantly lower, and do not include a separate showroom (a cost of \$50,000 on the Fifth Avenue proposal).

Rennie Developer has a full plan for selling real estate in the COVID-19 market, including virtual tours, on-line appointment bookings and arrangements for safe in-person tours. They have extensive experience in selling real estate in the Lower Mainland and their base commission of 2.25% is similar to that of other realtors including Fifth Avenue and Framework. Rennie Developer's proposed timeframe for sales anticipates selling 25 of the 27 residential units between June and November 2020, with the remaining two units to be sold by February 2021.

The Receiver also recommends Rennie Realty as the Receiver's listing and marketing agent for the commercial strata unit. The Receiver concurs with Rennie Realty's recommendation to list the commercial strata unit without a listing price. Rennie Realty's commission structure (3%) is similar to that of Colliers. Furthermore, Rennie Realty has a shorter and more confident timeframe for the sale of the commercial unit (115 days).

Having the same realtor marketing both the residential and commercial units will avoid redundant and potentially contradictory marketing efforts, instead projecting a single marketing message for the entire project.

XXII. STATEMENT OF RECEIPTS AND DISBURSEMENTS

The Receiver's Interim Statement of Cash Receipts and Disbursements for the period February 5, 2020 to April 16, 2020 is attached as **Schedule "T"**, showing a net balance of \$393,142.65.

XXIII. RECOMMENDED COURSES OF ACTION

The Receiver recommends the following courses of action:

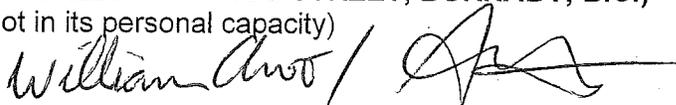
- Prepare and file outstanding and ongoing Financial Statements, T2 Corporation Income Tax Returns and Goods and Services Tax returns of the Company, and arrange for filing of Annual Reports;
- Arrange for payment of annual property taxes to the City of Burnaby when due;
- Ensure that we have bound general liability, builder's risk, wrap up construction liability and property insurance coverage on the Property for the appropriate periods;
- Obtain a Court Order authorizing increasing Receiver's advances from Peoples to \$4,350,000, ordering the disclaimer of all of the Pre-Sale Contracts on residential and commercial units, and authorizing the payments to critical trades, suppliers and consultants in the amount of \$707,770.00, as per **Schedule "R"**;

- Obtain a Court Order waiving the requirement for Court approval of accepted offers on residential units as long as the sale price is at least 95% of the list price as per **Schedule "P"**;
- Enter into new Lease Agreements with both tenants, with the Landlord defined as "Censorio Group (Hastings & Carleton) Holdings Ltd., by its Court-Appointed Receiver and Manager, D. Manning & Associates Inc." and with the ability to assign the leases to an eventual purchaser;
- Prepare the new Disclosure Statement and send it to each Pre-Sale Purchaser and all new Purchasers of unsold units;
- Work with counsel to prepare a notice to Pre-Sale purchasers of residential and commercial units advising them of the disclaimer of their Pre-Sale Contracts;
- Instruct FBL to refund all deposits to disclaimed Pre-Sale Purchasers;
- Obtain advances from Peoples in order to pay the ongoing Receivership costs as well as construction costs to complete construction of the Property, obtain necessary occupancy permits, and prepare the Property for sale;
- Work towards negotiating settlements on the funds held in trust for Seagate and Insul-Twin;
- Monitor progress in completing construction of the Property, including the Tenant Improvements on the commercial strata unit, obtain final signoffs and occupancy permit, and stratify the strata lots;
- Pay ongoing construction costs and Receivership costs;
- Following final occupancy, apply to the City of Burnaby for refunds of all bonds held by them;
- Enter into a Marketing and Sales Agreement with Rennie Developer Services & Advisory for the residential units and monitor the progress of marketing and sales;
- Enter into a Marketing and Sales Agreement with Rennie & Associates Realty Ltd. for the commercial strata unit and monitor the progress of marketing and sales;
- Obtain offers for each residential unit and discuss them with mortgagees;
- Obtain Court Approval of the accepted offer on each residential unit that requires Court approval, and a Vesting Order on each residential unit;
- Complete the sale of each residential unit;
- Obtain offers for the commercial strata unit and discuss them with mortgagees;
- Obtain Court Approval of the accepted offer on the commercial strata unit, and a Vesting Order;
- Complete the sale of the commercial strata unit;
- Arrange for the appropriate one-year holdback on each sold residential and commercial strata unit to deal with any deficiencies;
- Determine the amounts owing to all creditors ranking in priority higher than those of Peoples, and pay the appropriate amounts owing;
- Make a distribution of net proceeds from the sale of the Property to Peoples to repay their advances under the mortgage and their mortgage balance including interest and legal costs;
- Make a distribution of further net proceeds to subordinate mortgage holders in order of their priority;
- Distribute the balance of any net surplus funds pursuant to any Court Order(s);
- All other necessary matters to carry out the administration of the Receivership, as outlined by the Court Order;
- Apply for the Receiver's discharge and passing of accounts;
- Conclude the Receivership and close the file.

We look forward to receiving any comments on our proposed courses of action. In the meantime, should you have any questions, please contact either of the writers.

Yours very truly,

D. MANNING & ASSOCIATES INC.
LICENSED INSOLVENCY TRUSTEE
COURT-APPOINTED RECEIVER AND MANAGER IN RESPECT OF THE ASSETS,
UNDERTAKINGS AND PROPERTY OF
CENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD.
(4223-4229 HASTINGS STREET, BURNABY, B.C.)
(not in its personal capacity)



Per: William Choo, CPA, CGA / Alex E.H. Ng, LIT, CIRP

Attachments

SCHEDULE "A"

COURT ORDER APPOINTING RECEIVER AND MANAGER
DATED FEBRUARY 5, 2020



No. H 200039
Vancouver Registry

IN THE SUPREME COURT OF BRITISH COLUMBIA

PEOPLES TRUST COMPANY

Petitioner

AND:

CENSORIO GROUP (HASTINGS & CARLETON)
HOLDINGS LTD.
PETER CENSORIO also known as PETER ANTHONY CENSORIO
and PETER ANTHONY CENSORIO
STRADA 39 TRUST
BANCORP GROWTH MORTGAGE FUND II LTD.
BANCORP BALANCED MORTGAGE FUND II LTD.
BANCORP FINANCIAL SERVICES INC.
PK CAPITAL LTD.
ALL CANADIAN INVESTMENT CORPORATION
FBM CANADA GSD, INC.
MEDINA CONCRETE SERVICES LTD.
TUCUVAN CONSTRUCTION LTD.
OMNI DRYWALL LTD.
1223293 B.C. LTD.
RAHUL GLASS LTD.
SERIN INVESTMENTS LTD.
CLARION PROPERTY CORPORATION
G. I. H. PROPERTIES LTD.
BARRY CHARLES HOLDINGS LTD.
BECISON HOLDING CORPORATION
SANDRA CHAPPELL
CREST CAPITAL CORPORATION
DURHAM CAPITAL MANAGEMENT INC.
YORK VENTURES LTD.
HI-GROVE HOLDINGS (1995) LTD.
DIANE RAUCH
JEFFREY RAUCH
GERHARD RAUCH
HELGA RAUCH
PAVILION INVESTMENTS INC.
RODNEY GRANT KENYON
ALAN LONG
MANDATE MANAGEMENT CORPORATION

Respondents

IN THE MATTER OF THE RECEIVERSHIP OF
CENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD.

ORDER MADE AFTER APPLICATION

BEFORE THE HONOURABLE)

MR. JUSTICE GREER)

WEDNESDAY, THE 5TH DAY OF
FEBRUARY, 2020)

ON THE APPLICATION of the Petitioner for an Order pursuant to Section 243(1) of the *Bankruptcy and Insolvency Act*, R.S.C. 1985, c. B-3, as amended (the "BIA") and Section 39 of the *Law and Equity Act*, R.S.B.C. 1996 c. 253, as amended (the "LEA") appointing D. MANNING & ASSOCIATES INC. as RECEIVER AND MANAGER (in such capacity, the "Receiver") without security, of all of the assets, undertakings and property of CENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD. (the "Debtor") acquired for, or used in relation to a business carried on by the Debtor in constructing residential and commercial strata lots located at 4223-4229 Hastings Street, Burnaby British Columbia, legally described as, City of Burnaby, Parcel Identifier 029-877-555, Lot 1, District Lot 121, Group 1, New Westminster District, Plan EPP56644 (the "Lands"), coming on for hearing this day at Vancouver, British Columbia.

AND ON READING the Affidavits #1 and #2 of Jonathan Wong sworn January 21, 2020 and January 29, 2020, respectively and the pleadings filed herein and the consent of D. MANNING & ASSOCIATES INC. to act as the Receiver; AND ON HEARING Alan A. Frydenlund QC, Counsel for PEOPLES TRUST COMPANY and other counsel as listed on Schedule "B" hereto, and no one else appearing, although duly served.

THIS COURT ORDERS AND DECLARES that:

APPOINTMENT

1. Pursuant to Section 243(1) of the BIA and Section 39 of the LEA D. MANNING & ASSOCIATES INC. is appointed Receiver, without security, of all of the assets, undertakings and property of the Debtor, acquired for or used in relation to a business carried on by the Debtor in constructing a condominium and commercial strata lots at and on the Lands including all proceeds (the "Property").

RECEIVER'S POWERS

2. The Receiver is empowered and authorized, but not obligated, to act at once in respect of the Property and, without in any way limiting the generality of the foregoing, the Receiver

- 3 -

is expressly empowered and authorized to do any of the following where the Receiver considers it necessary or desirable:

- (a) to take possession of and exercise control over the Property and any and all receipts and disbursements arising out of or from the Property;
- (b) to receive, preserve and protect the Property, or any part or parts thereof, including, but not limited to, changing locks and security codes, relocation of Property, engaging independent security personnel, taking physical inventories and placing insurance coverage;
- (c) to manage, operate and carry on the business of the Debtor, including the powers to enter into any agreements, incur any obligations in the ordinary course of business, cease to carry on all or any part of the business, or cease to perform any contracts of the Debtor;
- (d) to engage consultants, appraisers, agents, experts, auditors, accountants, managers, counsel and such other persons from time to time and on whatever basis, including on a temporary basis, to assist with the exercise of the Receiver's powers and duties, including, without limitation, those conferred by this Order;
- (e) to take those steps the Receiver considers necessary for the construction or completion of the construction of any buildings or improvements on the lands included in the Property to make the Property available for sale or to make any existing buildings or improvements on the Property continually habitable, but without liability to the Receiver for permissive or voluntary waste.
- (f) to purchase or lease such machinery, equipment, inventories, supplies, premises or other assets to continue the business of the Debtor or any part or parts thereof;
- (g) to receive and collect all monies and accounts now owed or hereafter owing to the Debtor and to exercise all remedies of the Debtor in collecting these amounts, including, without limitation, enforcement of any security held by the Debtor;
- (h) to settle, extend or compromise any indebtedness owing to the Debtor;
- (i) to execute, assign, issue and endorse documents of whatever nature in respect of any of the Property, whether in the Receiver's name or in the name and on behalf of the Debtor, for any purpose pursuant to this Order;
- (j) to undertake environmental or workers' health and safety assessments of the Property and operations of the Debtor;
- (k) to initiate, manage and direct all legal proceedings now pending or hereafter pending (including appeals or applications for judicial review) in respect of the Debtor, the Property or the Receiver, including initiating, prosecuting, continuing, defending, settling or compromising the proceedings;

- 4 -

- (l) to market any or all of the Property, including advertising and soliciting offers in respect of the Property or any part or parts thereof and negotiating such terms and conditions of sale as the Receiver considers appropriate;
- (m) to sell, convey, transfer, lease or assign the Property or any part or parts thereof out of the ordinary course of business:
 - (i) without the approval of this Court in respect of a single transaction for consideration up to \$250,000, provided that the aggregate consideration for all such transactions does not exceed \$750,000; and
 - (ii) with the approval of this Court, OR THE CONSENT OF THE Petitioner and all of the parties to the proceeding herein in respect of any transaction in which the individual or aggregate purchase price exceeds the limits set out in subparagraph (i) above,

and in each such case notice under Section 59(10) of the *Personal Property Security Act*, R.S.B.C. 1996, c. 359 shall not be required;
- (n) to apply for any vesting order or other orders necessary to convey the Property or any part or parts thereof to a purchaser or purchasers, free and clear of any liens or encumbrances;
- (o) to report to, meet with and discuss with such affected Persons (as defined below) as the Receiver considers appropriate on all matters relating to the Property and the receivership, and to share information, subject to confidentiality terms as the Receiver considers appropriate;
- (p) to register a copy of this Order and any other Orders in respect of the Property against title to any of the Property;
- (q) to apply for any permits, licences, approvals or permissions as may be required by any governmental authority and any renewals thereof for and on behalf of and, if considered necessary or appropriate by the Receiver, in the name of the Debtor;
- (r) to enter into agreements with any Licensed Insolvency Trustee appointed in respect of the Debtor, including, without limitation, the ability to enter into occupation agreements for any property owned or leased by the Debtor;
- (s) to exercise any shareholder, partnership, joint venture or other rights which the Debtor may have; and
- (t) to take any steps reasonably incidental to the exercise of these powers or the performance of any statutory obligations,
- (u) to receive further advances of the Petitioner's loan to the Debtor, up to \$1,500,000 (which amount may be further increased be either by the agreement of the parties hereto or further Order of this Court) for the purpose of carrying on its duties

- 5 -

pursuant hereto which advances will be in full priority to all Respondents and all Claims of Builders' Lien, pursuant to s. 32(5) of the *Builders' Lien Act* S.B.C. 1997 c.45.

and in each case where the Receiver takes any such actions or steps, it shall be exclusively authorized and empowered to do so, to the exclusion of all other Persons (as defined below), including the Debtor, and without interference from any other Person.

DUTY TO PROVIDE ACCESS AND CO-OPERATION TO THE RECEIVER

3. Each of (i) the Debtor; (ii) all of the Debtor's current and former directors, officers, employees, agents, accountants, legal counsel and shareholders, and all other persons acting on its instructions or behalf; and (iii) all other individuals, firms, corporations, governmental bodies or agencies, or other entities having notice of this Order (collectively, "Persons" and each a "Person") shall forthwith advise the Receiver of the existence of any Property in such Person's possession or control, shall grant immediate and continued access to the Property to the Receiver, and shall deliver all such Property (excluding Property subject to liens the validity of which is dependent on maintaining possession) to the Receiver upon the Receiver's request.
4. All Persons, other than governmental authorities, shall forthwith advise the Receiver of the existence of any books, documents, securities, contracts, orders, corporate and accounting records, and any other papers, records and information of any kind related to the business or affairs of the Debtor, and any computer programs, computer tapes, computer disks, or other data storage media containing any such information (collectively, the "Records") in that Person's possession or control. Upon request, governmental authorities shall advise the Receiver of the existence of any Records in that Person's possession or control.
5. Upon request, all Persons shall provide to the Receiver or permit the Receiver to make, retain and take away copies of the Records and grant to the Receiver unfettered access to and use of accounting, computer, software and physical facilities, provided however that nothing in paragraphs 4, 5 or 6 of this Order shall require the delivery of Records, or the granting of access to Records, which may not be disclosed or provided to the Receiver due to solicitor client privilege or statutory provisions prohibiting such disclosure.
6. If any Records are stored or otherwise contained on a computer or other electronic system of information storage, whether by an independent service provider or otherwise, all Persons in possession or control of such Records shall forthwith give unfettered access to the Receiver for the purpose of allowing the Receiver to recover and fully copy all of the information contained therein whether by way of printing the information or making copies of computer disks or such other manner of retrieving and copying the information as the Receiver in its discretion deems expedient, and shall not alter, erase or destroy any Records without the prior written consent of the Receiver. Further, for the purposes of this paragraph, all Persons shall provide the Receiver with all such assistance in gaining immediate access to the information in the Records as the Receiver may require including, without limitation, providing the Receiver with instructions on the use of any computer or

- 6 -

other system and providing the Receiver with any and all access codes, account names and account numbers that may be required to gain access to the information.

NO PROCEEDINGS AGAINST THE RECEIVER

7. No proceeding or enforcement process in any court or tribunal (each, a “**Proceeding**”), shall be commenced or continued against the Receiver except with the written consent of the Receiver or with leave of this Court.

NO PROCEEDINGS AGAINST THE DEBTOR OR THE PROPERTY

8. No Proceeding against or in respect of the Debtor or the Property shall be commenced or continued except with the written consent of the Receiver or with leave of this Court and any and all Proceedings currently under way against or in respect of the Debtor or the Property are stayed and suspended pending further Order of this Court; provided, however, that nothing in this Order shall prevent any Person from commencing a Proceeding regarding a claim that might otherwise become barred by statute or an existing agreement if such Proceeding is not commenced before the expiration of the stay provided by this paragraph and provided that no further step shall be taken in respect of the Proceeding except for service of the initiating documentation on the Debtor and the Receiver.

NO EXERCISE OF RIGHTS OR REMEDIES

9. All rights and remedies (including, without limitation, set-off rights) against the Debtor, the Receiver, or affecting the Property, are stayed and suspended except with the written consent of the Receiver or leave of this Court, provided however that nothing in this Order shall (i) empower the Receiver or the Debtor to carry on any business which the Debtor is not lawfully entitled to carry on, (ii) affect the rights of any regulatory body as set forth in section 69.6(2) of the BIA, (iii) prevent the filing of any registration to preserve or perfect a security interest, or (iv) prevent the registration of a claim for lien. This stay and suspension shall not apply in respect of any “eligible financial contract” as defined in the BIA.

NO INTERFERENCE WITH THE RECEIVER

10. No Person shall discontinue, fail to honour, alter, interfere with, repudiate, terminate or cease to perform any right, renewal right, contract, agreement, licence or permit in favour of or held by the Debtor, without written consent of the Receiver or leave of this Court. Nothing in this Order shall prohibit any party to an eligible financial contract from closing out and terminating such contract in accordance with its terms.
11. Any person who has provided policies of insurance or indemnities (including, without limitation, New Home Warranty) at the request of the Receiver shall be required to continue or renew such policy of insurance or indemnity following the date of this Order provided that the Receiver make payment of the premium (on the usual commercial terms) as if this proceeding had not been commenced.

- 7 -

12. THIS COURT FURTHER ORDERS THAT the Superintendent of Real Estate is prohibited from issuing cease trading or cease selling orders without leave of this Court on the condition that the Receiver will not offer or sell the lands until a new Disclosure Statement with respect to the lands has been filed.

CONTINUATION OF SERVICES

13. All Persons having oral or written agreements with the Debtor or statutory or regulatory mandates for the supply of goods and/or services, including without limitation, all computer software, communication and other data services, centralized banking services, payroll services, insurance, transportation services, utility or other services to the Debtor are restrained until further Order of this Court from discontinuing, altering, interfering with or terminating the supply of such goods or services as may be required by the Receiver, and the Receiver shall be entitled to the continued use of the Debtor's current telephone numbers, facsimile numbers, internet addresses and domain names, provided in each case that the normal prices or charges for all such goods or services received after the date of this Order are paid by the Receiver in accordance with normal payment practices of the Debtor or such other practices as may be agreed upon by the supplier or service provider and the Receiver, or as may be ordered by this Court.

RECEIVER TO HOLD FUNDS

14. All funds, monies, cheques, instruments, and other forms of payments received or collected by the Receiver from and after the making of this Order from any source whatsoever including, without limitation, the sale of all or any of the Property and the collection of any accounts receivable, in whole or in part, whether in existence on the date of this Order or hereafter coming into existence, shall be deposited into one or more new accounts to be opened by the Receiver (the "**Post-Receivership Accounts**") and the monies standing to the credit of such Post-Receivership Accounts from time to time, net of any disbursements provided for herein, shall be held by the Receiver to be paid in accordance with the terms of this Order or any further order of this Court.

EMPLOYEES

15. Subject to the employees' right to terminate their employment, all employees of the Debtor shall remain the employees of the Debtor until such time as the Receiver, on the Debtor's behalf, may terminate the employment of such employees. The Receiver shall not be liable for any employee-related liabilities of the Debtor, including any successor employer liabilities as referred to in Section 14.06(1.2) of the BIA, other than amounts the Receiver may specifically agree in writing to pay or in respect of obligations imposed specifically on receivers by applicable legislation, including sections 81.4(5) or 81.6(3) of the BIA or under the *Wage Earner Protection Program Act*, S.C. 2005, c.47. The Receiver shall be liable for any employee-related liabilities, including wages, severance pay, termination pay, vacation pay, and pension or benefit amounts relating to any employees that the Receiver may hire in accordance with the terms and conditions of such employment by the Receiver.

PERSONAL INFORMATION

16. Pursuant to Section 7(3)(c) of the *Personal Information Protection and Electronic Documents Act*, S.C. 2000, c. 5 or Section 18(1)(o) of the *Personal Information Protection Act*, S.B.C. 2003, c. 63, the Receiver may disclose personal information of identifiable individuals to prospective purchasers or bidders for the Property and to their advisors, but only to the extent desirable or required to negotiate and attempt to complete one or more sales of the Property (each, a "Sale"). Each prospective purchaser or bidder to whom such personal information is disclosed shall maintain and protect the privacy of such information and limit the use of such information to its evaluation of the Sale, and if it does not complete a Sale, shall return all such information to the Receiver, or in the alternative destroy all such information. The purchaser of any Property shall be entitled to continue to use the personal information provided to it, and related to the Property purchased, in a manner which is in all material respects identical to the prior use of such information by the Debtor, and shall return all other personal information to the Receiver, or ensure that all other personal information is destroyed.

LIMITATION ON ENVIRONMENTAL LIABILITIES

17. Nothing in this Order shall require the Receiver to occupy or to take control, care, charge, possession or management (separately and/or collectively, "Possession") of any of the Property that might be environmentally contaminated, might be a pollutant or a contaminant, or might cause or contribute to a spill, discharge, release, or deposit of a substance contrary to any federal, provincial or other law relating to the protection, conservation, enhancement, remediation or rehabilitation of the environment or relating to the disposal of waste or other contamination (collectively "Environmental Legislation"), provided however that nothing herein shall exempt the Receiver from any duty to report or make disclosure imposed by applicable Environmental Legislation.
18. The Receiver shall not, as a result of this Order or anything done in pursuance of the Receiver's duties and powers under this Order, be deemed to be in Possession of any of the Property within the meaning of any Environmental Legislation, unless the Receiver is actually in possession.
19. Notwithstanding anything in federal or provincial law, the Receiver is not personally liable in that position for any environmental condition that arises or environmental damage that occurred:
- (a) before the Receiver's appointment; or,
 - (b) after the Receiver's appointment, unless it is established that the condition arose or the damage occurred as a result of the Receiver's gross negligence or wilful misconduct.
20. Notwithstanding anything in federal or provincial law, but subject to paragraph 17 of this Order, where an order is made which has the effect of requiring the Receiver to remedy any environmental condition or environmental damage affecting the Property, if the Receiver complies with the BIA section 14.06(4), the Receiver is not personally liable for

the failure to comply with the order and is not personally liable for any costs that are or would be incurred by any Person in carrying out the terms of the order.

LIMITATION ON THE RECEIVER'S LIABILITY

21. The Receiver shall incur no liability or obligation as a result of its appointment or the carrying out the provisions of this Order, save and except:
- (a) any gross negligence or wilful misconduct on its part; or
 - (b) amounts in respect of obligations imposed specifically on receivers by applicable legislation.

Nothing in this Order shall derogate from the protections afforded the Receiver by Section 14.06 of the BIA or by any other applicable legislation.

RECEIVER'S ACCOUNTS

22. The Receiver and its legal counsel, if any, are granted a charge (the "Receiver's Charge") on the Property as security for the payment of their fees and disbursements, in each case at their standard rates, in respect of these proceedings, whether incurred before or after the making of this Order. The Receiver's Charge shall form a first charge on the Property in priority to all security interests, trusts, liens, charges and encumbrances, statutory or otherwise, in favour of any Person, but subject to Sections 14.06(7), 81.4(4), and 81.6(2) of the BIA.
23. The Receiver and its legal counsel shall pass their accounts from time to time, and for this purpose the accounts of the Receiver and its legal counsel are referred to a judge of the Supreme Court of British Columbia and may be heard on a summary basis.
24. Prior to the passing of its accounts, the Receiver shall be at liberty from time to time to apply reasonable amounts, out of the monies in its hands:
- (a) Against its fees and disbursements, including legal fees and disbursements, incurred at the standard rates and charges of the Receiver or its counsel in respect of carrying out any of the foregoing activities (and such amounts shall constitute advances against its remuneration and disbursements when as approved by this Court;
 - (b) In payment of any charges for taxes, utilities, or insurance premiums with relate to any of the Property;
 - (c) In repayment of the Receiver's interim advances from the Petitioner pursuant to the Petitioner's loan to the Debtor;
 - (d) In reduction of the amount owing under the Petitioner's mortgage and subsequent to payment thereof to the Respondent mortgagees, as per their respective priorities, in reduction of the amounts owing thereunder.

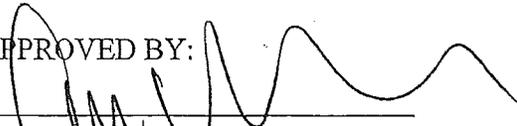
SERVICE AND NOTICE OF MATERIALS

25. The Receiver shall establish and maintain a website in respect of these proceedings at: www.manning-trustee.com (the “**Website**”) and shall post there as soon as practicable:
- (a) all materials prescribed by statute or regulation to be made publicly available, including pursuant to Rule 10-2 of the *Supreme Court Civil Rules*; and,
 - (b) all applications, reports, affidavits, orders and other materials filed in these proceedings by or on behalf of the Receiver, except such materials as are confidential and the subject of a sealing order or pending application for a sealing order.
26. Any Person who is served with a copy of this Order and that wishes to be served with any future application or other materials in these proceedings must provide to counsel for each of the Receiver and the Applicant a demand for notice in the form attached as Schedule B (the “**Demand for Notice**”). The Receiver and the Applicant need only provide further notice in respect of these proceedings to Persons that have delivered a properly completed Demand for Notice. The failure of any Person to provide a properly completed Demand for Notice releases the Receiver and the Applicant from any requirement to provide further notice in respect of these proceedings until such Person delivers a properly completed Demand for Notice.
27. The Receiver shall maintain a service list identifying all parties that have delivered a properly completed Demand for Notice (the “**Service List**”). The Receiver shall post and maintain an up-to-date form of the Service List on the Website.
28. Any interested party, including the Receiver, may serve any court materials in these proceedings by facsimile or by emailing a PDF or other electronic copy of such materials to the numbers or addresses, as applicable, set out on the Service List. Any interested party, including the Receiver, may serve any court materials in these proceedings by mail to any party on the Service List that has not provided a facsimile number or email address, and materials delivered by mail shall be deemed received five (5) days after mailing.
29. Notwithstanding paragraph 26 of this Order, or the Notice of Application and any affidavits filed in support shall be made on the Federal and British Columbia Crowns in accordance with the *Crown Liability and Proceedings Act*, R.S.C. 1985, c.C-50 and its regulations for the Federal Crown and the *Crown Proceedings Act*, R.S.B.C. 1996 c.89 in respect of the British Columbia Crown.
30. The Receiver and its counsel are authorized to serve or distribute this Order, any other orders and any other materials as may be reasonably required in these proceedings, including any notices or other correspondence, by forwarding copies by facsimile or by email to the Debtor’s creditors or other interested parties and their advisors. For greater certainty, any such distribution or service shall be deemed to be in satisfaction of any legal or juridical obligation and notice requirements within the meaning of clause 3(c) of the *Electronic Commerce Protection Regulations*.

GENERAL

- 31. Any interested party may apply to this Court to vary or amend this Order on not less than seven (7) clear business days' notice to the Service List and to any other party who may be affected by the variation or amendment, or upon such other notice, if any, as this Court may order.
- 32. The Receiver may from time to time apply to this Court for advice and directions in the discharge of its powers and duties hereunder.
- 33. Nothing in this Order shall prevent the Receiver from acting as a Licensed Insolvency Trustee of the Debtor.
- 34. This Court requests the aid, recognition and assistance of any court, tribunal, regulatory or administrative body having jurisdiction, wherever located, to give effect to this Order and to assist the Receiver and its agents in carrying out the terms of this Order. All such courts, tribunals and regulatory and administrative bodies are respectfully requested to make such orders and to provide such assistance to the Receiver, as an officer of this Court, as may be necessary or desirable to give effect to this Order or to assist the Receiver and its agents in carrying out the terms of this Order.
- 35. The Receiver is authorized and empowered to apply to any court, tribunal or regulatory or administrative body, wherever located, for recognition of this Order and for assistance in carrying out the terms of this Order and the Receiver is authorized and empowered to act as a representative in respect of the within proceedings for the purpose of having these proceedings recognized in a jurisdiction outside Canada.
- 36. The Petitioner shall have its costs of this motion, up to and including entry and service of this Order, as provided for by the terms of the Petitioner's security or, if not so provided by the Petitioner's security, then on a substantial indemnity basis to be paid by the Receiver from the Debtor's estate with such priority and at such time as this Court may determine.
- 37. Endorsement of this Order by counsel appearing on this application other than the Petitioner is dispensed with.

THE FOLLOWING PARTIES APPROVE OF THE FORM OF THIS ORDER AND CONSENT TO EACH OF THE ORDERS, IF ANY, THAT ARE INDICATED ABOVE AS BEING BY CONSENT:

APPROVED BY: 

 Signature of Alan A. Frydenlund QC
 lawyer for Petitioner

BY THE COURT
 REGISTRAR



 A large, stylized handwritten signature, likely belonging to the Registrar.

Schedule "A"

Demand for Notice

TO: [Name of Applicant]
c/o [Name of Counsel to the Applicant]
Attention:
Email:

AND TO: D. MANNING & ASSOCIATES INC.
c/o Owen Bird Law Corporation
Attention: Alan A. Frydenlund QC
Email: afrydenlund@owenbird.com

Re: In the matter of the Receivership of CENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD.

I hereby request that notice of all further proceedings in the above Receivership be sent to me in the following manner:

- 1. By email, at the following address (or addresses):

OR

- 2. By facsimile, at the following facsimile number (or numbers):

OR

- 3. By mail, at the following address:

Name of Creditor: _____

Name of Counsel (if any): _____

Creditor's Contact Address: _____

Creditor's Contact Phone Number: _____

Schedule "B"

Counsel Appearing

WILLIAM ROBERTS

BANCORP FINANCIAL

SCHEDULE "B"

FIFTH AVENUE REAL ESTATE MARKETING LTD.
PROPOSAL FOR MARKETING RESIDENTIAL UNITS

CARLETON MIXED-USE LOW-RISE DEVELOPMENT

PREPARED FOR:

D. MANNING & ASSOCIATES INC., RECEIVER AND
MANAGER OF THE ASSETS, UNDERTAKINGS, AND
PROPERTY OF CENSORIO GROUP (HASTINGS AND
CARLETON) HOLDINGS LTD.

PREPARED BY:

Fifth Avenue Real Estate Marketing Ltd.

April 3rd, 2020



TABLE OF CONTENTS

Overview of The Assignment.....	3
Project Overview.....	5
Market Overview.....	9
Working Assumptions.....	14
The Fifth Avenue Approach.....	16
Project Leadership and Management.....	20
Business Terms.....	22
Next Steps.....	24

OVERVIEW OF THE ASSIGNMENT

At the request of D. Manning & Associates Inc., Receiver and Manager, Fifth Avenue has prepared this sales and marketing proposal for the mixed-use wood frame project located at 4223 to 4229 Hastings Street, Burnaby in British Columbia known as The Carleton. Fifth Avenue is not currently advising, marketing or selling on any other mixed-use projects in the area, however, has extensive experience marketing and selling communities of this nature in many neighbourhoods across Metro Vancouver. Fifth Avenue most recently marketed and sold out the Scott and Nicholson project in Delta in record time and at the highest PSF for the area, Fifth Avenue is also selling the luxury tower development known as Avani Centre for Avani Investment Group, in Surrey City Centre at King George sky train station, in addition has successfully sold in downtown Vancouver and East Vancouver developments such as Fusion on Commercial, Midtown and Collection 45. All of these developments have sold out or are selling at premium values of \$5 - \$80 per square foot over the competition in the area, realizing the highest price per square foot sales to date by project for each area, especially during their active sales launch periods. Fifth Avenue is well positioned to be the sales and marketing firm for the successful re-positioning, marketing, and sales of this project that is almost move-in ready.

D. Manning are currently working through the final steps of recommencing construction to obtain the final occupancy permit. Fifth Avenue is in a position to help design a sales centre in the available commercial space and direct a display home with the project's interior design firm I3 Design to optimize sales and revenues. Fifth Avenue is positioned to engage consulting on the project's projected buyer demographic group in order to achieve the best salability and therefore revenues, directing a graphic firm to optimize the marketing materials that appear subpar to the actual units they are meant to represent. In addition to this Fifth Avenue would direct I3, the interior designer to design a "MUST SEE" display home with furnishings, decorations etc. Successful planning and design of the campaign as whole, catered to specific market needs and demographic data (intelligence Fifth Avenue possesses), will make the project unique and allow for similar values per square foot to the current competition. The overall design and make up of the development will affect end revenue and absorption goals of the residential and commercial sales, based on this if there are future opportunities Fifth Avenue prefers to be engaged early to advise and consult on the unit mix ensuring certain plan types are not too large or small for any given market. This proposal is for standing inventory so we will not have this advantage. The standing inventory units are quite large compared to other options making the end selling prices higher than needed for any plan type currently available. Fifth Avenue is up to this challenge and knows how to value sell, which is what this project needs.

This proposal is based on preliminary communications D. Manning, a site tour, and an initial assessment of the site based on the address provided to Fifth Avenue of 4223-4229 Hastings Street Burnaby. The project is located in the general area referenced as North Burnaby. Burnaby is an epicenter of the Metro Vancouver area, or "the new Vancouver" as most prices in downtown are out of reach for people working in the area today. Burnaby is the closest to being in Vancouver without being in Vancouver. Burnaby is fast becoming the new go to for new homes for anyone that wants to be in Vancouver but cannot afford an average of \$2400/sq.ft. for concrete (wood frame is limited in Vancouver.) Quick access to downtown and Brentwood Town Centre for skytrain in addition to the walkable neighbourhood with Italian roots makes this project a desirable location.

OVERVIEW OF THE ASSIGNMENT

Metro Vancouver as a whole saw a somewhat challenging multifamily product market over 2019. With plenty of multi-family developments coming to market in a short range of time, and the addition to new government lending criteria and taxes, downward pressure on prices was definitely felt in 2019. The final quarter of 2019 saw an increase in sales momentum of all product types in most areas, and some price increases though not yet back to the levels they were at in mid-2017 before the downward pressure of mid 2018 through most of 2019 was felt. However, with the correct vision and timing this project can be set for success with quick completions.

Given Fifth Avenue's 40 years of success in Metro Vancouver and the Fraser Valley, and our belief we can help generate optimal revenues and absorptions, Fifth Avenue is keen to be selected as the team that will positively innovate and collaborate to make this multifamily project a competitive and financial success. Fifth Avenue has a dynamic database reaching out to over 12,000 high producing Realtors and almost 23,000 prospective buyers that would be introduced to the project immediately. Given this history and our belief, we can help generate more optimal revenues and absorptions, Fifth Avenue is keen to be selected as the team that will innovatively and positively collaborate to make this multifamily project a competitive and financial success.

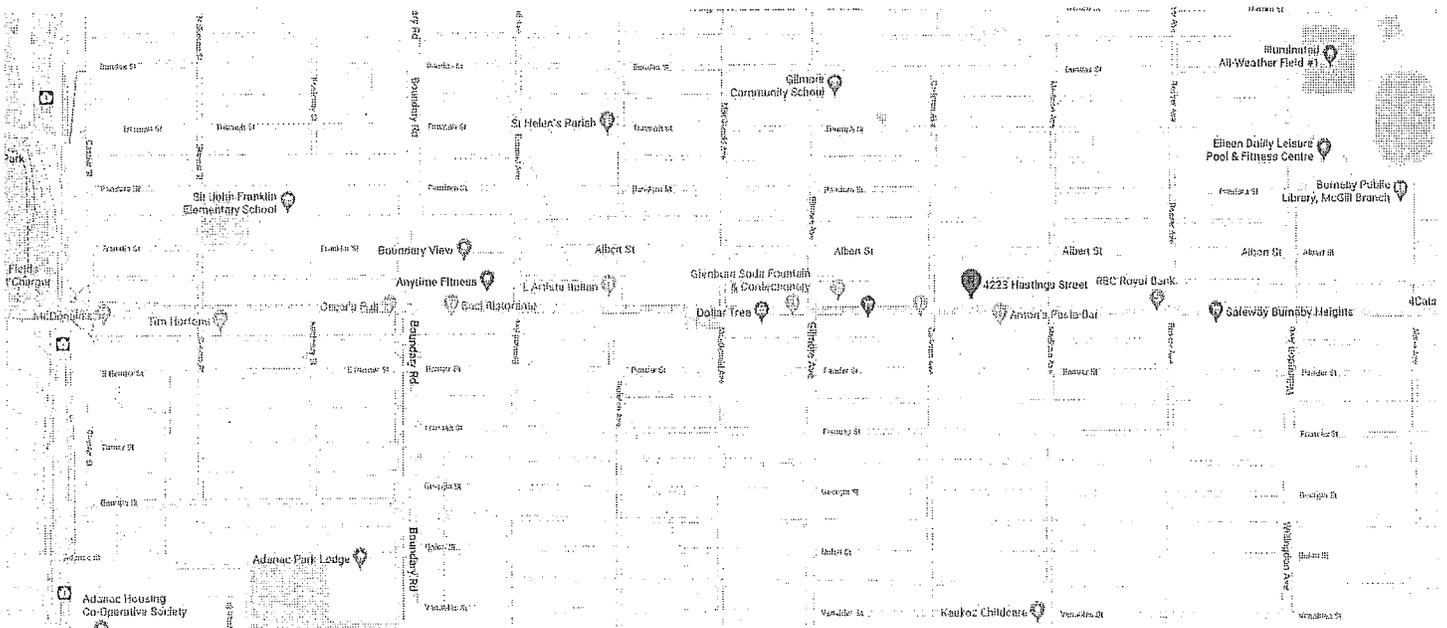


Our approach to the Burnaby community is to concentrate on a limited number of active selling projects at a time while working to ensure future projects are clearly differentiated from current competitive offerings and positioned for optimal success. Furthermore, as a result of the market intelligence we possess and maintain in part due to our 10 year strategic relationships with leading real estate intelligence provider, Urban Analytics, we are openly willing share our knowledge, recent experiences, and learnings.

This proposal has been prepared by Fifth Avenue's W. Scott Brown (Scott) – President & CEO, Jamie Squires – Senior Project Manager/Vice President, Mitchell Harpur – Marketing Manager, and Benji Litonjua – Marketing Coordinator. Scott and Jamie will be the primary resources leading the sales and marketing efforts.

PROJECT OVERVIEW

The project is located on Hastings in North Burnaby at 4223 to 4229. The location of the development can be described as: retail, walkable, convenient, in transition and growing in terms of residential and retail. It is in the City of Burnaby's Heights neighbourhood plan designated urban village zoning. Fifth Avenue is familiar with the area having staff from the area and sold out nearby projects in Vancouver branded as Mid town, Collection 45 and Fusion in Vancouver. The area is generally sought after and typically known for low-rise communities on Hastings that overlook to single family and townhome designations north and south of Hastings, giving this development a green light from the perspective of competitive risk as there is only one other project with similar sizes and finished inventory that is available for sale called Forte by Streetside.



The project is a 4-storey mixed-use, with the units about 4 months away from full occupancy, with a single commercial/retail unit on the bottom. With prospective leases to a 49th Parallel Coffee shop and an optometrist each to occupy about half the unit. Ideally the commercial space should be fitted out as a temporary sales office plus one unit as a designated furnished display home with I3 design the interior designers on the project. If this is not possible the secondary strategy, although less effective, will be to use a residential unit as a sales office.

PROJECT OVERVIEW

Unsold Units

Unit #	Strata Lot #	Finished SQFT	Beds/Baths	Parking Spots	Opinion of Value Low \$	PSF	Opinion of Value High \$	PSF	Suggested List Price \$
102	2	816	1/1	1	\$589,900	\$723	\$609,900	\$747	\$619,900
205	7	740	1/1	1	\$582,900	\$788	\$602,900	\$815	\$622,900
207	8	707	1/1	1	\$569,900	\$806	\$589,900	\$834	\$609,900
201	5	1,122	2/2	1	\$862,900	\$769	\$872,900	\$778	\$902,900
202	12	1,139	2/2	1	\$872,900	\$766	\$882,900	\$775	\$902,900
301	13	1,122	2/2	1	\$858,900	\$766	\$868,900	\$774	\$888,900
302	20	1,139	2/2	1	\$872,900	\$766	\$882,900	\$775	\$902,900
303	14	1,019	2/2	1	\$859,900	\$844	\$869,900	\$854	\$879,900
305	15	740	1/1	1	\$582,900	\$788	\$602,900	\$815	\$622,900
306	18	607	1/1	1	\$489,900	\$807	\$499,900	\$824	\$524,900
307	16	707	1/1	1	\$569,900	\$806	\$589,900	\$834	\$609,900
405	23	740	1/1	1	\$592,900	\$801	\$609,900	\$824	\$632,900
407	24	707	1/1	1	\$579,900	\$820	\$599,900	\$849	\$639,900
Averages and Totals Residential Only					\$8,885,700	\$786	\$9,082,700	\$804	\$9,360,700

11,305

PROJECT OVERVIEW

Sold Units

Unit #	Strata Lot #	Finished SQFT	Beds/Baths	Parking Spots	Net Sale Price	Current PSF	Opinion of Value Low \$	PSF	Opinion of Value High \$	PSF	Suggested List Price \$
101	1	1,103	2/2	1	\$779,900	\$712	\$859,900	\$780	\$899,900	\$816	\$879,900
103	3	636	1/1	1	\$404,900	\$637	\$499,900	\$786	\$509,900	\$802	\$529,900
104	4	572	1/1	1	\$332,900	\$608	\$472,900	\$827	\$482,900	\$844	\$492,900
203	6	1,019	2/2	1	\$799,900	\$785	\$859,900	\$844	\$869,900	\$854	\$889,900
204	11	610	1/1	1	\$399,900	\$656	\$499,900	\$820	\$509,900	\$836	\$529,900
206	10	636	1/1	1	\$399,900	\$637	\$509,900	\$802	\$519,900	\$817	\$529,900
208	9	636	1/1	1	\$400,000	\$629	\$509,900	\$802	\$519,900	\$817	\$529,900
304	19	610	1/1	1	\$402,900	\$672	\$489,900	\$803	\$499,900	\$820	\$509,900
308	17	636	1/1	1	\$414,900	\$668	\$509,900	\$802	\$519,900	\$817	\$529,900
401	21	1,122	2/2	1	\$671,900	\$599	\$868,900	\$774	\$878,900	\$783	\$888,900
402	27/28	1,700	2/2	2	\$1,100,000	\$647	\$1,230,000	\$724	\$1,260,000	\$741	\$1,300,000
403	22	1,019	2/2	1	\$690,000	\$687	\$869,900	\$854	\$879,900	\$863	\$899,900
406	26	636	1/1	1	\$424,900	\$668	\$519,900	\$817	\$529,900	\$833	\$539,900
408	25	629	1/1	1	\$414,000	\$668	\$512,900	\$815	\$522,900	\$831	\$535,900
CRU #1	29			2							
Outside Commissions					-\$25,106						
Averages and Totals Residential Only					\$7,698,800	\$666	\$9,213,700	\$797	\$9,403,700	\$813	\$9,586,700
Net Outside Commissions					\$7,673,694						
		11,564									
Totals Sold and Unsold Residential											
		22,869					\$18,099,400	\$791	\$18,486,400	\$808	\$18,946,800

Of course, this can potentially be higher depending on a mix of the right branding, marketing, sales centre and sales team to create and tell a lifestyle story in addition to improving market conditions.

PROJECT OVERVIEW

PRELIMINARY OBSERVATIONS AND OPINIONS

Fifth Avenue has made the following preliminary observations and formed a number of preliminary opinions, including:

- This location is a great draw for first time buyers, move-up couples, re-starts, investors and budget conscious downsizers.
- The site is rated an "A". The positive attributes of the site include: great pedestrian orientation and access to services, transit and recreation. Negative attributes include proximity to or on a busy road like Hastings.
- The units are almost complete and cannot be changed.
- The unit specifications are in line with competitive offerings.
- The wood ceilings and brick backsplashes are a unique feature that will be in all units though not installed in all yet.
- With the right display home that is well designed and positioned, to a specific target market the homes should achieve an optimal level of revenues.
- There are natural gas features including gas ranges and BBQ outlets.
- Typically, homes should be designed to be efficient, thus making them more affordable. Many are selling 2 bed and 2 baths in well under 700 square feet in both high and low rises in Vancouver, Burnaby, Surrey and even Maple Ridge for example and appears to be why this project and one other competitive project have had a hard time selling. The end prices are too high for the unit styles, as the units are too large to achieve over \$800/sq.ft. blended as others have and will. One needs to understand that even at \$800/sq.ft. the end selling price is going to be a lot higher than other offerings on the market with lower prices but a higher PSF simply because they are doing 2 bedrooms with 2 bathrooms in under 700 SQFT. This project will have to be a luxury sell at a lower PSF with higher end price points the buyer's will have to qualify for. This will take longer than smaller units with lower end sale prices and much higher price per square foot.
- Fifth Avenue recommends to first try and negotiate with existing presale buyers, then offer as presale to the public market.
- A blended absorption of 3 to 4 sales a month after the initial 2 months will be ideal for D. Manning in order to try to achieve the higher desired price per square foot.
- Assume sales start June 2020

Anticipated Number of Units sold per month

Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Total
6	4	2	3	5	4	1	2	27

MARKET OVERVIEW

BURNABY & NEW WESTMINSTER (GREEN LIGHT)

The Burnaby/New Westminister market will sustain a "Green light" for the Fourth Quarter due to healthy sales activity, despite evident price corrections seen in the form of large incentive offerings. Although the High Rise sector saw a decrease in sales, 13 percent of available inventory in this sector was sold over the quarter. The decrease in sales relative to the prior quarter can be attributed to a lack of project launches late in the year. Demand for product across Burnaby's Metrotown and Brentwood town centres remained robust and are expected to be the leading neighbourhoods for sales activity in 2020, relative to Edmonds, Lougheed, and New Westminister. With the anticipation of several new projects coming to market, Burnaby's High Rise sector is expected to be very active in early 2020 with competitive pricing among High Rise condominiums in the same neighbourhoods.

New Development Sales Statistics

	Active Projects	Sales	Unsold Inventory	Active Sales Range PSF
High Rise	28 ↔	18 ↓	1259 ↑	\$600 - \$1200*
Low Rise	8 ↑	20 ↔	228 ↑	\$700 - \$900
Townhome	9 ↑	26 ↑	127 ↑	\$530 - \$830

*Note: The greater variation in active Sales Price Range is the result of the achievable sale value differential between comparable product in the different Burnaby/New Westminister neighbourhoods.

Market Highlights

- High Rise project, Sun Towers II by Belford Properties, sold 27 units in Metrotown and offered generous buyer incentives this quarter.
- Onni's High Rise project Gilmore Place (Tower 2) reached an impressive 41 firm sales in the Fourth Quarter of 2019.
- After 12 months on the market, SVM Development's Me-anta Townhomes in Metrotown sold its final unit. The project achieved an overall blended per square foot average of \$832.
- Alpha Beta Development and Domus Homes' Low Rise project, Amira, in New Westminister has recorded six new sales in the Fourth Quarter of 2019.
- Cedar Creek (Building 2), Ledingham McAllister's Low Rise project in Edmonds, has launched a sales campaign and obtained 12 sales this quarter.
- Highline is Thind Development's High Rise project in Metrotown and is expected to launch over the First Quarter of 2020. This project is expected to be one of the tallest in the area.

MARKET OVERVIEW

MLS Resale Highlights

- Total listings have decreased by 20 percent whereas total resales have increased by 50 percent when compared to the Fourth Quarter of 2018.
- The months of supply for resales across all three product types have decreased. The High Rise and Townhome market has reduced by 3.6 months and the Low Rise market has reduced by 1.7 months.
- The upper sales bound of the Low Rise market as increased by \$121,500 since the Fourth Quarter of 2018.
- The price of the average one bedroom and two bedroom Low Rise product has decreased by \$25,514 and \$75,687 respectively, since the same quarter of last year.
- The average price per square foot of one and two bedroom High Rise product has increased by \$56 and \$3, respectively, over the past year.
- The average sales price of two and three bedroom Townhome product has increased by \$10,934 and \$19,087.

MLS Resale Statistics for Burnaby & New Westminster (product 10 years of age or less)

	Active Listings				Sold Listings		
	Active Listings	Monthly Supply	#	%	PSF	DOM	Active Sales Range (75% of sales)
High Rise	151	1.9	242	65%	\$857	67	\$455,500 - \$828,000
Low Rise	71	2.3	92	25%	\$697	57	\$407,000 - \$809,500
Townhome	40	3.1	39	10%	\$657	60	\$590,000 - \$1,048,000

MLS Resale by Unit Type

	1 Bedroom		2 Bedroom	
	Average Price	PSF	Average Price	PSF
High Rise	\$536,871	\$922	\$745,301	\$827
Low Rise	\$443,981	\$715	\$519,318	\$688
Townhome	2 Bedroom		3 Bedroom	
	\$721,656	\$666	\$887,064	\$644

MARKET OVERVIEW

While the proposed project is for the general buyer, it is important to acknowledge the retirement MLS Burnaby & New Westminster New Home Data provided by Urban Analytics

Active New Woodframe Low Rise Product							
Project	Location	Total Unit	Avg. Size	Avg. Price	Avg PSF	Monthly Absorption	Developer
Storia	Burnaby - North	39	1035	\$832,140	\$804	5.8	Beedie
Forte	Burnaby - North	34	921	\$708,249	\$769	1.3	Streetside
Ella	Vancouver East - Renfrew	45	777	\$683,760	\$880	11.3	Trillium
Eternity	Burnaby - Metrotown	112	688	\$619,200	\$900	4.7	Dimex
Cedar Creek (Building 1)	Burnaby - Edmonds	128	800	\$660,800	\$826	4.9	Ledingham McAllister
Cedar Creek (Building 2)	Burnaby - Edmonds	103	817	\$635,626	\$778	12	Ledingham McAllister

Important Notes

- Forte just relaunched on March 7, 2020 offering 5% down and \$10,000 off their current prices lowering their numbers above to \$698,249 average price and PSF to \$758. This is one of the best new comparables to The Carleton and is closer to rapid transit and Brentwood Town Centre than The Carleton.
- Storia sold out in a more active market time with proper marketing and sales center that both Forte & The Carleton lacked at the time.
- Note higher PSF is on projects with smaller average unit sizes under 800 square feet which BOTH The Carleton and Forte do not have. Compare The Carleton to Ella and Eternity. Noting the average price being lower and PSF higher.
- Current MLS only 3 sales in 2020 lowrise with an average of \$796 per square foot. 10 Active comparables. Include 4477 Hastings Street which are not selling, as all are available and none are sold.

MARKET OVERVIEW

MLS ACTIVE COMPARABLES (CURRENT AS OF MARCH 16, 2020)

MLS#	Address	Total SQFT	Beds/Baths	Parking Spots	Storage Locker?	Year Built	Strata Fees Monthly	Price	PSF
R2440441	3407 1788 GILMORE AVENUE	889	2/2	1	N	2019	\$366.14	\$885,000	\$996
R2436802	5004 4510 HALIFAX WAY	897	2/2	1	Y	2019	\$495.04	\$888,000	\$990
R2433268	1407 2388 MADISON AVENUE	865	2/2	1	N	2020	\$294.39	\$889,000	\$1,028
R2444490	401 3971 HASTINGS STREET	1,001	2/2	1	Y	2019	\$457.36	\$899,900	\$899
R2442774	2101 2388 MADISON AVENUE	919	2/2	0	N	2019	\$330.00	\$920,000	\$1,001
R2431150	501 4488 JUNEAU STREET	956	2/2	1	Y	2021	\$433.58	\$927,900	\$971
R2440200	3002 2008 ROSSER AVENUE	960	2/2	1	Y	2016	\$535.14	\$935,800	\$975
R2444423	2707 2008 ROSSER AVENUE	939	2/2	0	N	2015	\$535.14	\$938,000	\$999
R2434355	3610 2108 GILMORE AVENUE	950	2/2	1	Y	2024	\$415.78	\$939,900	\$989
R2430918	1202 2108 GILMORE AVENUE	935	2/2	1	Y	2024	\$411.06	\$946,900	\$1,013
R2441364	3407 2008 ROSSER AVENUE	935	2/2	1	Y	2015	\$529.06	\$949,000	\$1,015
R2444517	402 3971 HASTINGS STREET	1,130	2/2	1	Y	2019	\$516.37	\$949,900	\$841
R2443607	3510 2008 ROSSER AVENUE	970	2/2	2	Y	2015	\$547.31	\$988,900	\$1,019
R2437101	4401 4485 SKYLINE DRIVE	937	2/2	2	Y	2017	\$466.78	\$999,900	\$1,067
R2440171	2302 2378 ALPHA AVENUE	917	2/2	2	Y	2018	\$487.50	\$999,999	\$1,091
R2413525	1502 2008 ROSSER AVENUE	962	2/2	1	Y	2015	\$425.36	\$1,030,000	\$1,071
R2443617	4106 2388 MADISON AVENUE	1,056	2/2	2	Y	2020	\$434.76	\$1,166,000	\$1,104
R2414160	4403 1888 GILMORE AVENUE	1,004	2/2	1	N	2019	\$411.64	\$1,499,900	\$1,494
Averages		827					\$343.70	\$811,255	
Averages (Lowrise Only)		908					\$364.31	\$740,310	

MARKET OVERVIEW

MLS SOLD COMPARABLES (LAST 30 DAYS)

MLS#	Address	Total SQFT	Beds/Baths	Parking Spots	Storage Locker?	Year Built	Strata Fees Monthly	Price	PSF
R2431160	607 4488 JUNEAU STREET	456	1/1	0	Y	2020	\$206.94	\$528,900	\$1,159.87
R2433111	1210 2388 MADISON AVENUE	550	1/1	1	Y	2020	\$185.36	\$569,000	\$1,034.55
R2432325	1205 2388 MADISON AVENUE	545	1/1	1	Y	2020	\$185.36	\$577,500	\$1,059.63
R2429360	609 2388 MADISON AVENUE	545	1/1	1	Y	2020	\$195.00	\$595,000	\$1,091.74
R2429651	3504 4485 SKYLINE DRIVE	543	1/1	1	Y	2017	\$291.05	\$605,000	\$1,114.18
R2436831	1705 2008 ROSSER AVENUE	616	1/1	1	Y	2016	\$346.63	\$625,000	\$1,014.61
R2439730	207 4468 DAWSON STREET	901	2/2	2		2017	\$380.00	\$685,000	\$760.27
R2430080	4905 4510 HALIFAX WAY	708	2/2	1	Y	2019	\$421.70	\$685,000	\$967.51
R2433953	4012 4510 HALIFAX WAY	733	2/2	1	Y	2019	\$396.71	\$720,000	\$982.26
R2436320	1605 4189 HALIFAX STREET	853	2/2	1	Y	2015	\$291.75	\$745,000	\$873.39
R2441005	507 4477 HASTINGS STREET	960	2/2	1	Y	2021	\$353.42	\$769,900	\$801.98
R2434572	1308 2388 MADISON AVENUE	826	2/2	1	Y	2020	\$279.85	\$795,000	\$962.47
R2439071	502 4477 HASTINGS STREET	982	2/2	1	Y	2021	\$361.36	\$809,900	\$824.75
R2439044	1702 2008 ROSSER AVENUE	949	2/2	1	Y	2015	\$535.14	\$835,000	\$879.87
R2440736	3805 1788 GILMORE AVENUE	977	2/2	1	Y	2020	\$388.19	\$925,000	\$946.78
R2434285	6106 4510 HALIFAX WAY	921	2/2	1	Y	2019	\$490.05	\$950,000	\$1,031.49
Averages (All Including highrise)		754					\$331.78	\$713,763	\$946.64
Averages (Lowrise Only)		948					\$364.93	\$754,933	\$796.34

Note 6 comparable offerings in 2 lowrise new buildings listed and not sold on Hastings Street.

WORKING ASSUMPTIONS

As part of preparing this proposal we have prepared a set of working assumptions for discussion with D. Manning. These include:

- A vision of achieving \$800 blended per square foot. At this time, it is important for us to note that we are always careful with what we promise. We aim to over deliver on what is outlined in our proposals. The vision would likely necessitate strong brand and presence really highlighting the size and luxury finishings offered. A strong marketing campaign with educational components on living life well will be required. The model is based on today's values and assuming market conditions continue to improve prior to release for presales it may be possible a vision of \$800+ may be attainable as long as townhome and older single family product in the area continues to rise creating and keeping a large enough price gap that the two product types could not be compared by prospects.
- The property is anticipated to have full occupancy in 3 to 4 months. Ideally, the last retail space can be used as a sales office in addition to a unit for a display suite.
- Ideal absorptions would be 2 to 5 sales per month once actively selling. Faster sales would require lower pricing and a blow out sale as opposed to a paced luxury sell to get the revenues up as much as possible.
- A complete sales and marketing program is recommended that includes onsite and offsite signage, print and digital media, public relations, community relations, presentation centre with at least one fully furnished display suite, brochure with inserts, website, etc.
- The sales operation centre will be open at least 5 days a week, five hours per day, if not more.
- There is market appeal to move-up buyers, first time buyers, singles, couples, investors and potentially budget conscious downsizers for this location. This is an attractive location for those that work or will work in Burnaby or Vancouver. Buyers will enjoy the convenience of quick and easy access to shops, services, restaurants (Anton's is very popular and well known we should take advantage of the proximity for example) daycare and schools as well as commuter routes including Hastings, Willingdon, Boundary, and easy Highway one access.
- A significant portion of the buyers will most likely be Asian and Caucasian with a lesser portion of Persian buyers.
- Most buyers will currently reside in the area or be looking to reside in the area (a 30 to 60 minute drive from the project). It is also quite likely that a large portion of the buyers will be purchasing multifamily product for the first time.
- Given the nature of the project and its location, third party realtor cooperation is projected on up to 90% of the sales, as seen at all other developments currently selling including Storia and Forte. To attract Realtors, compensation of at least 3.225 percent on the first \$100,000 and 1.16% on the balance plus multiple sale bonuses may be required. Examples \$1,500 on the first pre-sale, \$2,000 on the second pre-sale and so on, or 3% flat, or 8% on the first \$100,000 and 1.16% on the balance etc.

WORKING ASSUMPTIONS

- A creative firm will be selected and engaged with respect to developing and updating the project logo, re-creating the visuals and tools up to the Fifth Avenue standard for use in the presentation centre, and creation of all print and digital materials. Fifth Avenue will drive the process of creative firm selection for D. Manning & Associates with D. Manning & Associates having the final say in firm selection.
- I3 will be the interior design firm engaged with respect to the presentation centre and display home as they already developed the project specifications and drawing packages, helping with millwork and tools for the presentation centre, the creation specification, drawing packages for construction, etc. Fifth Avenue will drive the process of interior design firm selection D. Manning & Associates with D. Manning & Associates having the final say in firm selection.

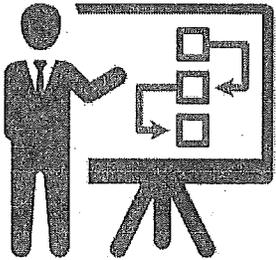
THE FIFTH AVENUE APPROACH

Fifth Avenue is a full-service, residential real estate sales and project marketing organization. The team that will be assigned to the project will bring an important developer mindset, shared knowledge and expertise combined with cutting edge market intelligence, a hands-on approach of leaders and a "can do" attitude. To ensure success, we leverage our proven methodology and over 40-years of residential project marketing. The customized approach for this project will take into consideration:

- The working assumptions we have established for the project.
- Our understanding of the developer's overall needs, goals and objectives for the project.
- The collection wisdom local and international knowledge, experience and expertise of the Fifth Avenue Team.

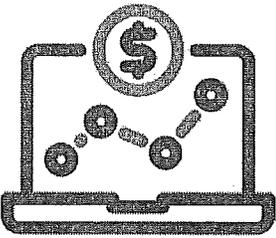
The proposed approach assumes the active strategic involvement of W. Scott Brown and strategic and executional support from the Fifth Avenue home office team in addition to collaboration with the development team from engagement through to closing.

Our approach consists of two primary phases:



Phase 1 - Planning and Preparation

Making the "right decisions" in the "right order" and "getting things done". This includes studying market opportunities, assessing demand, clarifying objectives, developing a customized sales and marketing program and completing the tasks required to commence marketing and sales. This includes working closely with the architect to arrive at a profitable and saleable unit mix. We will also work closely with the design team to define the "look" and "feel" of the project and work on defining and costing the unit specifications.



Phase 2 - Performance

This is synonymous with action and execution—making it happen by doing the "right things" at the "right time" so results are generated that meet or exceed your expectations. This work includes working alongside the developer and builder to incorporate any upgrades and ensure an effective and efficient hand over of the units to homeowners.

THE FIFTH AVENUE APPROACH

PLANNING AND PREPARATION

More specifically, the Planning and Preparation Phase for this project includes:



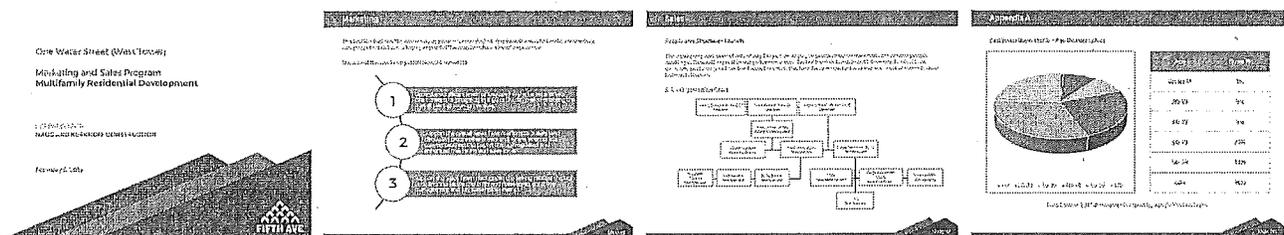
THE RESIDENTIAL DEVELOPMENT CONCEPT

Upon engagement, we work with the architect providing timely, value-added contributions with respect to the residential development including proposing the working brand and positioning of the project. A comprehensive demand assessment, study of the market and competitive and comparable projects is a vital task completed by Fifth Avenue at this stage.

Our work includes providing immediate input on the refinement of the product types including finalizing the floor plan layouts, exterior architecture, landscaping, interior design, amenity space programming, parking, upgrades, etc. This also includes developing the initial pricing model and other pro forma inputs.

DEVELOPING THE MARKETING AND SALES PROGRAM

This involves determining and documenting the appropriate strategy(ies) and tactics that when performed will result in sales success, determining the required budget and establishing the project plan. The output of this stage of work will be a comprehensive Marketing and Sales Program.



The program will contain:

- Refined development goals and objectives
- Properly articulated positioning
- A refined targeted purchaser profile
- Established Marketing and Sales objectives
- A list of required tools

THE FIFTH AVENUE APPROACH

- An outline of sales process messaging
- Pricing and incentive recommendations
- Absorption forecasting
- An integrated media plan – print, online and social media
- A Public Relations strategy and plan
- Event tactics and activities
- A marketing and media budget
- A project plan outlining essential activities, tasks, deliverables and timelines

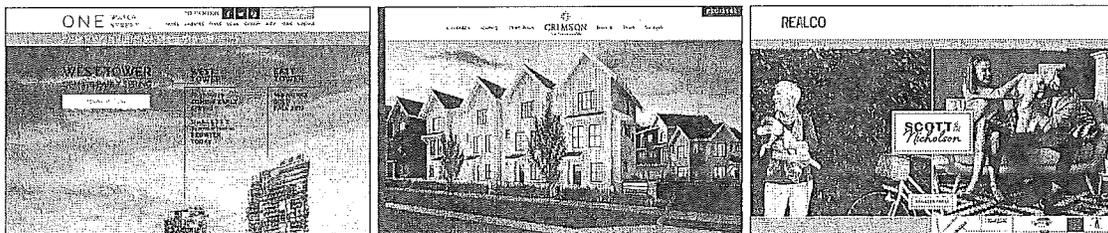
The process of developing this written Marketing and Sales Program is a collaborative one and includes the organization and co-facilitation of a number of Strategy Sessions with key stakeholders from the development team. It assumes Fifth Avenue will introduce supportive agency(ies) such as a public relation and community relation firms. Of course, these agencies will be contracted directly with the developer to ensure transparency with respect to costs.

Note: During development of this Program, we will also work closely with members of the development, construction and legal teams to ensure the completion of key developer deliverables required to market and sell including the Disclosure Statement and Purchase and Sale Agreement.

DIRECTING CREATIVE DEVELOPMENT

As a part of our engagement we will work alongside the selected agency(ies) with respect to Presentation Centredesignandmarketingmaterialcreationsuchasbrochures,directmail,website,emailcommunications, ad templates, etc. We also direct the purchase and installation of required technology (phones, computers, touchscreen devices) including a prospect relationship management system installation, etc. The development team will contribute and provide timely feedback and ultimately approval on all aspects of marketing.

Once the above-mentioned phases are complete the Project will be ready to market and sell. Thus, we enter the Performance Phase of our work.



THE FIFTH AVENUE APPROACH

PERFORMANCE

More specifically, Performance is categorically either Marketing or Sales related.

Marketing Performance

Marketing performance entails working alongside the development team to ensure the execution of the agreed upon prospect generation actions and initiatives and adapting as required to achieve the desired objectives. More specifically this means supporting:

- The execution of Public Relations
- Deployment of online marketing campaigns and social media
- Email based marketing and CASL compliance
- Media plan management and placements
- Coordination of prospect and realtor events
- Market and competitive assessments
- Maintenance and adaptation of marketing and sales tools and messaging
- Management of the marketing program budget
- Presentation Centre Operations
- Daily, weekly and monthly performance reporting as well as measurement of effectiveness of all activities

Sales Performance

Sales performance is about generating sales results that meet or exceed an agreed upon plan. More specifically this means: Forming, briefing, training and performance coaching of the Project Sales Team.

This includes:

- The development and delivery of customized training manuals
- Leading the Sales Team as they build relationships, introduce the project and facilitate consideration and gain commitment to purchase
- Conducting pricing reviews and adaptation
- Monitoring daily, weekly and monthly performance reporting
- Ensuring sales meet or exceed targets
- Establishing and overseeing contract administration and commission payments
- Collecting deposits and supporting closings

PROJECT LEADERSHIP AND MANAGEMENT

40 years of experience...and counting... means we have the "know-how" to provide solid recommendations that get results and the "can-do" to execute.

40 years ago, Fifth Avenue was founded in Surrey, British Columbia, by a family of marketing professionals with an extensive background in market housing development. We worked closely with entrepreneurial developers and still do today. Over three and a half decades later, we're proud to have been an integral part of selling and building a portfolio of projects valued around \$9 billion or 28,000 new home sales and counting. Fifth Avenue is part of the Peerage Realty Partners family. Our sister companies include leading Toronto based project marketing and sales organizations, Baker Real Estate and Chestnut Park, the Christie's affiliate for Ontario.



Much has changed in this industry since Fifth Avenue started. Keeping ahead of the curve has meant being able to respond pro-actively and innovatively to changes in consumer behavior, legal and regulatory climate and market conditions. The wisdom gleaned from this experience has led to a number of essential beliefs we hold true. For instance, we believe every project demands and deserves, a unique Marketing and Sales Program. We know there's no such thing as a magic formula or cookie-cutter approach that consistently works. We also know sustained success requires a spirit of innovation and hard work, a willingness to listen, a forthright manner and a willingness to be accountable to clearly stated and aligned expectations and objectives.

Fifth Avenue is the market leader in a number of market areas throughout Metro Vancouver including and a formidable competitor in key markets in more central areas of Metro Vancouver. In addition, as a rule, we are careful not to commit to assignments that are directly competitive with another client offering.

Together, W. Scott Brown and the Fifth Avenue team possess: strong, consistent leadership skills; a solid reputation; direct control of a highly effective and efficient administrative capability with well-established business systems and processes; a bias towards insight based decisions that take into account both logic and intuition; an impressive portfolio of past, current and future projects; and relationship capital including developers, lenders and developer service partners such as select third party realtors, marketing and creative agencies, architects, general contractors, etc.

Scott will be actively involved throughout the process of creating the development concept and determining the Marketing and Sales Program and in the formation and performance coaching of the Sales Team. Scott brings 30 years of experience in full service and consulting assignments providing developer positioning, pricing and product specification recommendations and setting sales and profitability records.

The project Sales Team for a project of this nature and during the initial pre-sale campaign or launch will likely be comprised of one Launch Sales Manager, one to two Licensed Sales Managers, one to two Licensed Sales Coordinators and one Host/Hostess (part-time). Once the pre-sale requirement has been achieved and the project enters what we call the tempo sales stage, the team will be comprised of one to two Sales Managers, one Sales Coordinator and one part-time Host/Hostess. The Sales Manager and the commission portion of the Sales Coordinator(s) compensation is included in Fifth Avenue's fee.

PROJECT LEADERSHIP AND MANAGEMENT

A Home Office Project Manager will be determined once the approval timeline has been confirmed and marketing commences. This resource will report to Vice President of Project Operations – Michelle Des Rosiers and assume responsibility for overall execution. During the planning and preparation stage the primary points of contact will be Scott Brown and Jamie Squires. This expertise will be supplemented by Mitchell Harpur, Marketing Manager (with specific expertise in media management, digital marketing and social media), Melanie Themmen, Director of Sales, as well as the support of our in house Conveyance and Administration team and the Marketing Department for tactical support and execution.

The Fifth Avenue team will commit to critical face-to-face meetings on a regular basis, as we believe this is vital to ensuring ongoing success. Our team is also committed to providing you with exceptional personal and written communication relating to sales updates, market opportunities, challenges and solutions. Furthermore our inclusive detailed performance reports provide vital information for profitable decision making and ongoing performance tracking.

In summary, the Fifth Avenue team assigned offers:

1. A more strategic approach to business – we view each project as a unique opportunity. We are mindful not to make quick or flawed assumptions with respect to market, absorptions and/or the recommended approach. Instead we work collaboratively to assess the market and opportunity for each project and develop and document a customized program that is used to guide the process through initial positioning, marketing and sales. This program includes pre-planning for risks that may occur during the life of the project, so adjustments or course corrections can be adopted quickly and easily.
2. Full Service – from site selection and project conception through to the last closing, we possess the required expertise at each stage and operate a complete brokerage or can assist developers with their own in-house operation.
3. Key leadership points of regular contact combined with active and ongoing involvement of experienced executives with complimentary strategy and executional skill sets. We have found that this ensures our clients receive better service, ideas and outcomes.
4. Leverageable assets including a significant database of area realtors, past purchasers, prospective new home buyers and wealth of market intelligence and intellectual property.
5. Stellar sales force leadership and management and high-performance sales coaching resulting in accelerated sales typically at premium prices. In today's market conditions, sales force quality is paramount.

Ultimately, we believe a key factor in the success of this effort will be to assemble a Sales Team that shares in the passion to create a uniquely positioned offering and market in an optimal fashion, while providing the best customer service to you from development concept refinement and launch through to completion.

Simply put, the engagement of Fifth Avenue will ensure results are generated that meet or exceed the established, agreed upon goals and objectives for the project.

BUSINESS TERMS

We are in the business of creating value for the developer client partners we serve. Therefore, our aim is to be fairly compensated in terms of payment and timing of such payment for the value we add and the results we generate.

In determining our fee structure we take a number of important factors into consideration including: our relationship with the client and the terms previously agreed to; the client's development expertise; the inherent quality of the location of the offering; the proposed or planned offering including preliminary price point projections and the probable market conditions; the competitive and comparable set of projects, the location of the offering and the competitive service providers that may be seeking the assignment.

The proposed fee structure for the project is as follows:

ADVISORY FEE:

As a sales and marketing organization, the majority of our revenue is generated by sales results. However, during the Planning and Preparation phase for this project we have recommended a complete consultation, this will form part of the advisory portion of the assignment, an initial fee of \$30,000 is required, this would include full consulting on the property prior to sales and marketing work. 100% or \$30,000 will be credited back to D. Manning & Associates at closing of the subject property provided a full sales and marketing listing is signed for the property within 30 days of this proposal presentation and provided the project is ready to sell with full display home within 4 months from the time of the sales and marketing listing engagement.

PERFORMANCE FEE

Base Performance Fee (Sales and Marketing)

A Performance Fee (commission) will be paid on net property sales revenue generated. The Performance Fee provides compensation to a licensed onsite Sales Leader, Sales Manager(s), the Project Manager(s) and a performance bonus for the licensed Sales Coordinator(s). It also funds the engagement of Fifth Avenue home office marketing, sales and operational resources that will support the project and the Sales Team.

Given the value-added nature of our work our base performance fee is typically 2.30% or higher. However, in this case Fifth Avenue proposes a lower base fee. The proposed total Performance Fee for this project is 2.15% of the net contract value (excluding taxes and after incentives) of each sale (paid 100% at completion).

BONUS PERFORMANCE FEE

In exchange for the lower base fee, we propose revenue bonus that would increase our overall fee to 2.20% should at the end of the project the total blended price per square foot achieved be \$810 or more.

OTHER DEVELOPER FUNDED EXPENDITURES

BUSINESS TERMS

In addition to fees paid to Fifth Avenue and third-party Realtors, the developer will be responsible for all marketing related expenditures identified in the approved marketing budget. These expenditures typically include: the fit out of a Presentation Centre, creation of marketing materials, advertising, signage, support staff, events etc.

Interior design costs and construction of the Presentation Centre are typically accounted for outside of the marketing budget/elsewhere in the development pro forma.

The following table provides an estimate of all marketing and sales related expenditures (including those due directly to Fifth Avenue* for this Project:

Expenditure Description	Estimate %
Fifth Avenue Performance Fee*: includes licensed Sales Representatives commissions, Project Manager compensation, etc.	2.15%
Co-op Realtors: Commissions and referral fees to outside Realtors (non-Fifth Avenue licensees' representing buyers). Estimated Realtor participation on up to 90% of deals, with room for commission fluctuation if needed to compete in the market.	1.36% - 1.40%
Marketing: excluding Presentation Centre construction, interior design and fit out of displays/vignettes. Including, brochures, signs, print, digital and social media, advertising public relations, Presentation Centre furnishings and graphics, etc. Sales Coordinator salaries and Host/Hostess hourly compensation, etc. Estimate assumes market conditions continue to improve.	1.5%
Total	5.01 – 5.05%

**Note: Percentages based on rough residential revenue of \$18,200,000 for 27 sales. If revenue exceeds \$18,200,000 due to improved market conditions, further economies of scale could be achieved and the percentage may be less for the marketing tools and potential realtor bonuses required lowering the total overall marketing percentage required.*

**Please be aware that due to current concerns with COVID-19 that all recommendations and pricing are subject to pandemic conditions subsiding in the next 30 days and business to resume as usual. Timelines will need to factor in the closure of businesses and public services currently in effect. If success is impeded by this pandemic there is no fault.*

NEXT STEPS

- Review draft proposal and receive feedback March 13, 2020
- Revise proposal (as required) March 17, 2020
- Fifth Avenue to prepare and present draft agreement After court approval to be announced.
- Fifth Avenue and receiver partner to sign business agreement Within two weeks after court approval.
- Prepare market positioning study and conduct project commencement and direction session Two weeks after signing listing agreement.
- Estimated timelines to be given once we have court approval, as we cannot provide accurate timelines before approval.



FIFTH AVENUE REAL ESTATE MARKETING LTD.

8 - 15243 91ST AVENUE
SURREY, BC V3R 8P8

PHONE: 604.583.2212
FAX: 604.583.3264
EMAIL: HOMES@FIFTHAVE.CA

FIFTHAVE.CA

SCHEDULE "C"

FIFTH AVENUE REAL ESTATE MARKETING LTD.
LETTER DATED MARCH 31, 2020



March 31, 2020

To whom it may concern,

This is to advise whomever it may concern that our proposal for the marketing and sales of The Carleton dated March 18, 2020 may be affected by the COVID-19 in terms of lower absorptions IF the global pandemic persists in to September 2020. If it is behind us before September our proposal and absorption rates as outlined on March 18, 2020 should hold.

Having said this IF the real estate market falls overall due to COVID-19 we estimate that recommended prices may be affected by as much as 5% for the Carleton, based on an assumption that the single family market sector could fall by as much as 10%. These estimates are in line with what happened in the global market crash of 2008. The real estate market uses the single-family sector as the gauge and trickledown effect on other sectors of townhome and condominium markets. The difference between COVID-19 market stall and the 2008 global market crash is that with the COVID-19 virus we know the end will come as soon as the vaccine is tested and safe for use, unlike in 2008 when no one knew if or when things would get better.

Please do not hesitate to contact the undersigned with any questions you may have.

Sincerely,

Authentisign

3/31/2020 5:02:08 PM PDT
Jamie Squires

Vice President & Managing Broker
Fifth Avenue Real Estate Marketing Ltd.
TEL 604.583.2212
CELL 778.839.3597
FAX 604.583.3264 EMAIL jamie@fifthave.ca
#8 - 15243 91st Avenue, Surrey, B.C. V3R 8P8
FIFTHAVE.CA
Sales & Marketing from the ground up

SCHEDULE "D"

FIFTH AVENUE REAL ESTATE MARKETING LTD.
LETTER DATED APRIL 14, 2020



April 14, 2020

To whom it may concern,

This is to advise whomever it may concern that in Fifth Avenue's opinion IF all the current pre-sales were completed at the current sold prices, the ability to sell the available units at the recommended prices would decrease as the original sales sold too low relative to the size of the units.

In new home sales the smaller the unit, the lower the end sale price (more affordable) but the higher the price per square foot. The larger the unit, the higher the end sale price (less affordable), but will have a lower price per square foot.

Whoever did the initial presales here did not charge enough for the smaller one bed and one bed plus dens to allow the larger units (the majority of what is unsold) to maximize the price and price per square foot. This makes the already larger and more expensive units with a lower price per square foot have to sell higher than needed to make up for selling the lower cost units too low and at low price per square foot.

If the units all complete as they are this will be what new buyers use to negotiate a lower price on the available units. If all are resold in one pricing strategy this ability is taken away and the revenue for the building will have a better chance at maximizing the revenue if all units are resold, as the success will hinge on selling the smaller units at a higher price than originally sold at.

Example of Sold units to what would sell for today:

					Sale Price		Fifth low		Fifth high		List
103	3	636	1/1	1	\$404,900	\$637	\$499,900	\$786	\$509,900	\$802	\$529,900
104	4	572	1/1	1	\$332,900	\$608	\$472,900	\$827	\$482,900	\$844	\$492,900
203	6	1,019	2/2	1	\$799,900	\$785	\$859,900	\$844	\$869,900	\$854	\$889,900
204	11	610	1/1	1	\$399,900	\$656	\$499,900	\$820	\$509,900	\$836	\$529,900

Clearly the market is at or over \$800/sq.ft. small one bedrooms and the competition sold at this but here at The Carleton sold for them for just over \$600/sq.ft. or \$200/sq.ft. too low. Even adding a \$100,000 to these prices the one beds will still be very affordable and increase the performance for the building. If you complete at these prices the remaining may not sell as these prices will register at LTO as the most recent sales in the building and it will be a race to the bottom on the available homes if this happens.

Please do not hesitate to contact the undersigned with any questions you may have.

Sincerely,

Jamie Squires

Vice President & Managing Broker
Fifth Avenue Real Estate Marketing Ltd.
 TEL 604.583.2212
 CELL 778.839.3597
 FAX 604.583.3264 EMAIL jamie@fifthave.ca
 #8 - 15243 91st Avenue, Surrey, B.C. V3R 8P8
FIFTHAVE.CA
Sales & Marketing from the ground up

SCHEDULE "E"

CENSORIO GROUP PROPOSAL FOR MARKETING
RESIDENTIAL UNITS

Proposal for
Carleton & Hastings

Prepared for:
D Manning & Associates Inc.

Contents

1.0 Scope

Phase I	3
Phase II	3
Phase III	3
Phase IV (TBD).....	3
Phase V (TBD).....	4

2.0 Proposed Marketing Strategy

Target Market	5
Marketing Strategy prior to completion	5
Marketing Strategy after completion	5
Appendix A.....	6
Appendix B.....	7

This brief proposal for the marketing and sales of the above-mentioned project covers the following:

- Scope of work
- Service Compensation
- General items regarding our professional relationship

1.0 Scope:

CENSORIO will undertake all marketing management, consulting and customer care duties for the Property. Marketing set-up, ongoing marketing management, and other project management duties which may include:

Phase I

- Develop overall marketing strategy
- Market study and research
- Competitive pricing and market analysis
- Further develop priority registration system and lead generation strategies

Phase II

- Overall theme and positioning
- Source and direct all creative support groups
- Advertising and promotions and Public Relations coordination
- Finalize details of homes being offered, recruit support staff

Phase III

- Grand Opening Launch – Sales and Lease Management
- Events planning and hosting
- Liaison between Purchasers & Vendor
- Liaison between financing professionals, legal counsel
- Liaison between other suppliers and Vendor

Phase IV (TBD)

- Assist with communications to purchasers as required, completion coordination, walk-through coordination and customer service.
- Coordination and management of homeowner walk-throughs, key-return, possession forms, deficiency reporting.
- Understand purchaser contract obligations, send correspondence, set appointments, update schedules for appointments, manage homeowner move-in, and liaise with sales as needed
- Coordination with the Strata Management company during conveyancing transitional period.

Phase V (TBD)

- Update and maintain purchaser deficiency lists, schedules, occupancy dates, and liaise with Construction and Customer Care Representatives as needed.
- Homeowner move-in package including, homeowner manual, trade information and specific unit information.
- Coordination and management of 1-year warranty items.
- Prepare and coordinate all customer related activities in preparation for building completion, preparing documents, sending notices, and ordering materials.
- General and administrative duties as required by the Customer Care team.

2.0 Proposed Marketing Strategy

Target Market: Our target market is local first time-homebuyers and their families. We have found that the majority of interest in the Carleton project comes from people who work and live in the Burnaby Heights community.

Marketing Strategy prior to completion:

- To launch full display May 1st 2019 and conduct a VIP event for realtors from our database and our on-going list of contacts who have expressed interest in the project after closing sales. Our goal is to sell as many units as possible before turning to the MLS market as we ensure a faster completion timeframe.

Display Suite

- Unit 303 (2-bedroom unit).
- Furnishings to be provided and staged by Re-Vamp Furnishings.
- Interior and Exterior Photography done by local Burnaby Heights photographer Justin Eckersall.

Marketing Strategy after completion:

- Launch three units (2 one-bedroom units & 1 two-bedroom unit) on MLS with seasoned local realtors Dan Stefan (Sutton Place Realty) and Cosmo Spagnuolo (Royal LePage Realty). In addition, we will also list one unit with Anna Guo with LeHomes Realty to obtain full market exposure with our target market and beyond.
- For any deals conducted by CENSORIO we will pay the listing realtor half of the standard MLS commission thus reducing the cost to complete by half.
- Appendix A outlines third party sales scenario with full commission payable.
- Appendix B outlines CENSORIO costs and proposed scenario of at least half of the deals conducted by CENSORIO from our list of contacts.

Appendix A

Units	Price	MLS Com. 7% on First 100K & 2.50% on bal	
102	\$730,320.00	\$	22,758.00
201	\$909,975.00	\$	27,249.38
202	\$909,975.00	\$	27,249.38
205	\$662,300.00	\$	21,057.50
207	\$632,765.00	\$	20,319.13
301	\$909,975.00	\$	27,249.38
302	\$909,975.00	\$	27,249.38
303	\$909,975.00	\$	27,249.38
306	\$543,300.00	\$	18,082.50
305	\$662,300.00	\$	21,057.50
307	\$632,765.00	\$	20,319.00
405	\$662,300.00	\$	21,057.50
407	\$ 632,800.00	\$	20,320.00
Total			\$301,218.03

Appendix B

<u>Units</u>	<u>Price</u>	<u>CENSORIO Estimated Commission/Costs</u>
102	\$730,320.00	\$ 22,758.00
201	\$909,975.00	\$27,249.38
202	\$909,975.00	\$27,249.38
205	\$662,300.00	\$21,057.50
207	\$632,765.00	\$20,319.13
301	\$909,975.00	\$ 13,624.69
302	\$909,975.00	\$ 13,624.69
303	\$909,975.00	\$ 13,624.69
305	\$662,300.00	\$ 10,528.75
306	\$543,300.00	\$18,082.50
307	\$632,765.00	\$ 10,159.50
405	\$662,300.00	\$ 10,528.75
407	\$632,800.00	\$ 20,320.00
	Model	
	Home	\$24,250.00
	Staff	\$22,400.00
	Total	\$275,776.96

SCHEDULE "F"

RENNIE DEVELOPER SERVICES & ADVISORY
PROPOSAL FOR MARKETING RESIDENTIAL UNITS

The Carleton

RENNIE DEVELOPER SERVICES + ADVISORY - THE CARLETON, 4223 HASTINGS BURNABY

April 6, 2020

Mike Saba
Bancorp Financial Services Inc
1090 W Georgia
Vancouver, BC V6E 3V7

Dear Mike,

It is with great pleasure that we submit the following proposal to support the sales and marketing efforts of the Carleton project at 4223 Hastings Street in North Burnaby.

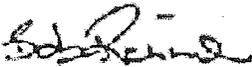
The importance of this site to its partners and the significance of a strong success in North Burnaby is not lost on us - a unique opportunity to bring a brand new, move-in ready building into a great community. We are excited to bring the full power, expertise and level of service Rennie has built its reputation upon to this residential development.

We hope the following pages will support the project's stakeholders and its partners in gaining a stronger understanding of our firm, our passion for real estate and of our sincere desire to support the project in the capacity as advisor to the sales and marketing of this unique building.

Should you have any questions or wish to discuss any aspect of our proposal further we hope that you will not hesitate to reach out to myself or Bob Rennie.

Thank you again for your consideration to date, we hope to be rolling up our sleeves with you and the team on this exciting new opportunity.

Most sincerely,



Bob Rennie
Founder



Greg Zayadi
Senior Vice President



the project currently

⌚ THE CARLETON - 4223 HASTINGS ST, BURNABY

Located at 4223 Hastings Street in The Heights of North Burnaby, the Carlton is a five-story, mixed-use development bringing 27 residential homes with a total area of 22,869 SF, and also some retail at grade estimated at 4,200 SF.

This project is under receivership and all previous deals will be cancelled, and new ownership will look to resell all 27 residential homes upon completion. The building is expected to be complete and obtain occupancy permit by July 1, 2020.



why we want to be partners in Carleton's success



THE CARLETON

Early in Bob Rennie's career he was the #1 realtor in Burnaby almost 40 years ago. While the company has grown since then, Burnaby is near and dear to his heart. Many of our rennie agents and executives call North Burnaby home stretching along the Hastings corridor from The Heights to Capitol Hill.

North Burnaby, specifically, holds a strong opportunity for success. During the recent successful sell out of Beedie's Stora led by rennie in 2019, a few blocks East of Carleton, we found the importance of relationship selling to be paramount. North Burnaby is a tight knit community with deep roots and, demonstrated by other project launches that did not achieve good absorptions, you must respect the community to have sales success.

Our 165+ agents carry many relationships in the area with home owners and local agents, all of which served valuable in the launch, preview and selling phases for a diverse number of successes. These foundational relationships were milestones of our campaigns in the area. From The Amazing Brentwood's early towers through to the boutique projects such as Stora by Beedie and Oro by Firm Developments; every deal was handled with respect and care for the neighbours of the community...this translated into years of resale and continued opportunities for project pre-sales marketing.

Carleton fills an under-served need within the housing industry. It is rare that we have the opportunity to sell entire buildings as finished inventory. While not without its unique challenges it offers local buyers the opportunity to age in place, right-size within their communities and own a point of pride, and a home that has never before been lived in. Feedback from our all our pre-sale sites, tells us that there are buyers consistently requesting to view a home prior to purchasing. rennie feels that Carleton will provide the home buyer a very unique opportunity to walk through their brand-new finished home, as such, we anticipate that we would be able to get good traffic through the project. This traffic, mixed with the right team for the building and area, should serve as a great recipe for strong sales.

rennie believes that we have that team and experience in order to be the right choice for the project.



what we recommend

the market at Hastings Heights

This particular submarket of North Burnaby houses a very unique trend. Purchasers, in the area, tend to favour larger homes whereas other areas of Metro Vancouver tend to gravitate towards smaller homes from an overall price & value perspective.

This does not signify that these purchasers aren't astute, savvy or looking to save money; rather, these are purchasers who are drawn to a very end-user heavy, family friendly neighbourhood. Generally, they have a good budget and are going to purchase the home they want, in the area they want. These buyers are less of a traditional 'investor' – they are not treating the home like a commodity but rather, Rennie identifies these buyers as 'the family purchaser'. They buy a home with a variety of intents: as long term hold investment, to be their empty nest home, or a home that can be used for anyone in their family – from young adults to the elderly. Flexibility is key in these buyers minds, with the underlying belief that real estate is a fundamentally sound investment.

CURRENT MARKET

Currently the resale market proves this still to be true today. In wood frame product, completed 2015 or sooner, as of April 2nd, 2020 there are 16 active listings:

- Average size - 803 SF
- Average Price - \$619,756
- Average PPSF - \$766.11

This calendar year (Jan 1 - Apr 2, 2020) there have been 16 sold listings:

- Average size - 849 SF
- Average Price - \$657,131
- Average PPSF - \$769.47

It is rare to find another neighbourhood whose numbers would reflect larger and more expensive homes to be out pacing the contrary in sales.



what we recommend

sales and pricing strategy

Given the unique position of The Carleton with finished homes, the sales process and buyers' experience will be different than that of a typical pre-sale project.

The pillars of the strategy will be focussed on service, relationships and the momentum we can build from the two. A carefully selected team of our experienced agents will be paramount for any progress moving forward. At Beedie's Stora, we had three agents and one coordinator running out of a presentation centre however the bulk of their time was out in the community engaging with local businesses, meetings with clients at cafes to build trust with the buyers and neighbours. These relationship foundations led to a higher level of trust which translated to a low rescission rate within a swift sales campaign.

Given the ability to sell from the building we would recommend staging two homes, each with its own character that speaks to the demographic buyer in the area. We will create a comfortable, approachable presentation space that promotes a personable café-like experience within the finished building. A team of two to three agents supported with administrative help will allow open hours to service walk-in traffic. Furthermore, the project team will treat The Carleton as their own personal listings and will make themselves available for showings anytime, all in the effort of creating an exceptional customer experience and building the rapport vital to success in the area.

This team will be hard working and highly educated. At rennie we firmly believe in data and intelligence. Our in-house intelligence team is constantly producing reports and updates on the state of the market, identifying trends, spanning local, provincial, to international influences. This intelligence is the backbone of rennie, as it services all departments and resale agents to ensure that we are making calculated decisions to best service clients. rennie's backend data support will serve us well for The Carleton's expected purchasers as we come into the new world reality this summer.

When considering a pricing strategy, we are acutely aware that with finished inventory there is a holding cost, and typically a shorter length program is expected. While we want to capture the revenue based on what the market will bear, we do not want the sales program to drag on nor do we recommend a quick blowout program, leaving money on the table that is vital to the financial success of the campaign.

As with all of rennie's projects we watch the market, study the data and listen to the feedback from purchasers. This allows us to move revenue through the building giving us balanced sales across all unit types while protecting the bottom line and selling within a timeline that is preferential to the developer. We will request regular communications with the developer team to ensure goals are being met and expectations are being set. Our team will follow this communication up with detailed daily reports so that we, as a team, can strategize with real-time data.



what we recommend

sales and pricing strategy... cont.

From a high-level pricing perspective, we would look at resale and pre-sale comps to ensure our target timelines and revenues are in-line. rennie would also balance particular pro's and con's which will add or subtract from an aggregate PSF on Carleton. As an example:

Storia, which significantly sold for \$804 / foot:

PROS

- A rare and popular south side Hastings address
- The 2nd floor of the building was concrete construction due to commercial components, leaving the 3rd and 4th floors as the wood frame elements. These southern 2nd floor homes were able to achieve higher than average PSF due to the construction materials and exposure to southern views
- A well-received rooftop patio amenity

CONS

- Large 1-bedrooms with north facing exposure onto Hastings brought down the building's average PSF
- The Legion tenant was seen, by some, as a challenge due to potential noise issues

Forte, which is currently selling its remaining 40% of homes under \$790 / foot:

PROS

- Offering 5% only deposits
- Offering an additional buyer incentive of \$10,000 per home
- Is in close proximity to Confederation Park
- Relunched with a proper Sales Centre to better respect the buying process

CONS

- Initial launch offered purchasers a "pop-up shop" experience that did not present the project well
- The community did not buy into a relaxed sales campaign and the project lost credibility with the local community with its inability to show success
- Willingdon & Hastings is considered a busy intersection requiring the reduction in price on the busier exposures
- MLS publicly shows large price reductions on specific homes giving Realtors less confidence in the project when advising their clients



what we recommend

sales and pricing strategy... cont.

Resales, averaging \$769 / foot on sold inventory

PROS

- GST included

CONS

- Previously occupied
- May not show well or have wear and tear
- Reduction in Warranty timeline



sales objectives and options

Studying the 3 examples and MLS listings informs us that the area is absorbing at roughly five homes per month at \$769 per foot. We believe that Carleton's pricing warrants considering three options from a pricing perspective:

1. Undercut the market to increase the area's absorption and own 100% market share in North Burnaby for New Woodframe Homes.

- \$760 per foot should allow us to substantially sell Carleton (25 / 27 homes) in 4 month's time. August 1 - November 30th, 2020
- \$17,380,440 in residential sales upon 100% sold

2. Price at market and utilize relationship selling to ensure we are capturing an above average percentage of market share

- \$790 per foot should allow us to work through 20 / 27 homes in the same time frame of August 1 - November 30th, 2020
- The balance of the 7 Homes should be sold through by Mid-March 2021 taking a slower Christmas selling season into consideration
- \$18,066,510 in residential sales upon 100% sold

3. Price slightly above market given the west of Willingdon location & unique features of being finished brand new inventory

- \$810 per foot is a reasonable price point for the product. We would typically absorb at a rate close to or just under MLS data which, based on today's market, would be 4 homes per month
- 16 homes sold from August 1 - November 30th, 2020
- The remaining 11 homes should sell by mid-May, 2021
- \$18,523,890 in residential sales upon 100% sold

Given that The Carleton is finished inventory we expect a buyer's mindset of negotiation. From the above options we would recommend adding an additional \$10 per foot or roughly \$8500 per home to be used for negotiations. The added revenue protects your estimate revenues while allowing the buyer to feel confident in their purchase.



assumptions & expectations

Realtor Commissions & Participation

- 90% realtor participation in this location
- Expect to offer a standard commission of 3.255% on the 1st 100k and 1.1625% on the balance. A small bonus budget would be beneficial for well performing Realtors to help make them ambassadors for Carleton

Budget for Buyer Negotiations

- We expect buyers to attempt negotiations. There are many strategies we can put in place which can be discussed as we move closer to sales
- During the selling process we will listen to feedback to adjust our programming while always targeting to protect your bottom line

Expectations for unique deal structures

- Similar to a resale experience, buyers will often come through finished inventory with unique requests.
 - Subjects to sale
 - Long completions
 - Etc
- These should be dealt with on a case by case basis and looked at in isolation given a particular home's price, popularity or unique selling proposition (views, ceiling heights, etc).



our approach

rennie provides expertise, strategic leadership, execution, and support through the process.



01/ Overseeing the sales strategy plus the hiring, training, and ongoing supervision of the on-site sales team, plus managing PR and events for the opening. Creating a marketing strategy for your target markets based on the intelligence gathered on your market and the potential buyers.

02/ Executing and implementing the marketing strategy which includes brand identity development and all marketing collateral creation.

03/ Managing the planning, development, and installation of the presentation centre, including a pathing document, plus all the creative imagery, collateral, and technology required.

04/ Creating a rennie roadmap which includes a detailed marketing budget/timeline which incorporates all events, marketing milestones, and sales components.

05/ Managing all sales and marketing-related consultants and suppliers.

06/ Providing ongoing real-time reporting for presentation centre visits, database numbers, website visitors, and purchasers to be able to provide responsive sales and marketing direction.



developer journey

marketing

As the planning process evolves rennie will initiate all marketing strategy efforts. This will happen concurrently with all sales efforts; however, in order to better articulate key actions we have outlined our efforts separately.

KEY ACTIVITIES

- Market analysis and competitive reviews.
- Provide input on the selection of consultants (graphic design, web etc.) and as requested manage the solicitation of proposals through the rennie RFP process.
- Plan and facilitate an envisioning session for the development and as an output of the session develop a project roadmap (strategy), critical path and updated marketing budget.
- Develop traditional media, digital media and communications strategy for the project aligned with sales objectives and targets.
- Plan and execute PR and project events leading up to and following the launch of the project.
- Monitor ongoing performance of the development and revise marketing strategy as necessary.

DELIVERABLES

- Envisioning session collateral
- Project roadmap
- PC location plan
- Media and communications plan
- Progress updates
- Continued market review and competitive analysis

sales

Running concurrently with marketing efforts we will develop and execute on a sales plan specifically created for this property.

KEY ACTIVITIES

- Create a channel strategy and associated budget, to be integrated into the critical path.
- Develop a draft price tower and initial product pricing strategy for discussion and iteration with stakeholders and team
- Assemble and recommend a sales team for approval by the team



- Develop a sales training plan and project book inclusive of all necessary documentation, market intelligence and site details for the use of the sales team.
- Finalize pricing and optimize revenues through the duration of the sales program.
- Launch the sales program which may include realtor outreach, CRM management, unit management, MLS strategy, previewing etc.
- Ongoing market reporting and analysis.

DELIVERABLES

- Updated strategy documentation.
- Pricing towers and associated analysis.
- Daily reporting on activity (pre and post launch) related to traffic, registrations, sales activity and contract status through rennie loop.

conveyance & after sales support

All aspects of the conveyance process are managed by rennie, staying in regular contact with stakeholders and team and its home buyers and we guide them through the closing process to promote repeat business, brand loyalty and most importantly home owner satisfaction.

KEY ACTIVITIES

- In advance of the launch we will review the Disclosure Statement and related documentation as it relates to the sales process and training.
- Our dedicated Conveyance team will review all contracts, addendums and FINTRAC reporting.
- Data collection and reporting to stakeholders and team as it relates to purchaser analytics.
- Delivery and tracking of all legal documents to the home owners and ongoing communications with the same throughout the build out process.
- Deposit collection.
- Assignment of parking and storage as necessary.
- Oversee the completion of each unit with stakeholders, and legal counsels.
- Based upon finalized service agreement rennie may manage the payment of commissions to outside agents on behalf of all stakeholders.



about rennie

Recognized for our vision and leadership in the real estate market, Bob Rennie and our team have been at the forefront of development and reshaping skylines.

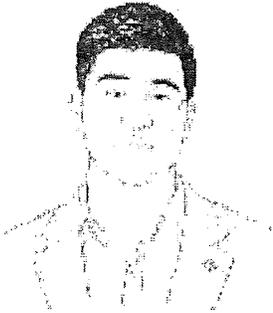


NOW, MORE THAN 40 YEARS LATER, RENNIE IS RECOGNIZED AS THE MOST INFLUENTIAL LEADER IN HOW REAL ESTATE IS PLANNED, DEVELOPED, MARKETED, AND SOLD THROUGH THEIR MULTIFACETED APPROACH.

- 01/ THE MOST RECOGNIZED AND RESPECTED NAME IN REAL ESTATE STRATEGY, PLANNING, SALES, MARKETING AND EXECUTION.
- 02/ MARKET DATA AND ANALYSIS FROM OUR IN-HOUSE RENNIE INTELLIGENCE DIVISION.
- 03/ MARKET LEADERS IN RENTAL PRODUCT DESIGN, MARKETING, AND PRE-LEASING.
- 04/ A HEAD OFFICE TEAM OF 90+, PLUS 160+ REALTORS FOR SALE SUPPORT, WE ARE ACTIVE IN BOTH CANADIAN AND US MARKETS.
- 05/ WITH BILLIONS OF DOLLARS IN SALES ACCUMULATING IN OVER 20,000 NEW CONDOMINIUM SALES SINCE INCEPTION.



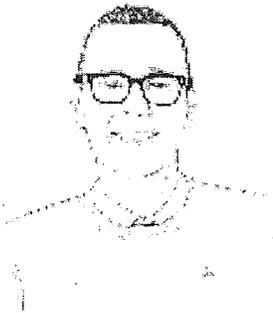
our leadership team



➤ KRIS RENNIE, PRESIDENT

As president, Kris oversees the overall vision and trajectory of rennie, working closely and collaboratively with our executive leadership teams. In 2003, early on in his real estate career, he established rennie's first branch-out division, consumer services, and led its steady continual growth of four to 165+ advisors today.

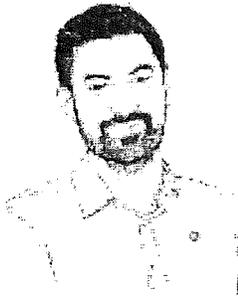
Since then, Kris has led the way in diversifying rennie's comprehensive services offerings across its now three divisions: developer, consumer, and advisory services. He continues to invest resources in the growth of the company's systems platform, driving the vision of how data, technology, and connectivity, shared throughout the organization and delivered to our clients, will continue to underpin deeper insights and refine strategy, leading to rennie's continued success.



➤ BOB RENNIE, FOUNDER

Bob is recognized for his leadership in envisioning new and innovative strategies in development risk management and real-estate marketing. Key landmark projects include the restructuring of the Olympic Village and Woodward's—a visionary development that integrated market and non-market housing, commercial users and Simon Fraser University's new downtown presences. Bob has curated a team of experts in the field of real estate and development, who focus on strategy, visioning, research, consumer intelligence and project execution. Bob maintains strong relationships with stakeholders at every level of government and assists in facilitating critical and strategic conversations concerning the real estate industry.

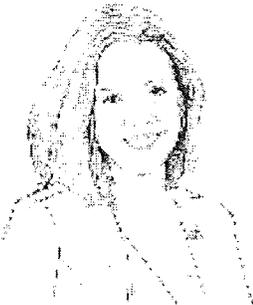




GREG ZAYADI, SENIOR VICE PRESIDENT, DEVELOPER SERVICES

Greg Zayadi brings more than two decades of experience in Western Canadian real estate and development. A former executive with Anthem Properties, Greg was a key member of the team, leading the company's growth since 2009 through his participation in all aspects of acquisition, design, development, construction and management of residential and commercial assets. Notably, he helped lead the visioning, design and positioning of a one-million-square-foot mixed-use development in Burnaby.

Greg has successfully brought nearly 15,000 condominium units to market during his career, often managing multiple stakeholders within complex partnership structures. His ability to work seamlessly with multiple stakeholders and his deep knowledge of the Vancouver real-estate market make Greg a valuable presence at any boardroom table.



JENNIFER PODMORE RUSSELL, SENIOR VICE PRESIDENT, OPERATIONS

Jennifer has earned a reputation within the industry for her ability to craft, articulate and execute complex real-estate strategies. Over the past decade, she has successfully built and managed a real-estate consultancy that focused on disseminating information and analytics into actionable intelligence for clients in both the public and private sectors. Jennifer brings an invaluable combination of skillsets, including her network of real-estate-industry professionals, her ability to analyze and assess land valuation, her understanding of deal structures and her ability to map strategic transactions. Most notably, Jennifer is called upon by key industry and public sector leaders to assess risk and structure real-estate transactions in a manner addressing the often competing priorities of certainty, risk mitigation, ownership and, of course, value extraction.



VINCENT TANG, VICE PRESIDENT, CONSUMER SERVICES

During his 20-year tenure at rennie, Vincent Tang has worked his way up the ranks from project assistant to his current role as Vice President of the Consumer Services division. He oversees the daily operations of the brokerage and supervises our team of realtors, known as advisors, ensuring rennie provides the best services available in the real estate industry. One of two original realtors at the brokerage, he has witnessed—and influenced—the brokerage's growth to its current 170+ agents. Tang has also held the distinction of multi-year qualification for the REBGV's Medallion Club, which honours the top 10 per of all Metro Vancouver realtors.





➤ ANDREW RAMLO, VICE.PRESIDENT, INTELLIGENCE

As Vice President of Market Intelligence, Andrew leads Rennie Group's Market Intelligence division, providing analytical and strategic support to all aspects of the company. For more than two decades, Andrew has provided strategic management advice to leading real estate developers, investors, retailers and consumers, as well as to many of Canada's most rapidly changing municipalities, crown corporations and public agencies.

In his role as Executive Director of the Urban Futures Institute, he conducts research on topics ranging from labour force change and human resource management to community planning and residential market analysis. Andrew also provides intelligence and analytical support throughout the development process.



➤ RYAN BERLIN, SENIOR ECONOMIST, INTELLIGENCE

As Senior Economist in Rennie's Market Intelligence Division, Ryan provides insightful market research and analysis to Rennie's corporate leaders, Portfolio Clients and Realtors (known as Rennie Advisors). For the past 15 years Ryan has worked closely with many of British Columbia's most successful organizations in real estate, retail and finance, as well as many of Canada's more forward-thinking municipalities, regional governments and crown corporations.

Ryan presently serves as the Chair of the Association of Professional Economists. His adept marketplace assessments and forecast make him a trusted and valued resource.



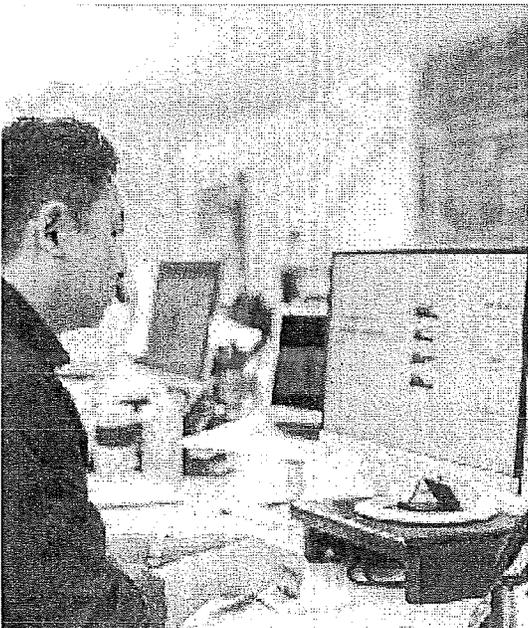
➤ DARRELL KOOPMANS, DIRECTOR, TECHNOLOGY

As Director of Technology, Darrell leads the technology division, overseeing the organization's strategic direction and infrastructure of technical operations. He drives a team of project managers, developers, quality assurance and IT professionals to build and maintain a valuable technology platform with a suite of products for clients, consumers, and internal divisions throughout Rennie. His previous experience spans over 17 years in the real estate industry, within the disciplines of technology, development, and design. Prior to Rennie, Darrell made a successful exit at a Vancouver-based real estate start-up, where he was both co-founder and Vice President of Creative.

Darrell is also a director of a not-for-profit cafe in Squamish, which provides a comfortable space for locals in the community.



rennie services



DEVELOPER SERVICES

Our leadership team has over 100 years of experience combined in real estate development. We partner with developers across Canada and the US to create communities by leveraging our in-house data and intelligence, plus our extensive depth of knowledge and industry contacts to lower risk and add value to any development team.

Our delivery includes:

- Full-service sales support: contract vetting, deposit collection, customer, and more to ensure a seamless property transaction
- Intelligence & research: objective and innovative analysis, insight, and strategy to rennie teams and our development partners, as well as to a broad range of external clients
- Strategy: omnichannel approach converges our intelligence insights and experience to deliver the best sales and marketing strategy for each project and client
- Technology: our consumer-driven website supports interaction with sales advisors here and in the US, resulting in detailed consumer data and supports advisors managing a collective total of 3.5 billion-plus annual transactions
- Execution: ensuring projects are produced on time and on budget, in our clients' vision, through integrated marketing campaigns
- Reporting: real-time reporting and client access to current data on presentation centre visits, database numbers, website visits, eblast results, and more.



CONSUMER SERVICES

We provide detailed industry trend information to consumers through our intelligence team. Furthermore, our front line of 165+ highly trained rennie advisors are provided with ongoing training, tools, and resources to ensure every consumer receives quality service, and the best advice on home buying and rental leasing processes.



our delivery

SALES SUPPORT

Our full service conveyancing team offers contract vetting, deposit collection, customer after care and more to ensure a seamless property transaction.

INTELLIGENCE & RESEARCH

Our Intelligence Division provides analysis, insight, and strategy both internally to the rennie teams and to our development partners, as well as externally to the broad range of clients. The most fundamental aspect of this division at rennie is conducting objective, innovative, and publicly-available research.

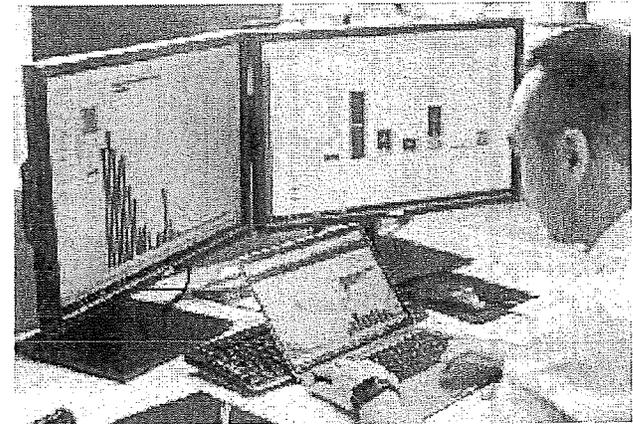
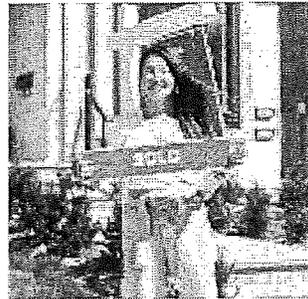
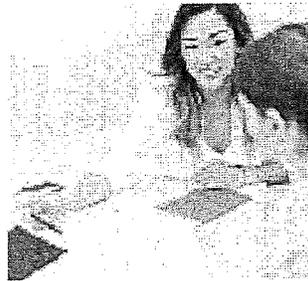
STRATEGY

We specialize in providing an omnichannel approach by aligning our clients' business objectives with our rennie Intelligence insights, data and our vast experience to develop and execute the best marketing and brand strategy for each project.

Using this system, our project managers see the results of their marketing efforts immediately, providing them the ability to be extremely responsive in their marketing decisions and strategies.

TECHNOLOGY

Our technology team has created a consumer driven website to support interaction with sales advisors, both here and in the US resulting in the collection of immense and detailed consumer data. Our platform supports over 300 sales advisors across North America who manage a collective total of over 3.5 billion annual transactions. We understand how and what consumers look for when searching for property.



EXECUTION

Our skilled marketing project team is adept at communication and ensuring projects are produced on time and on budget by orchestrating suppliers and partners to fulfill our clients' vision. With in-house digital and print advertising specialists, we are able to offer clients integrated marketing campaigns.

REPORTING

This comprehensive in-house system offers unparalleled real time reporting as well as access to provide clients with real time data on Sales Centre visits, database numbers, website visits, eblasts results and more.



fees & project budget

OUR FEES

A nonrecoverable fee of \$5,000 payable on an ongoing monthly basis up to 3 months prior to the commencement of sales for advisory, consulting and execution services for marketing of each development will be charged to the stakeholder. Following sales commencement, a monthly \$5000 fee will be required but will be credited back against the Commissions due and payable at completion. On the assumption that rennie is selected to market and sell the project(s), a Marketing & Sales fee of 2.25% base fee per sale will be applied of which 50% is payable upon firm sale and the balance upon completion.

Our fees are reflective of all our efforts including key activities such as:

- Comprehensive research and intelligence on Metro Vancouver demographics, plus the relevant real estate market including current \$PSF of current competitors.
- Development of positioning, brand strategy, marketing and sales strategy.
- Selection and management of all marketing related consultants and suppliers.
- Execution and implementation of brand identity and all creative collateral.
- Preparing a rennie roadmap with a detailed marketing budget and timeline once an overall direction has been established.
- Managing the development and execution of the Presentation Centre including pathing document, creative collateral, model, imagery and technology.
- Assisting in the selection, hiring and training of an on-site team. Plus, ongoing sales strategy management for this on-site team.



we look forward to
working with you.

Censorio Group (Hastings & Carleton) Holdings Ltd.
Residential Strata Lots

Unit Number	Strata Lot	Finished Square Feet	Bedrooms/ Bathrooms	Parking Spot	Opinion of Value Low (\$)	Low PSF	Opinion of Value High (\$)	High PSF	Suggested List Price (\$)
101	1	1,103	2/2	1	\$ 789,900	\$ 716.14	\$ 829,900	\$ 752.40	\$ 819,900
102	2	816	1/1	1	\$ 589,900	\$ 722.92	\$ 629,900	\$ 771.94	\$ 609,900
103	3	636	1/1	1	\$ 499,900	\$ 786.01	\$ 539,900	\$ 848.90	\$ 509,900
104	4	572	1/1	1	\$ 459,900	\$ 804.02	\$ 499,900	\$ 873.95	\$ 469,900
201	5	1,122	2/2	1	\$ 789,900	\$ 704.01	\$ 829,900	\$ 739.66	\$ 799,900
202	12	1,139	2/2	1	\$ 799,900	\$ 702.28	\$ 839,900	\$ 737.40	\$ 829,900
203	6	1,019	2/2	1	\$ 759,900	\$ 745.73	\$ 789,900	\$ 775.17	\$ 779,900
204	11	610	1/1	1	\$ 489,900	\$ 803.11	\$ 529,900	\$ 868.69	\$ 499,900
205	7	740	1/1	1	\$ 549,900	\$ 743.11	\$ 589,900	\$ 797.16	\$ 569,900
206	10	636	1/1	1	\$ 499,900	\$ 786.01	\$ 539,900	\$ 848.90	\$ 519,900
207	8	707	1/1	1	\$ 529,900	\$ 749.50	\$ 569,900	\$ 806.08	\$ 549,900
208	9	636	1/1	1	\$ 499,900	\$ 786.01	\$ 539,900	\$ 848.90	\$ 519,900
301	13	1,122	2/2	1	\$ 809,900	\$ 721.84	\$ 849,900	\$ 757.49	\$ 819,900
302	20	1,139	2/2	1	\$ 819,900	\$ 719.84	\$ 859,900	\$ 754.96	\$ 849,900
303	14	1,019	2/2	1	\$ 779,900	\$ 765.36	\$ 819,900	\$ 804.61	\$ 809,900
304	19	610	1/1	1	\$ 509,900	\$ 835.90	\$ 549,900	\$ 901.48	\$ 519,900
305	15	740	1/1	1	\$ 569,900	\$ 770.14	\$ 609,900	\$ 824.19	\$ 589,900
306	18	607	1/1	1	\$ 519,900	\$ 856.51	\$ 549,900	\$ 905.93	\$ 529,900
307	16	707	1/1	1	\$ 549,900	\$ 777.79	\$ 589,900	\$ 834.37	\$ 569,900
308	17	636	1/1	1	\$ 519,900	\$ 817.45	\$ 549,900	\$ 864.62	\$ 529,900
401	21	1,122	2/2	1	\$ 849,900	\$ 757.49	\$ 889,900	\$ 793.14	\$ 879,900
402	27/28	1,700	2/2	2	\$ 1,199,900	\$ 705.82	\$ 1,249,900	\$ 735.24	\$ 1,249,900
403	22	1,019	2/2	1	\$ 819,900	\$ 804.61	\$ 859,900	\$ 843.87	\$ 849,900
405	23	740	1/1	1	\$ 609,900	\$ 824.19	\$ 649,900	\$ 878.24	\$ 639,900
406	26	636	1/1	1	\$ 559,900	\$ 880.35	\$ 589,900	\$ 927.52	\$ 579,900
407	24	707	1/1	1	\$ 589,900	\$ 834.37	\$ 629,900	\$ 890.95	\$ 619,900
408	25	629	1/1	1	\$ 559,900	\$ 890.14	\$ 589,900	\$ 937.84	\$ 579,900

22,869

\$ 17,527,300 \$ 766.42 \$ 18,567,300 \$ 811.90 \$ 18,097,300

\$ 791

4223 Hastings St, Burnaby - The Carleton

Marketing Budget Summary

April 6, 2020

rennie

Revenue

Assumption Number of Units (Market Homes) 27

Net Residential Revenue (estimate)

Current
Pro forma

\$ 18,000,000

Marketing

General Marketing Expense - Estimate 12 months	Assume \$6000 per door	0.90%	\$	162,000	
Presentation Centre*					
PC Graphics in one suite		6.17%	\$	10,000	
2 display homes staging (15K for 1 bed, \$20K for 2 bed)		21.60%	\$	35,000	
Marketing					
Project website (If necessary)		8.33%	\$	13,500	
Exterior Signage program, and visitor wayfinding		4.01%	\$	6,500	
Design and production fees, digital assets, minimal printed collateral (floorplans, features)		6.17%	\$	10,000	
Advertising design (print, digital, online, OOH)		3.09%	\$	5,000	
Advertising budget (50%)		44.00%	\$	71,280	
Suite photography, view photography, video, and matter port virtual scans		3.09%	\$	5,000	
Events & Open House		3.09%	\$	5,000	
Total Marketing Expense		100%	\$	161,280	\$ 161,280

**Budget for discussion purposes. Full audit of the existing material is still required.*

SCHEDULE "G"

FRAMEWORK REAL ESTATE GROUP
PROPOSAL FOR MARKETING RESIDENTIAL UNITS

Framework

4223 - 4229 HASTINGS STRATEGY

April 6, 2020

PROJECT OVERVIEW

The development is located at 4223 - 4229 Hastings Street, and resides within the Burnaby Heights neighbourhood. The building is situated on the north side of the street. There will be views of the North Shore mountains for the homes facing north. The site is surrounded by existing lowrise retail shops to the south, east and west.

This area is becoming a hub for low-rise residential and commercial opportunities. There is currently very little inventory for new home construction in the area. The location offers residents easy access to amenities, shops, restaurants, offices, transit and post secondary institutions.

SWOT ANALYSIS

In this section, we will be reviewing the Strengths, Weaknesses, Opportunities, and Threats (SWOT for short) of the project. We have analyzed the site and have determined the following:

STRENGTHS (internal): Things we are good at - experience, unique characteristics, geographical location, reputation, team, price, product.

- Location - Easy access to transit, while not being in the centre of the busy city core.
- Limited new construction inventory in the neighbourhood.
- Ability to tour finished product.
- Easy access to Hwy #1.
- Close proximity to amenities such as SFU, retail and restaurants.
- Commercial at grade offers residents additional everyday services.
- Framework has strong Realtor relationship and can utilize their database to promote the development.

WEAKNESSES (internal): Things we need to improve - skills, financial issues, reputation, location, team.

- Development is a foreclosure property. A negative stigma is associated with the site. Realtors and buyers are less likely to have interest at market pricing. This puts downward pressure on demand and prices.
- Suites are large for the target buyer.
- Being a foreclosure development, prospective buyers will be concerned with warranty issues and how they are dealt with moving forward.
- Decisions may be slowed down due to the foreclosure process and involving the courts.
- Limited financial resources due to foreclosure

OPPORTUNITIES (external): Strategic alliances, new market trends, new product development, innovation.

- Burnaby Heights is an appealing condo market from a price, amenity, school district and transit standpoint.
- Limited competition and inventory for new construction product.
- Realtors have had a slow year. They are motivated to find buyers and get a deal done.
- Interest rates are at an all time low.
- In a Covid-19 environment it is easier and safer to have an open house and tour groups through new

Framework

construction projects, which has never been lived in.

- Stronger rental market, low vacancy rates, with continued demand into the future to be expected.
- Presence of multiple post-secondary schools in the immediate area creates a strong and stable rental pool, which drives investor confidence.
- Population growth (B.C. & GVRD)

THREATS (external): Change in the environment - economy and political, market demand, competition.

- Lots of uncertainty in the world with Covid-19. The full global impact on economic growth is still to be determined.
- A continued market softening / global unrest.
- Policy - foreign buying policies, provincial/federal demand-sided policies may continue or increase the negative impact on the major buyer segment.

TARGET DEMOGRAPHIC

Target Market #1 - Young Professionals & First-Time Home Buyer (FTHB)

Age:	25+
Ethnicity:	Canadian Born Asian and Locals
Gender:	Male or Female
Status:	Single and / or In A Relationship
Income:	\$50,000+
Buys:	One Bedroom / Compact 2 Bedroom
Percentage:	50%

The **Young Professional & FTHB** likes the convenience of being close to work, amenities, restaurants, transit, and shopping. This group can be single and / or in a relationship. They are local residents and can be from all ethnicities. At this stage in their life, they are mostly focussed on their career and less on settling down with a family. This could be their first and / or second purchase and they are mostly price point driven. They may also feel the need to put their hard earned cash towards real estate and with the hopes of huge returns when they are ready to move-up. FTHB may be attending a local post-secondary school. This group will be slower to buy as they are end users. They will likely shop around to make sure they get the right home at the right price. This group may also receive financial help from their family members.

Target Market #2 - Upsizer & Young Local Families with Dual Income

Age:	35+
Ethnicity:	Local Asians and Caucasians
Gender:	Male and Female
Status:	Married / Common Law
Income:	Dual Income of \$125,000+
Buys:	2 Bedroom / 3 Bedroom
Percentage:	40%

The **Upsizer and Young Local Families** currently own an older and / or smaller condo and are ready to move up to a newer and larger condominium. They are generally couples with or without children. Due to affordability, it is increasingly becoming more and more difficult to own a single-family home. This group will be slower to buy as they

Framework

will need to sell their home and have all their financials in place before confidently purchasing a new home. They might even get financial help from family.

Target Market #3 - Investors (100% with Realtor Representation)

Age: 40+
Ethnicity: Primarily Asian
Gender: Male or Female
Status: Single, In A Relationship, Married
Income: \$150,000+
Buys: One Bed & Compact 2 Bed
Percentage: 10%

The demand for real estate in Metro Vancouver continues to grow, as a result, **Investors** are always interested in purchasing condominiums as a solid investment. These Investors will be price point driven. This will be the fastest group to buy as they have a strong belief in the long-term value of owning real estate in Vancouver. These Investors are heavily influenced by their Realtors.

GATEWAY AND CENTRAL SURREY DEVELOPMENT LANDSCAPE

CURRENT ACTIVE PROJECTS

In understanding the market we looked at the most recent comparable presale programs that have taken place in the past 9 months. Since this development is closer to completion we also look at the resale market in the surrounding area over the last 90 days or homes not older than 10 years.

PROJECT	DEVELOPER	SALES DATE	# OF STOREYS	SALES TO DATE	PPSF
Forte - 4477 Hastings Street	Streetside Development	Oct 2018	5	20 / 34	\$794
Storia - 4352 Hastings St	Beedie	June 2019	5	35 / 39	\$804

MLS Sold in the last 90 days												
Address	List Price	Sold Date	Sold Price	PPSF	Sq.Ft.	DOM	Bed	Bath	Year Built	Parking	Locker	Strata \$
#507-4477 HASTINGS STREET	\$769,900	3/2/2020	\$769,900	\$801.98	960	1	2	2	2021	1	Yes	\$353.42
#502-4477 HASTINGS STREET	\$809,900	2/24/2020	\$809,900	\$824.75	982	0	2	2	2021	1	Yes	\$361.36
#407-4289 HASTINGS STREET	\$875,000	1/11/2020	\$830,000	\$769.94	1,078	88	2	2	2019	2	Yes	\$503.44
#204-4477 HASTINGS	\$869,900	3/23/2020	\$869,900	\$759.74	1,145	2	2	2	2021	1	Yes	\$420.93

Framework

STREET														
--------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

MLS Currently Listed (New Construction)										
Address	List Price	Sq.Ft.	PPSF	DOM	Bed	Bath	Yr Blt	Parking	Locker	Strata \$
306 4477 HASTINGS STREET	\$739,900	960	\$771	35	2	2	2021	1	Yes	\$353.42
308 4477 HASTINGS STREET	\$729,900	935	\$781	35	2	2	2021	1	Yes	\$356.00
309 4477 HASTINGS STREET	\$559,900	722	\$775	35	1	1	2021	1	Yes	\$266.06
303 4477 HASTINGS STREET	\$595,900	727	\$820	35	1	1	2021	1	Yes	\$270.03
112 3811 HASTINGS STREET	\$729,900	988	\$739	17	2	2	2007	1	Yes	\$260.73

KEY MESSAGES (in order of priority)

1. Brand new, never lived in homes
2. Move in today
3. Perfect location with an easy walk to shopping and transit

MARKETING BUDGET

MARKETING ITEM	PRICE
Creative Design	\$5,000
Site Signage (production & printing)	\$5,000
Brochure Handout (production and printing)	\$2,000
Brochure Inserts - Floor Plan and Feature Sheet (production & printing)	\$3,000
Web Site (production & printing)	\$2,000
Showhome Furniture (Rent)	\$5,000
Online Media Advertising	\$10,000
CRM	\$1,000
Realtor Events	\$1,000
TOTAL	\$44,000

PRICING STRATEGY

Due to the property being a foreclosure, the market is going to want to get a deal on the remaining inventory, or at least a perceived deal. For this reason, we suggest to price the homes slightly higher, with the intention of negotiating to get the deal done. For the 1-bedroom homes we have built in a \$15,000 buffer and the 2-bedroom homes we have

Framework

built in a \$20,000 buffer. We will only use the buffer when needed.

SALES ABSORPTION

Month	Sales Absorption Per Month	Total Units Sold
1	5	5
2	5	10
3	5	15
4	5	20
5	4	24
6	3	27

SUGGESTION REALTOR COMMISSION

Framework Commission: 2.25%

Outside Realtor Commission: 1.1625% / 3.255%

QUESTIONS: DEPOSIT / PARKING / STORAGE

What is the deposit structure?

How many parking stalls are available?

How many EV parking stalls are available?

How many storage lockers are available?

How many bike storage lockers are available?

Are there more details on the finished specs? What is the appliance package?

Censorio Group (Hastings & Carleton) Holdings Ltd.

Presales Sold Strata Lots

As at February 5, 2020

Unit Number	Strata Lot	Finished SF	Bed / Bath	Parking Spot	Sold Price	Sold PPSF	Framework Opinion of Value (\$)	Average Base PPSF	Framework Suggested List Price (\$)	Suggested PPSF	Comments
101	1	1,103	2/2	1	\$779,900.00	\$707.07	\$859,900	\$780	\$879,900	\$798	Bigger patio
103	3	636	1/1	1	\$404,900.00	\$636.64	\$484,900	\$762	\$499,900	\$786	Bigger patio
104	4	572	1/1	1	\$322,900.00	\$564.51	\$444,900	\$760	\$449,900	\$787	Bigger patio
203	6	1,019	2/2	1	\$799,900.00	\$784.99	\$779,900	\$765	\$799,900	\$785	Second Bdm does not have a window
204	11	610	1/1	1	\$399,900.00	\$655.57	\$464,900	\$762	\$479,900	\$787	Not a real bedroom as it doesnt have a window
206	10	636	1/1	1	\$399,900.00	\$628.77	\$484,900	\$762	\$499,900	\$786	Not a real bedroom as it doesnt have a window
208	9	636	1/1	1	\$400,000.00	\$628.93	\$484,900	\$762	\$499,900	\$786	Not a real bedroom as it doesnt have a window
304	19	610	1/1	1	\$402,900.00	\$660.49	\$469,900	\$770	\$484,900	\$795	Not a real bedroom as it doesnt have a window
306	18	607	1/1	1		\$0.00	\$469,900	\$774	\$484,900	\$799	Not a real bedroom as it doesnt have a window
308	17	636	1/1	1	\$414,900.00	\$652.36	\$489,900	\$770	\$504,900	\$794	Not a real bedroom as it doesnt have a window/ Corner unit
401	21	1,122	2/2	1	\$671,900.00	\$598.84	\$859,900	\$766	\$879,900	\$784	Second Bdm does not have a window
402	27/28	1,700	2/2	2	\$1,100,000.00	\$647.06	\$1,179,000	\$694	\$1,199,000	\$705	Great floor plan but too big
403	22	1,019	2/2	1	\$690,900.00	\$678.02	\$779,900	\$765	\$799,900	\$785	Second Bdm does not have a window
406	26	636	1/1	1	\$424,900.00	\$668.08	\$474,900	\$747	\$489,900	\$770	Not a real bedroom as it doesnt have a window
407	24	707	1/1	1	\$444,900.00	\$629.28	\$534,900	\$757	\$549,900	\$778	Not a real bedroom as it doesnt have a window
408	25	629	1/1	1	\$414,900.00	\$659.62	\$494,900	\$787	\$509,900	\$811	Not a real bedroom as it doesnt have a window/ Corner unit
Total					\$8,072,700.00	\$612.51	\$9,747,500	\$762	\$10,012,500	\$783	

Censorio Group (Hastings & Carleton) Holdings Ltd.

Unsold Residential Strata Lots

As at February 5, 2020

Unit Number	Strata Lot	Finished SF	Bed / Bath	Parking Spot	Framework Opinion of Value (\$)	Average Base PPSF	Framework Suggested List Price (\$)	Suggested PPSF	Comments
102	2	816	1/1	1	\$644,900	\$790	\$659,900	\$809	Big Patio
205	7	740	1/1	1	\$564,900	\$763	\$579,900	\$784	
207	8	707	1/1	1	\$534,900	\$757	\$549,900	\$778	
201	5	1,122	2/2	1	\$829,900	\$740	\$849,900	\$757	Second bdm no window
202	12	1,139	2/2	1	\$879,900	\$773	\$899,900	\$790	
301	13	1,122	2/2	1	\$849,900	\$757	\$869,900	\$775	One floor 10K jump from 201
302	20	1,139	2/2	1	\$889,900	\$781	\$909,900	\$799	One floor 10K jump from 202
303	14	1,019	2/2	1	\$794,820	\$780	\$789,900	\$775	Second bdm no window
305	15	740	1/1	1	\$569,900	\$770	\$584,900	\$790	5K Jump from unit 205
307	16	707	1/1	1	\$529,900	\$750	\$544,900	\$771	5K Jump from unit 207
405	23	740	1/1	1	\$574,900	\$777	\$589,900	\$797	10K Jump from unit 205
Total		9,991			\$7,663,820	\$767	\$7,828,900	\$784	

SCHEDULE "H"

COLLIERS INTERNATIONAL PROPOSAL
FOR MARKETING COMMERCIAL STRATA UNIT

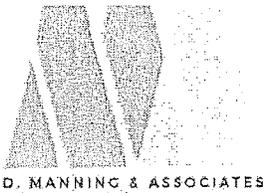


Marketing
& Listing
Proposal

CARLETON

4223-4229 Hastings Street, Burnaby, BC

Prepared for:



Prepared by:

KELVIN LUK
 Personal Real Estate Corporation
 Vice President
 604 662 2616
 kelvin.luk@colliers.com

DYLAN SOHI
 Personal Real Estate Corporation
 Associate Vice President
 604 661 0818
 dylan.sohi@colliers.com

WILLIAM MAUNSELL
 Associate
 604 661 0876
 william.maunsell@colliers.com



EXECUTIVE SUMMARY

Colliers International is pleased to submit the following Listing and Marketing proposal to D. Manning and Associates Inc. for the successful sale of the commercial strata unit at 4223-4229 Hastings Street, Burnaby, BC.

PROJECT OVERVIEW

4223-4229 Hastings Street (the "Carleton") is a 4-storey mixed-use development comprised of one 4,200 square foot commercial strata unit (the "Property") and 27 residential units. The Carleton is situated mid-block along Hastings Street between Carleton Avenue and Madison Avenue, 2-blocks from Willingdon Avenue.

PROJECT POSITION

Situated along the main arterial of Hastings Street, the Carleton is surrounded by many restaurants, cafes, medical and professional services, community amenities and numerous new developments. While Burnaby's northwest quadrant has current population of approximately 45,000 residents, the concentration of new developments will bring many new residents and families to the area seeking a variety in shopping, restaurants and services.

VALUATION

When evaluating the potential value that the commercial strata would demand in the current market, we implemented a direct comparison approach and an income approach. Within these two valuation approaches, we employed the following methodology: Current Income Analysis, Potential Income Analysis (Re-lease) and Direct Comparison (Vacant As-is).

Current Income Analysis: The value determined from the current income approach is \$3,250,000 to \$3,441,000 based on a net income of \$146,213 per annum and assuming a CAP rate of 4.25% to 4.50% or \$774 to \$820 per square foot.

Potential Income Analysis (Re-lease): The value determined from the potential income approach is \$2,808,000 to \$2,974,000 based on a projected net income of \$126,353 per annum and assuming a CAP rate of 4.25% to 4.50% or \$644 to \$682 per square foot.

Direct Comparison (Vacant As-is): The value determined from the direct comparison approach is \$2,397,000 to \$2,615,000 based on a price per square foot of \$550 to \$600 and a leasable area of 4,357 SF.

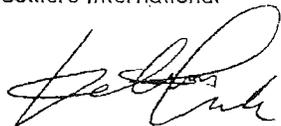
With consideration of the above valuation methodology and the current macroeconomic conditions, Colliers recommends selling the Property based on its current income and leases with a listing price of \$3,450,000 or a CAP rate of 4.24%, *with an expectation to sell in between \$3,100,000 to \$3,300,000.*

We are proposing a success fee of 3.00% of the total sale price and a brief listing term of six (6) months. Colliers is fully prepared to co-operate with other agents to entice both represented and unrepresented prospective purchasers. Our award-winning marketing capability is due to our unparalleled database, coupled with our in-depth purchaser analytics, and we are looking forward to putting our expertise to work for you.

Kindly review the enclosed information and let us know if you have any questions.

Sincerely,

Colliers International



Kelvin Luk
Personal Real Estate Corporation
Vice President



Dylan Sohi
Personal Real Estate Corporation
Associate Vice President



William Maunsell
Associate

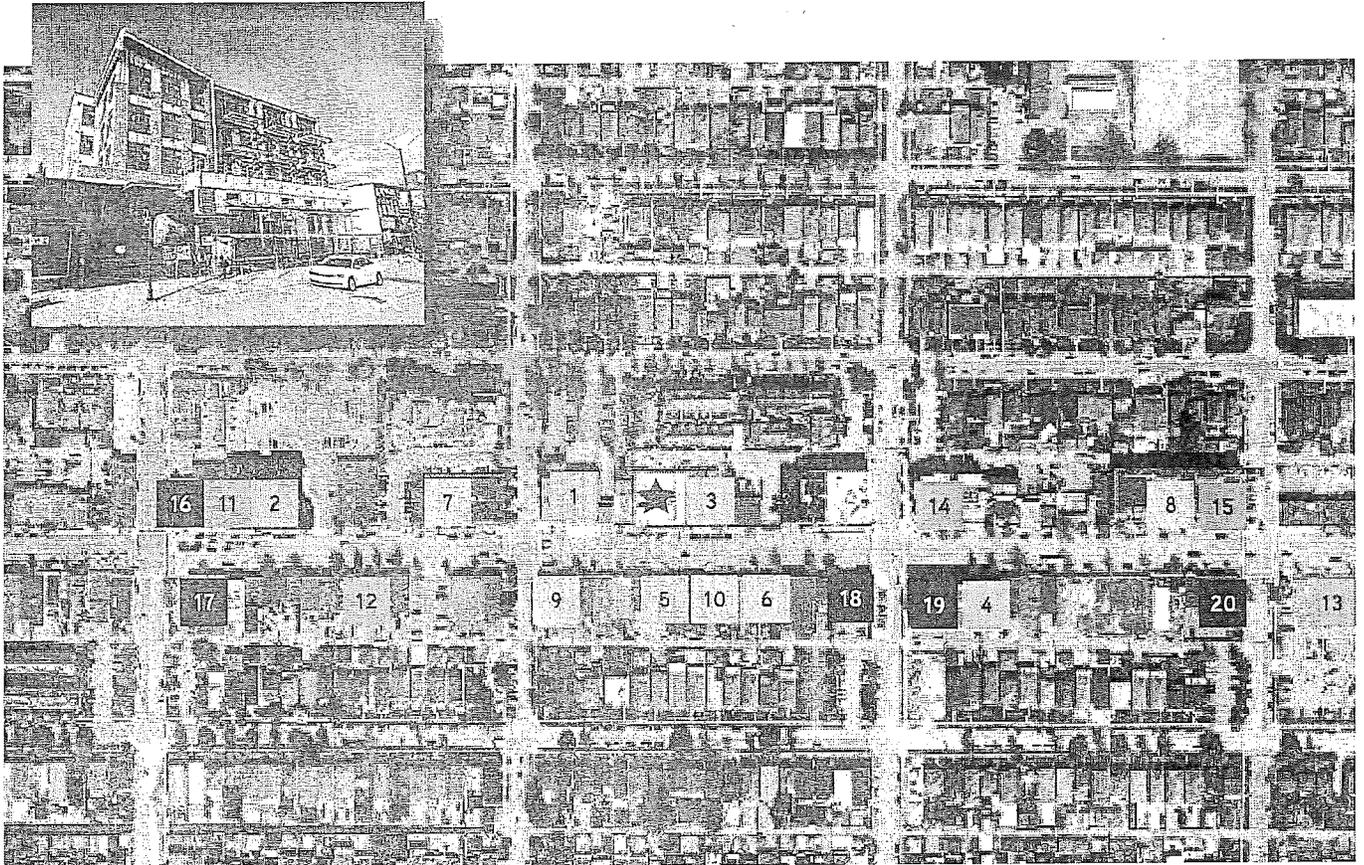
PROJECT OVERVIEW

The Carleton is a 4-storey mixed-use development comprised of 1 commercial strata unit and 27 residential units. Ideally positioned within the Heights neighbourhood of Burnaby, the Carleton has over 90 FT of frontage along the high-exposure Hastings Street corridor and is walking distance to many nearby restaurants, shopping, professional services and new developments.



LOCATION OVERVIEW

Situated along Hastings Street between Carleton Avenue and Madison Avenue, the Carleton is in the heart of the Heights neighbourhood. Surrounded by many restaurants, cafes, medical and professional services, community amenities and numerous new developments the Carleton will benefit from a plethora of vehicular and pedestrian traffic within this growing community. Burnaby's northwest quadrant has a population of approximately 45,000 residents and is growing rapidly due to numerous new developments and increased density along the Hastings corridor.



AMENITIES

SERVICES/LANDMARKS

- 1** Fire Station No. 5
- 2** Admiral Hotel/ Pub & Grill
- 3** Smiley Dental
- 4** H&R Block
- 5** Burnaby Dental Centre

FOOD & DRINK

- 6** Anton's Pasta
- 7** Starbucks
- 8** Caffe Artigiano
- 9** Waves Coffee
- 10** Fortuna Bakery

RETAIL

- 11** Van Pet Food
- 12** Cioffi's Meat Market & Deli
- 13** Safeway
- 14** Shoppers Drug Mart
- 15** Pharmasave

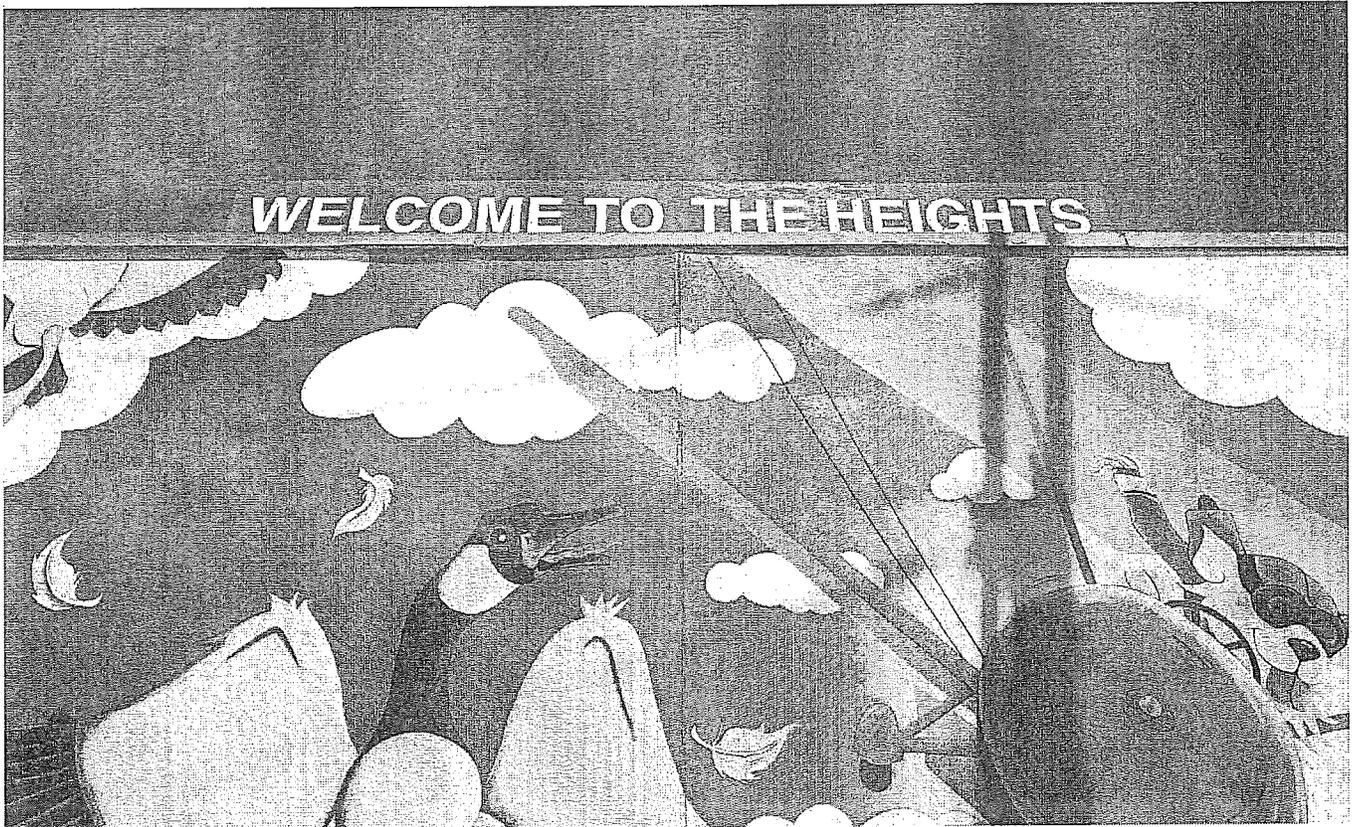
BANKS

- 16** CIBC
- 17** Westminster Savings
- 18** TD Bank
- 19** Vancity
- 20** RBC

VALUATION

In an effort to provide the most comprehensive opinion of value, Colliers looked not only to our recent experience in the successful marketing of commercial strata properties for sale, we also undertook extensive research to obtain an unparalleled understanding of the factors influencing value for the Property. We utilized an income analysis approach to value the current and potential income produced by the Property as well as a direct comparison approach to value the Property if it was sold vacant on an as-is basis. In doing so, we employed the following methodology:

1. Utilized a current income approach to determine how the investment community would value the existing asset based on duly executed leases;
2. Utilized a potential income approach to determine how the investment community would value the existing asset if the Property were to be released in the current market prior to sale; and
3. Utilized a direct comparison approach to determine how owner-occupiers and investors would value the Property if it was sold vacant on an as-is basis.



VALUATION

CURRENT INCOME APPROACH

The Current Income Approach method analyzes the current net income of the Property. As per the leases provided, it is estimated that the Property has a current net income of \$146,213 per annum. We will note the leases use a 3.74% gross up from the unit area of 4,200 SF.

The Property's net income is summarized as follows:

Current Net Income			
Tenant	Area of Leased Premises (SF)*	Net Rental Rate - 2020 (\$/SF/Annum)	Net Annual Income
49th Parallel Coffee	2,263	\$35.00	\$79,205
PRPIC Eyecare	2,094	\$32.00	\$67,008
Total	4,357		\$146,213

*In accordance with the executed leases provided.

COMPARABLE SALES - CAP RATE

Through our survey of comparable strata retail sales, a range in CAP rate of 4.20% to 4.50% was determined:

Address	Area (SF)	Sale Date	Net Operating Income	Sale Price	CAP Rate
4704 & 4712 Hastings Street	5,879	December 2019	\$156,086	\$3,500,000	4.50%
2899 Commercial Drive	1,422	December 2019	\$51,903	\$1,250,000	4.20%
4717 & 4725 Hastings Street	3,371	June 2019	\$91,605	\$2,200,000	4.20%
				AVG	4.30%

To ensure the accuracy of the value derived from the current income of the Property, we surveyed our database for relevant and comparable strata retail capitalization (CAP) rates. Based on recent strata retail sales along the Hastings Corridor and the current demands of investors and the uncertain economic conditions, we anticipate a range in CAP rate from 4.25% to 4.50%.

Valuation Summary			
Capitalization Rate	Current Net Income	Value Indication	Value (Rounded)
4.50%		\$3,249,178	\$3,250,000
4.38%	\$146,213	\$3,342,011	\$3,343,000
4.25%		\$3,440,306	\$3,441,000

VALUATION

POTENTIAL INCOME APPROACH

The Potential Income Approach method analyzes the potential net income of the Property if the current leases were terminated and the Property was re-leased within the current market. We will note the current unique macroeconomic conditions, as a result of COVID-19, will have lasting effects on the attainable lease rates of the Property due to over 13,700 square feet of competitive lease availabilities and the expected exponential increase of sublease availabilities due to the struggling small and medium businesses.

COMPARABLE LEASES & LISTINGS - RETAIL

Through our survey of comparable retail leases and numerous current leasing availabilities along Hastings Street, a range of \$33.00 to \$42.00 per square foot per annum was observed prior to COVID-19. While the Comparable Lease Rates in 2019 display an average lease rate of \$37.00 per square foot, we project a significant discount will be demanded by potential tenants due to over 13,700 SF of comparable leasing availabilities paired with the influx of sublease availabilities caused by the lasting effects of COVID-19.

Comparable Lease Rates (2019)				
Address	Tenant	Area (SF)	Lease Date	Net Annual Income (\$/SF/Annum)
4287 Hastings Street	U Break I Fix	851	2019	\$39.20
4291-4293 Hastings Street	RH Summit (Massage)	2,401	2019	\$38.80
4118 Hastings Street	Peaked Pies	2,712	2019	\$33.00
			AVG.	\$37.00

Current Listings – Competitive Leasing Availabilities		
Address	Area (SF)	Net Annual Income (\$/SF/Annum)
CRU 1 – 4473-4499 Hastings Street	750	\$42.00
CRU 2 – 4473-4499 Hastings Street	1,408	\$40.00
CRU 3 – 4473-4499 Hastings Street	795	\$40.00
CRU 4 – 4473-4499 Hastings Street	1,641	\$40.00
CRU 5 – 4473-4499 Hastings Street	1,450	\$40.00
CRU 6 – 4473-4499 Hastings Street	1,788	\$45.00
1-3700 Hastings Street	2,660	\$35.00
2-3700 Hastings Street	3,258	\$35.00

VALUATION

POTENTIAL NET INCOME

With consideration of the plethora of current leasing availabilities, the projected long-term struggles for majority of small and medium-sized businesses due to COVID-19 and the current condition of the commercial strata unit, we will use a 20% discounted rate, which is conservative given the losses many businesses have recorded in the financial markets, of \$29.00 per square foot for the potential net income. Based on a net rental rate of \$29.00 per square foot, the estimated net income of the unit is \$126,353 per annum.

The Property's Potential Net Income is calculated as follows:

Potential Net Income		
Net Lease Rate (\$/SF/Annum)	Area (SF)*	Annual Net Income (Estimated)
\$29.00	4,357	\$126,353

**In accordance with the executed leases provided*

To ensure the accuracy of the value derived from the potential income of the Property, we surveyed our database for relevant and comparable strata retail CAP rates. Based on recent comparable sales presented above and the current market conditions, we anticipate investors will demand a range in CAP rate from 4.25% to 4.50%.

Valuation Summary			
Capitalization Rate	Current Net Income	Value Indication	Value (Rounded)
4.50%		\$2,807,844	\$2,808,000
4.38%	\$126,353	\$2,884,772	\$2,885,000
4.25%		\$2,973,012	\$2,974,000

VALUATION

DIRECT COMPARISON APPROACH

The Direct Comparison Approach of valuation concentrates on the Property's size and draws comparisons between the attributes of the Property and other similar properties that have sold along Hastings Street. Through our focus on the Property's size, we are able to value the Property on a price per square foot basis. We will note the Property has a leasable area of 4,357 SF.

The following chart summarizes comparable properties that have recently sold along the Hastings Street corridor, which display a range in value of \$595 to \$653 per square foot:

COMPARABLE SALES - PRICE PER SF

Address	Area (SF)	Sale Date	Sale Price	Price per SF
4704 & 4712 Hastings Street	5,879	December 2019	\$3,500,000	\$595
4717 & 4725 Hastings Street	3,371	June 2019	\$2,200,000	\$653
101-3961 Hastings Street	2,653	January 2019	\$1,603,200	\$604
102-3961 Hastings Street	2,051	January 2019	\$1,290,625	\$629
103-3961 Hastings Street	2,905	January 2019	\$1,830,000	\$630
			MIN	\$595
			MAX	\$653
			AVG	\$622

While the comparable sales presented above display an average price of \$622 per square foot, we will acknowledge the current condition of the unit and the economic challenges posed to potential owner-occupiers, which typically pay a premium price above investors. Our proposed pricing strategy has a range in value from \$550 - \$600 per square foot.

Valuation Summary			
Price per SF	Unit Area (SF)	Value Indication	Value (Rounded)
\$550		\$2,396,350	\$2,397,000
\$575	4,357	\$2,505,275	\$2,506,000
\$600		\$2,614,200	\$2,615,000

VALUATION

SUMMARY

Based on the Direct Comparison Approach and Income Approaches conducted and with consideration of the current uncertain macroeconomic conditions, Colliers has determined the following values:

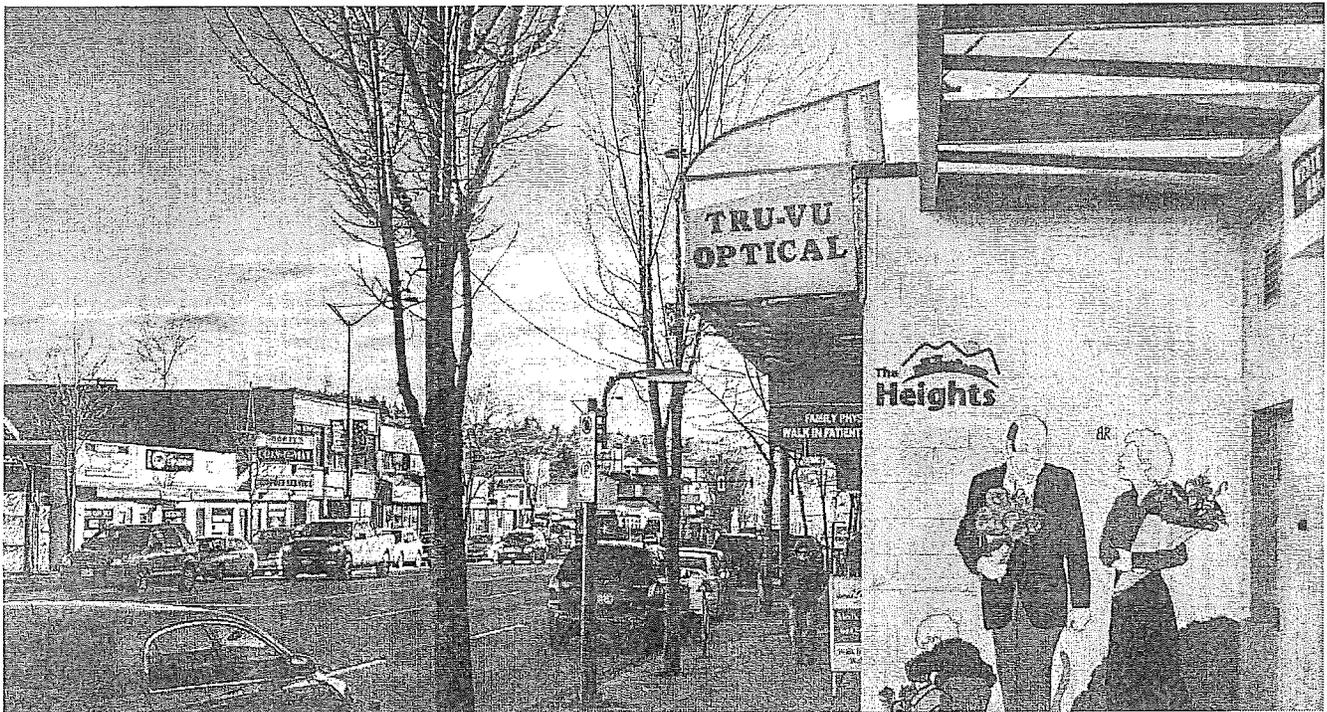
CURRENT INCOME APPROACH: The value determined from the current income approach is \$3,250,000 to \$3,441,000 based on a net income of \$146,213 per annum and assuming a CAP rate of 4.25% to 4.50% or \$774 to \$820 per square foot.

POTENTIAL INCOME APPROACH: The value determined from the potential income approach is \$2,808,000 to \$2,974,000 based on a projected net income of \$126,353 per annum and assuming a CAP rate of 4.25% to 4.50% or \$644 to \$682 per square foot.

DIRECT COMPARISON APPROACH: The value determined from the direct comparison approach is \$2,397,000 to \$2,615,000 based on \$550 to \$600 per square foot based on the leasable area of 4,357 square feet.

CONCLUSION

Based on the Direct Comparison Approach and Income Approaches conducted, we have determined the value of the Property based on its current income and leases supersedes the potential income and direct comparison value. As the Property is currently leased to tenants with a strong covenant and at above-market lease rates given the numerous listings and current economic conditions, our team recommends a listing price of \$3,450,000 or a 4.24% CAP rate, *with an expectation to sell in between \$3,100,000 to \$3,300,000*, which will attract investors and leave room for negotiation.



MARKETING TOOLS

MARKETING STRATEGY

Colliers marketing platform specializes in positioning our clients' real estate opportunities to its intended audience, creating targeted awareness, and providing key features that give a detailed understanding of the opportunity. The Colliers team will leverage its strong relationships within the local and offshore communities to ensure the offering is articulated to a selective group of qualified candidates. Furthermore, the Property will be directly presented to the most likely buyers in person, allowing for immediate discussion with respect to questions and answers and removing objections.

STRATA CAPABILITY

The involvement of Colliers' Market Intelligence & Project Marketing team is a critical element in any marketing campaign. Our team is relied upon by investors and tenants alike to provide them with the most accurate real estate information in Canada.

Colliers' Market Intelligence & Project Marketing team provides a clear point of difference in the market:



THE ONLY CRE BROKERAGE in the Lower Mainland with personnel dedicated solely to strata research.



AN UNPARALLELED UNDERSTANDING and analysis of strata demand from recent projects – buyer profiles, preferences, and their implications for new projects.



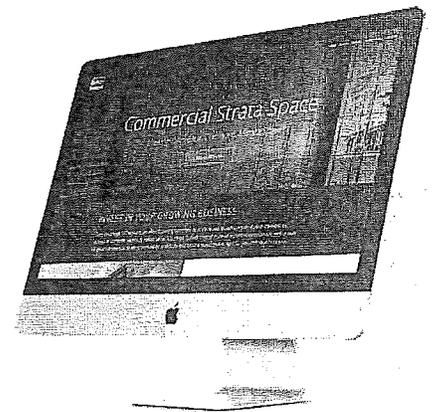
EXTENSIVE PROPRIETARY DATABASE – active strata user/buyers, investors and businesses providing an immediate target market for this project.



TOTAL MARKET KNOWLEDGE – the ability to drive target pricing by understanding competing projects and clearly positioning the Property as the most compelling strata project investment.

COMMERCIALSTRATASPACE.COM

Dedicated commercial strata website showcases all Colliers strata listings and sales in the market. The website generates awareness about the strata market and also serves as a strong lead generation site that captures registrants' interest in order to build a running sales funnel of strata interest. We can tap into these leads for future strata opportunities and ask them targeted questions about their space needs.



ADVERTISING

If the Vendor decides to list the Property on a widespread basis, Colliers would be happy to advertise the Property upon request from the Vendor. This would include the following:



Digital & Print Advertising

Upon request from the Vendor, the Property will be featured in local and international newspapers, including Vancouver Sun, Globe & Mail, Financial Post, BIV and Ming Pao/Sing Tao Chinese newspapers.



Website Advertising

Collierscanada.com is the #1 ranked CRE website in Canada, receiving over 250,000 visitors per quarter.



Email Marketing

Colliers maintains a database of 3,000+ investors who will be sent the Property's email notifications.

MARKETING TOOLS

ESTIMATED TIMELINE

Item	Timing
Campaign Preparation	Week 1-2
Distribution of E-Brochure	Week 2-3
Receipt and Consideration of Offers	Week 4-8
Negotiation, Finalization and Execution of Purchase and Sale Agreement	Weeks 8-10
Purchaser Due Diligence/Closing	Weeks 10-18



SERVICE SUMMARY

SCOPE

The listing shall encompass the sale of the commercial strata unit at 4223-4229 Hastings Street, Burnaby, BC

SUCCESS FEE

We propose a selling commission of 3.00% of the gross sale proceeds, plus the goods and services tax (GST). Colliers is fully prepared to co-operate with other agents to entice both represented and unrepresented prospective purchasers.

ASSIGNED REPRESENTATIVES

The representative assigned to this project shall be Kelvin Luk, Dylan Sohí and William Maunsell.

TERM OF THE LISTING

Colliers recommends an initial engagement term of six (6) months.

MARKETING COSTS

All conventional marketing costs for the subject property will be borne solely by Colliers.

REPORTING

Colliers maintains "real time" reporting through registration of all interested parties, execution of confidentiality agreements, and ongoing tracking of purchaser interactions and discussions throughout the sales process. Our reporting is not only a useful tool for our clients when monitoring and reviewing the outcome of a sale process – a detailed record of our process is maintained so that prospective purchasers can understand precisely why the terms and conditions of their bid fell short.

DEDICATED TEAM



MAURY DUBUQUE
Senior Managing Director

KELVIN LUK
Vice President

DYLAN SOHI
Associate Vice President

WILLIAM MAUNSELL
Associate

**SALES
SUPPORT**

**PROJECT
MARKETING**

**MARKET
INTELLIGENCE**

**PROSPECTING
SUPPORT**

VANESSA STEVENS
Brokerage Project Specialist
Laguna

MARGARET KENNEDY
Investment Project Specialist

TANYA NICHOLSON
Associate Director, Marketing
Western Canada

QUINN LEVLAND
Manager, Marketing IBC

DERRICK GONZALEZ
Market Intelligence Analyst

ACCELERATION TEAM

TEAM BIOS



Kelvin Luk
Vice President

Professional Summary

Kelvin joined Colliers in 2012 and was a top performer with a boutique commercial real estate firm in Vancouver for the past 6 years prior to joining Colliers. He has built great relationships with a lot of local and international owners along with local and International Tenants. He is always able to guide his clients through difficult times and as a result has a very loyal network of clients that continue to use his services. His ability to market and source out new opportunities for investors is tremendous. Kelvin continues to focus on investment products and has sold numerous properties at record breaking prices.

He graduated from BCIT in 2004 with a diploma in Marketing Management in Commercial Real Estate and has achieved the sales achievement awards for the past 4 years at his previous firm. He has served Landlords and Tenants along with Owners and Investors and understands what it takes to get deals done. He has leased over 300,000 sq. ft. of space and has been involved with over \$500 million worth of investment property / development site sales.



Dylan Sohi
Associate Vice President

Professional Summary

Dylan Sohi specializes in the sale of Investment Properties and Development Land.

Joining Colliers International in 2012, his efforts were concentrated in Suburban Markets actively marketing large scale commercial developments for clients which include institutional, local and international investors.

Dylan is responsible for investment origination, understanding local and national market conditions and keeping ahead of Fraser Valley long range planning initiatives. Market knowledge, accountability and results best summarizes Dylan's commitment, which is the foundation of his shared success with his clients.

ACCOMPLISHMENTS

Ranked in the top 1.0% in the Colliers Vancouver office at 2016 year end, for Net Promoter Score (NPS), a third party measurement of client satisfaction after a transaction has completed.

TEAM BIOS



William Maunsell
Associate

Professional Summary

As a member of the Urban Investment Team and a trusted advisor, Will specializes in maximizing cash flow and profits for his clients in the acquisition and disposition of mixed-use and retail commercial investment properties. Through purchaser and vendor representation, Will has solidified strong relationships with all of Vancouver's primary private equity investors and local and international developers. As an investment broker at Colliers, Will has assisted his clients in the acquisition, disposition and leasing of commercial investment properties totaling over \$175 million in transaction value.

Will joined Colliers International in 2016 with 3 years of experience in commercial real estate. As a Real Estate and Finance major at the University of Calgary, Will gained maximum exposure to land acquisition, commercial property underwriting, sales and leasing and planning analysis through commercial real estate case competitions and internships. His passion for real estate and fostering new relationships, led him to co-founding the University of Calgary's Real Estate Student Association.

OUR RECENT SUCCESS STORIES

THE GRANVILLE – 2301 GRANVILLE STREET, VANCOUVER



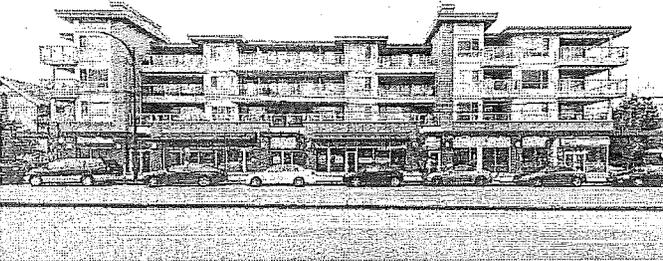
Developer:	Aoyuan International
Status:	Sold Out
Zoning:	C-3A
Strata Retail Units:	5
Strata Retail Area:	6,707 SF

SYNCHRO – 379 EAST BROADWAY, VANCOUVER



Developer:	Bold Properties
Status:	Sold Out
Zoning:	C-3A
Strata Retail Units:	4
Strata Retail Area:	3,145 SF

SEASAME – 1801-1861 RENFREW STREET, VANCOUVER



Developer:	Marcon
Status:	Sold Out
Zoning:	C-2C1
Strata Retail Units:	6
Strata Retail Area:	6,894 SF

MARKETING & LISTING PROPOSAL

CARLETON

4223-4229 Hastings Street, Burnaby, BC

KELVIN LUK

Personal Real Estate Corporation
Vice President
604 662 2616
kelvin.luk@colliers.com

DYLAN SOHI

Personal Real Estate Corporation
Associate Vice President
604 661 0818
dylan.sohi@colliers.com

WILLIAM MAUNSELL

Associate
604 661 0876
william.maunsell@colliers.com



COLLIERS INTERNATIONAL
200 Granville Street, 19th Floor
Vancouver, BC V6C 2R6
604 681 4111
www.collierscanada.com

SCHEDULE "I"

RENNIE & ASSOCIATES REALTY LTD.
PROPOSAL FOR MARKETING COMMERCIAL STRATA UNIT



Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC Canada V6A 1S9

T 604.681.9898
F 604.681.9899
rennie.com

rennie¹²⁸

4225, 4229 Hastings Street, Burnaby Investment Parameter Analysis

Prepared For: The Owners of 4225, 4229 Hastings Street, Burnaby

The team of Jason Lai Personal Real Estate Corporation and Nick Yeung of Rennie & Associates Realty are pleased to provide this listing proposal and analysis for the property owners of 4225, 4229 Hastings Street, Burnaby.

This document/email has been prepared by Rennie & Associates Realty Ltd. for advertising and general information only. Rennie & Associates Realty Ltd makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information herein. This communication is not intended to cause or induce breach of an existing listing agreement. Rennie & Associates Realty Ltd. excludes all inferred or implied terms, conditions and warranties arising out of this document.



disclaimer & confidentiality

DISCLAIMER

This proposal has been prepared by rennie & associates realty ltd. and is being delivered to registered, qualified, prospective purchasers in order to assist them in deciding whether they wish to acquire the Property from the Vendor. This proposal does not purport to be all-inclusive or to contain all the information that a prospective purchaser may require in deciding whether or not to purchase the Property.

The information upon which this proposal is based has been obtained from various sources considered reliable. Neither the Vendor nor rennie & associates realty ltd. make any representations, declarations or warranties, expressed or implied, as to the accuracy or completeness of the information or statements contained herein or otherwise, and such information or statements should not be relied upon by prospective purchasers without independent investigation and verification. The Vendor and rennie & associates realty ltd. expressly disclaim any and all liability for any errors or omissions in the proposal or any other written or oral communication transmitted or made available to prospective purchasers.

If any information related to the Property, in addition to the information provided in the proposal, is provided at any time, orally or otherwise, by the Vendor or rennie & associates realty ltd., such information is provided as a convenience only without representation or warranty as to its accuracy or completeness and should not be relied upon by prospective purchasers without independent investigation and verification.

CONFIDENTIALITY

By accepting this proposal, prospective purchasers agree to hold and treat this proposal and its contents in the strictest confidence. Prospective purchasers will not, directly or indirectly, disclose or communicate or permit anyone else to disclose or communicate this proposal or any of its contents or any part thereof to any person, firm, or entity without the prior written consent of rennie & associates realty ltd. All prospective purchasers have executed a Confidentiality Agreement with respect to the receipt of the proposal. This proposal shall not be copied, reproduced or distributed, in whole or in part, to any other person or party except as may be provided for within the Confidentiality Agreement.



table of contents

THOUGHTFUL REAL ESTATE	5
YOUR PROPERTY TEAM	8
SITE PROFILE	9
PROPERTY LOCATION	9
HISTORICAL SALES	10
HIGHLIGHT COMPARABLES	11
HISTORICAL SALES SUMMARY	14
RETAIL MARKET DATA	15
VALUATION METRICS AND RECOMMENDATIONS	16
MARKETING	17
NOTABLE PAST PROJECTS	17
PLAN OF ACTION	23
FEE DISBURSEMENT	24



Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC Canada V6A 1S9

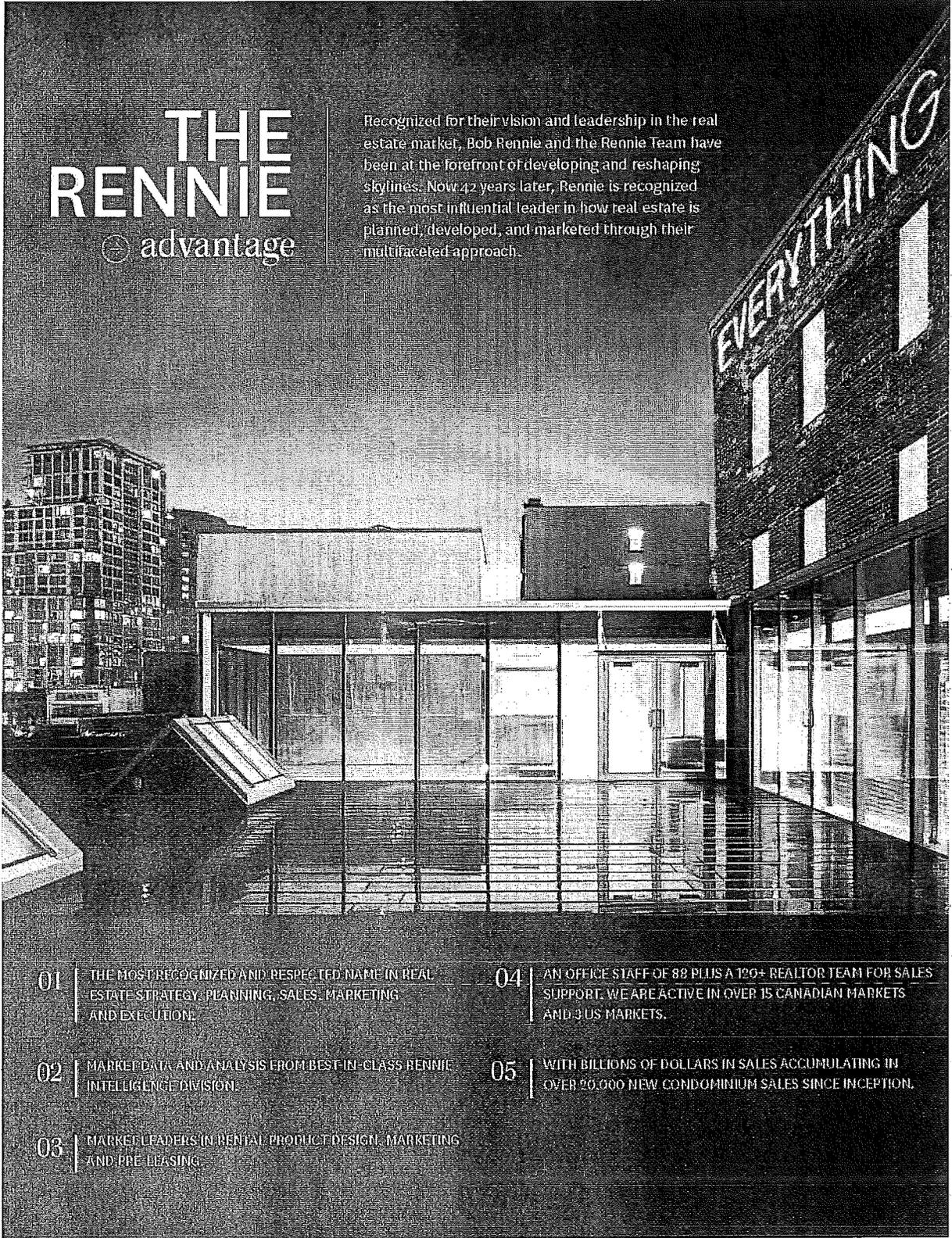
T 604.681.9898
F 604.681.9899
rennie.com

131
rennie

THE RENNIE

advantage

Recognized for their vision and leadership in the real estate market, Bob Rennie and the Rennie Team have been at the forefront of developing and reshaping skylines. Now 42 years later, Rennie is recognized as the most influential leader in how real estate is planned, developed, and marketed through their multifaceted approach.



01 | THE MOST RECOGNIZED AND RESPECTED NAME IN REAL ESTATE STRATEGY, PLANNING, SALES, MARKETING AND EXECUTION.

04 | AN OFFICE STAFF OF 88 PLUS A 120+ REALTOR TEAM FOR SALES SUPPORT. WE ARE ACTIVE IN OVER 15 CANADIAN MARKETS AND 3 US MARKETS.

02 | MARKET DATA AND ANALYSIS FROM BEST-IN-CLASS RENNIE INTELLIGENCE DIVISION.

05 | WITH BILLIONS OF DOLLARS IN SALES ACCUMULATING IN OVER 20,000 NEW CONDOMINIUM SALES SINCE INCEPTION.

03 | MARKET LEADERS IN RENTAL PRODUCT DESIGN, MARKETING AND PRE-LEASING.

This document/email has been prepared by Rennie & Associates Realty Ltd. for advertising and general information only. Rennie & Associates Realty Ltd makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information herein. This communication is not intended to cause or induce breach of an existing listing agreement. Rennie & Associates Realty Ltd. excludes all inferred or implied terms, conditions and warranties arising out of this document.



Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC Canada V6A 1S9

T 604.681.9898
F 604.681.9899
rennie.com

132
rennie

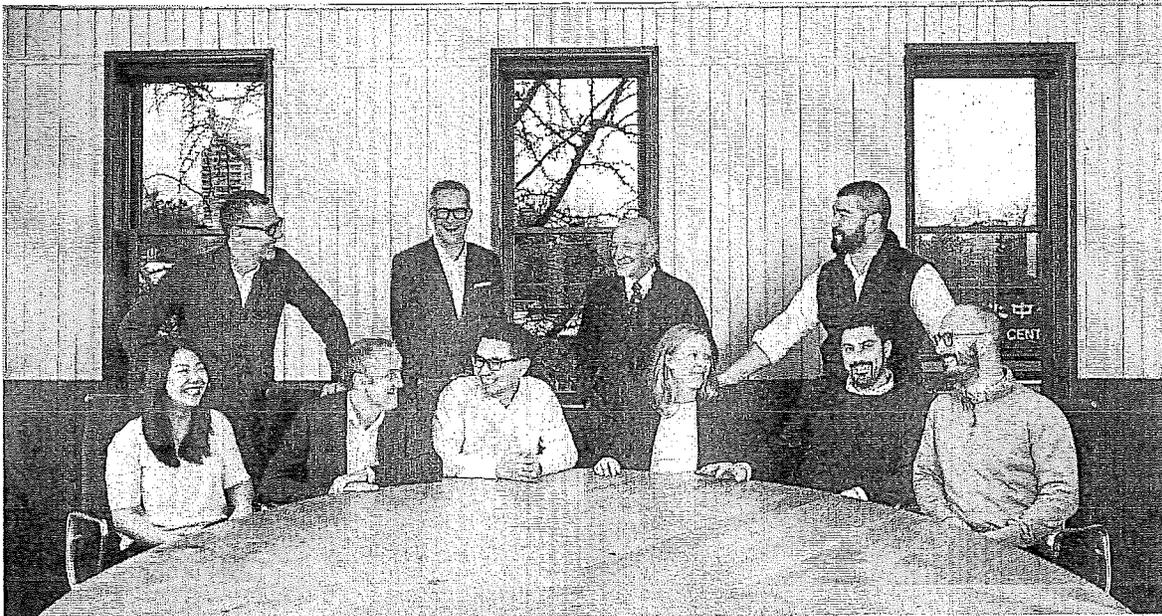
thoughtful real estate

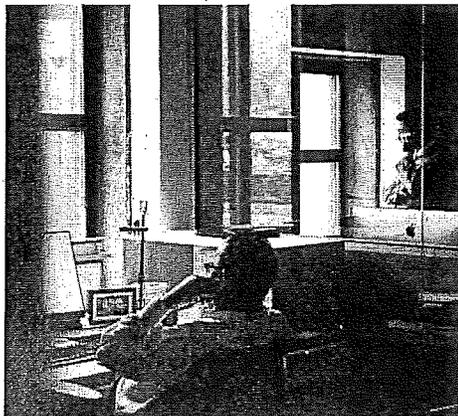
THE RENNIE ADVANTAGE

When you are buying, selling or building a community, you can depend on rennie to deliver exceptional service. For more than 40 years, we have built our business with trust, knowledge and a unique human approach to our real estate practice. We are committed to helping you reach your real estate goals with unsurpassed market intelligence and dedicated service. For us, there is no task too large or too small. We determine your long-term goals in a home, community or investment, and develop a tailored strategy based on comprehensive market intelligence.

INTEGRATED SERVICES & SYSTEMS

We are a truly multifaceted company founded on collaboration. Our real estate services, developer services and rennie intelligence division work together to offer exceptional service and trusted experience, and our technology, conveyance, finance and marketing divisions all work together to contribute to your success. In 2018, rennie has sold over \$2.8 billion in real estate.





→ rennie services

PORTFOLIO & CAPITAL SERVICES

Rennie Portfolio Services was established to provide clients with additional support in the financial analysis and feasibility of both development and commercial assets. Rennie Portfolio Services works to ensure that organizations are well supported in both the development and execution of real estate strategies tailored to the objectives of each of its clients.

In addition, **Rennie Capital Services** provides our clients with critical support to identify, attract and secure capital sources for our developer clients. We understand some of the unique objectives an organization is tasked with in establishing and ensuring long term revenue and investment.

DEVELOPER SERVICES

Our executive team has over 100 years of experience combined in real estate development. There is not a stronger team anywhere.

We partner with developers across Canada and in the US to create communities by leveraging our in-house data, plus our extensive depth of knowledge and industry contacts to lower risk and add value to any development team.

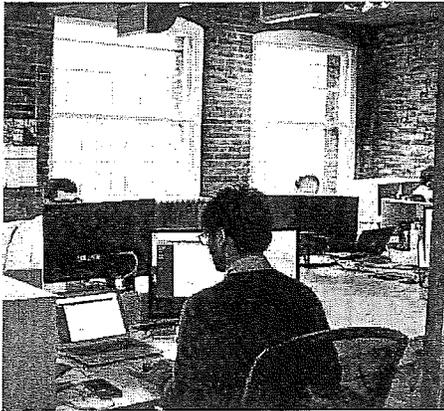
Our interdisciplinary approach includes market feasibility, project management, building and unit design, brand development, marketing strategy, sales delivery, conveyancing and after-care support.

CONSUMER SERVICES

Rennie provides detailed industry trend information to consumers through our intelligence and research team. Furthermore, our front line of 120+ highly trained **Rennie Advisors** are provided with ongoing training, tools and resources to ensure every consumer receives quality service, and the best advice on the home buying process.



→ rennie systems



SALES SUPPORT

Rennie's **full service conveyancing team** offers contract vetting, deposit collection, customer after care and more to ensure a seamless property transaction.



INTEL/RESEARCH

Rennie's **Market Intelligence Division** provides analysis, insight, and strategy both internally to the Rennie teams and to our development partner, as well as externally to the broad range of clients.



TECHNOLOGY

Our **technology team** has created a consumer driven website to support interaction with sales advisors, both here and in the US resulting in the collection of immense and detailed consumer data. Our platform supports over 300 sales advisors across North America who manage a collective total of over 3.5 billion annual transactions. We understand how and what consumers look for when searching for property. In addition our innovative sister company Pendo, has created a custom app to help manage properties for consumers to assist in portfolio tracking, profitability, find great tenants and more.



RENNIE LOOP

Our comprehensive in-house system **Rennie Loop** offers unparalleled real time reporting as well as access to provide clients with real time data on Sales Centre visits, database numbers, web site visits, eblasts results and more.

MARKETING STRATEGY

We specialize in providing an omnichannel approach by aligning our clients' business objectives with our **Rennie Intelligence** insights, data and our vast experience to develop and execute the best marketing and brand strategy for each project.

Using the **Rennie Loop** system, our project managers see the results of their marketing efforts immediately, providing them the ability to be extremely responsive in their marketing decisions and strategies.

MARKETING EXECUTION

Our skilled marketing project team is adept at communication and ensuring projects are produced on time and on budget by orchestrating suppliers and partners to fulfill our clients' vision. With in-house digital and print advertising specialists, we are able to offer clients integrated marketing campaigns.



JASON LAI PERSONAL REAL ESTATE CORPORATION

Commercial Real Estate Advisor

Jason has over 11 years of experience and an extensive background in commercial real estate, with specialization in land acquisition & dispositions. He is actively involved in commercial real estate acquisitions for renowned real estate developers working with Rennie Marketing Systems and offers a high level of professional service including asset management, sourcing, underwriting, due diligence, transaction management, deal structure, proforma budgeting, and transition to property management.

Repeating a wide range of clientele, he has also assisted many landlords and multi-faceted tenants to make thorough and informed decisions with regards to commercial real estate transactions. Jason focuses on delivering a refined business model for property owners looking to divest or acquire commercial real estate assets, landlords with leasing objectives, and tenants seeking expansion or relocation. With an in-depth knowledge of the commercial real estate market in the Lower Mainland, and exceptional analytical skills, Jason has been able to identify "value-add" abilities with numerous properties.

Jason has worked alongside premier developers locally and abroad, in engaging current and potential land acquisitions, dispositions, marketing, and project sales.

Jason's growing portfolio includes, 10232, 10238, 10244, 10250, 10256, 10264, 132nd Street – Surrey, 341 North Road – Coquitlam, 5875 Alberta Street & 333 – 391 West 43rd Avenue – Vancouver, 5700 Cedarbridge Way – Richmond, 3010 St. Johns Street – Port Moody, Chinatown Centre (25 strata lots), Ascott Wynde (102 strata lots), Lansdowne Greene (106 strata lots), Wedgewood Place (11 strata lots), Manor Place (10 strata lots), Cedarbrae Estates (24 strata lots), 6460 Cassie Avenue (17 strata lots), amassing over \$150 million in opportunities.

Jason is a member of the Rennie Presidents Club which recognizes top production of all advisors within Rennie & Associates Realty.

NICK YEUNG

Commercial Real Estate Advisor

Nick has over 7 years of real estate development experience which encompasses both residential and commercial real estate. Having worked with some of Vancouver's most recognized developers, Nick's background is focused on real estate valuation, underwriting and analysis. Previously before joining Rennie and Associates, Nick was responsible for land acquisitions with a local and long-standing developer. During this time, he evaluated over \$500 Million in commercial real estate holdings and development opportunities. Nick has been most recognized for his ability to apply data analytics with a deep local understanding of the various nuances in the market. In addition to evaluating real properties, he has been involved in the lease up of over 30,000 square feet of office space in recent times.

Nick's portfolio of associated projects in the lower mainland includes, Mixed-use Towers Station Square Tower IV and V – 6080 McKay & 6000 McKay – Burnaby (757 Units), Fleetwood Rise – 16433 Watson Dr – Surrey (131 Units), Clayton Walk – 18505 Lorensen Pl – Surrey (143 Units), Wynwood Green – 585 Austin Ave – Coquitlam (379 Units), Marine+Fell – 725 Marine Dr – North Vancouver (80 Units), Shift – 5089 Quebec St – Vancouver (43 Units), Amber – 633 W King Edward Ave – Vancouver (31 Units)

This document/email has been prepared by Rennie & Associates Realty Ltd. for advertising and general information only. Rennie & Associates Realty Ltd makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information herein. This communication is not intended to cause or induce breach of an existing listing agreement. Rennie & Associates Realty Ltd. excludes all inferred or implied terms, conditions and warranties arising out of this document.



Site Profile

Address: 4225, 4229 Hastings Street, Burnaby

Location: Located on the northern portion of Hasting Street in Burnaby, mid-block between Carleton Avenue and Madison Avenue.

Municipality: Burnaby

Zoning: CD (Comprehensive District)

Year Built: 2020

Unit Sizes (Strata Lot GLA):
4225 Hastings St: 2,263 square feet
4229 Hastings St: 2,094 square feet

Property Location



This document/email has been prepared by Rennie & Associates Realty Ltd. for advertising and general information only. Rennie & Associates Realty Ltd makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information herein. This communication is not intended to cause or induce breach of an existing listing agreement. Rennie & Associates Realty Ltd. excludes all inferred or implied terms, conditions and warranties arising out of this document.



Historical Strata Retail Sales

Transaction Date	Address	Sub-Area	Price	Size (Sq.ft)	Price (\$PSF)	Cap Rate	Vendor	Purchaser
2019-12-11	4704, 4706, 4708, 4712, 4714 Hasting St	Burnaby Heights	\$3,500,000	5,879	\$595	4.6%	Altezza Properties Ltd.	Canadian Mr. Sweeper Inc.
2019-06-28	4717, 4725 Hastings St	Burnaby Heights	\$2,200,000	3,371	\$653	4.3%	Censorio Group	1204258 B.C. Ltd.
2019-11-29	3961 Hastings St	Burnaby Heights	\$2,250,000	2,905	\$775		Huijin Asset Management Limited	Private Investor - Canadian.
2019-12-19	7612, 7618 6th St	Edmonds	\$2,232,000	3,467	\$644		Crystal View Developments Inc.	Kalia Holdings Ltd.
2019-05-31	7610 6th St	Edmonds	\$725,000	1,108	\$654		Crystal View Developments Inc.	Normix Services Ltd.
2019-04-29	7608 6th St	Edmonds	\$1,032,000	1,533	\$673		Crystal View Developments Inc.	Mageta Physio (JKL Ventures Ltd.)
2019-12-06	7608 6th St	Edmonds	\$1,150,000	1,533	\$750		Mageta Physio (JKL Ventures Ltd.)	Gifted Hands Massage Ltd.

Source: Realnet



Highlight Comparables

4704-4714 Hastings Street, Burnaby – Strata Retail Sales



Project Name	Altezza
Developer	Censorio Developments
Year Built	2012
Sale Date	2019-12-11
Sale Price	\$3,500,000
Size (Sq.ft)	5,879
Sale Price (\$PSF)	\$595
Cap Rate	4.6%

Altezza is a four-storey, stratified, residential building containing a total of 20 strata units, including two ground floor commercial strata units, constructed circa 2012. The transaction involved the sale of both commercial strata units, containing a total gross leasable area of 5,879 square feet. The two strata units were previously demised into three commercial rental units.

The building has been constructed using a structural wood frame with a mix of reinforced concrete and concrete block, behind a clay brick and prefabricated panel facade with stone finishes. The building is serviced by one elevator and the property contains one level of secured, underground residential parking, with one point of ingress and egress. According to marketing material provided by the listing brokers, the NOI for 2018 was \$161,697 which represents a 4.6% cap rate with its sale price of \$3,500,000 for the three retail units

Source: Realnet



4717-4725 Hastings Street, Burnaby – Strata Retail Sales



Project Name	Beta
Developer	Censorio Developments
Year Built	2015
Sale Date	2019-06-28
Sale Price	\$2,200,000
Size (Sq.ft)	3,371
Sale Price (\$PSF)	\$653
Cap Rate	4.3%

Beta is a four-storey, stratified, residential building containing a total of 11 strata units, including two ground floor commercial strata units and one second floor office strata unit, constructed circa 2015. The transaction involved the sale of two retail units containing a total net rentable area of 3,371 square feet, located on the ground floor.

The building has been constructed using a structural wood and reinforced concrete frame with concrete block, behind a clay brick facade with wood panel finishes. The building is serviced by one elevator and the property contains one level of secured, underground, residential parking with one point of ingress and egress. According to marketing material provided by the listing brokers, the NOI for 2018 was \$94,898 which represents a 4.3% cap rate with its sale price of \$2,200,000 for the two retail units.

Source: Realnet



3961 Hastings Street, Burnaby – Strata Retail Sales



Project Name	Verdi
Developer	Aquila Developments
Year Built	2018
Sale Date	2019-11-29
Sale Price	\$2,250,000
Size (Sq.ft)	2,905
Sale Price (\$PSF)	\$775

Verdi is a four-storey, stratified, residential building containing a total of 34 strata units, including four ground floor commercial strata units, constructed circa 2018. The transaction involved the sale of one commercial strata unit containing a total gross leasable area of 2,905 square feet.

The building has been constructed using a structural wood and reinforced concrete frame with concrete block, behind a wood siding facade with stucco and clay brick finishes. The building is serviced by one residential elevator and one commercial elevator, and the property contains two levels of commercial and residential underground parking, with one point of ingress and egress.

Source: Realnet.



Historical Sales Summary

A sample of 7 comparable strata office acquisitions were selected and deemed as highlight comparable sales and were used as benchmarks for our analysis of the subject property.

For the purpose of analysis in estimating the selling value of the subject property, the above comparable sales have been reviewed and carefully analyzed to compensate for differences and similarities in location, retail exposure, neighbourhood amenities, foot traffic as well as the gross leasable areas.

We are of the opinion that sale price per square foot for the Subject Properties could potentially reach a range above \$775 per square foot after review of the selection of historical sales outlined above.



Retail Market Data

To better understand today's strata office market, it's important to understand the climate for investors and owner occupiers alike whom have vested interests within the Burnaby Heights Retail District. Through the general analysis of the current retail market, we are able to understand the general landscape which we are representing you in.

According to Cushman Wakefield's Retail Marketbeat report, street front net lease rate in North Burnaby is estimated at \$25.00 to \$40.00 per square foot in Q2 2019, while the City of Burnaby's retail market vacancy rate was approximately 3.9% in Q4 2019. Through our experience and personal intel from various peers in commercial brokerage we are in the opinion that the value of the subject properties current leases of \$35.00 per square foot are in line with the general market in the Burnaby Heights neighbourhood.

BURNABY – RETAIL MARKET STATS

SUBURBAN	AREA	RATE - MIN	RATE - MAX
Burnaby	Hastings - Boundary / Gilmore	\$ 25.00	\$ 40.00
Burnaby	Kingsway - Willingdon / Royal Oak	\$ 25.00	\$ 45.00
Burnaby	Kingsway / Metrotown	\$ 30.00	\$ 50.00

Source: Cushman Wakefield Vancouver Retail Marketbeat Report Q2 2019



Valuation Metrics and Recommendations

Our recommendations for valuation stem from two-segments that were analyzed earlier in this report - *Historical Strata Retail Sales, Retail Market Data* - and how each of these segments relates to the value and positioning of the subject property.

Sale Value

After careful analysis of - *Historical Strata Retail Sales, Retail Market Data* we are of opinion that the Sale Value could potentially reach in range of \$765-\$785 per square foot based on a 4.3% - 4.4% capitalization rate, net rents of \$35.00 per square foot along with a vacancy rate of 3.9%.

Given the superior location of Subject Properties, additionally fueled by an active retail market in North Burnaby's The Heights neighbourhood, we are of the opinion that the total value of the Subject Properties combined can potentially achieve in range of: **\$3,375,924 ±**

4225 Hastings St (2,263 Sq.ft.): **\$1,753,435 ±**

4229 Hastings St (2,094 Sq.ft.): **\$1,622,489 ±**



Marketing

The foundation of our marketing efforts of the subject properties will be to properly position the strata retail units to ensure exclusivity while also delivering key messages to our target audience.

Our target audience will include a wide range of investors and our broker network which comprises over 1,100 contacts.

Brand Positioning

The branding opportunity, will be positioned in today's Burnaby retail market as a premier investment opportunity nestled in the heart of the Heights neighbourhood. The unique value proposition of rare larger retail unit offerings will be communicated to local and abroad strategic investors whom are seeking high exposure retail investment opportunities in Burnaby.

Key Messages

Key messages to prospective purchasers surrounding the subject property will be developed and showcased to portray a highly exclusive and rare offering – one that is built by renown North Burnaby developer Censorio Developments and located in one of the most highly sought-after areas of North Burnaby. The value proposition will be further enforced through the fact that the unit is a fully leased out property with strong tenants/tenancies in place. Additionally, site specifics will be emphasized including but not limited to: unit size, superior location, accessibility to transit, neighbourhood amenities and the two segments (Historical Strata Retail Sales, Retail Market Data) that we have analyzed in garnering a better understanding with respect to sales value.



Communications Plan

Marketing efforts will be allocated to building a necessary momentum within the marketplace leading up to the sale of the subject properties. During the preliminary marketing phase, efforts will be allocated towards you as the owner to ensure full transparency and engagement of this listing proposal.

Our recommendation is to market the property without an asking price nor ceiling price. A deadline to submit offers is recommended, and through price guidance, our aim is to create a competitive market amongst our prospective purchasers and maximizing quality of offers for you as an owner.

Tactical Applications Implementation – Preliminary

Upon gathering all necessary due diligence documents required to market the subject property, we will implement the necessary vehicles to ensure efficient reach to our target audience.

Print Brochures, Weekly Meetings, and Email Campaigns to database investors and clients to build necessary initial interest and momentum. These applications will be continuous throughout the sales process of the subject property, and will focus on the delivery of our Key Messages. The effectiveness of the withsaid applications will be measured through data room management, phone calls and in-person meetings.

Execution of marketing and communications material will be continuous throughout the sale of the subject property. However, emphasis on print marketing and web presence of the subject property will be allotted heavily during the preliminary sales phase, to ensure necessary momentum leading to our dealing of offers. Marketing efforts will focus on key messages surrounding unit features, prices, and critical dates for all prospective purchasers.



Tactical Applications

Applications will include, and not be limited to:

Print Brochure

- Short version electronic to be disbursed to Rennie database investors, pre-qualified database contacts such our associated broker network.
- Long version hard-copies will be disbursed to local investors, pre-qualified database contacts, and our associated broker network. Hard copies will include all feature sheets, offering, and strata use information.

Weekly Meetings

- Weekly/bi-weekly meetings or means of engagement are conducted with local investors or broker network that suit the acquisition of the subject properties.
- Ensure understanding of the two components deriving valuation; historical strata retail sales, retail market data.

Email Campaign

- Database Investors, Owner Occupier Groups and Broker Contacts – gain momentum, encouraged interest through exclusivity, provides price guidance.

Offer Process

Offering instructions will be given to all selected prospective purchasers with a deadline for offer review. A proposed date will be set to ensure all prospective purchasers have sufficient time to conduct due diligence prior to making an offer.

Material terms to be negotiated on the Letter of Intent will include, but not limited to: purchase price, deposit amount, conditions removal dates, and completion dates.



notable past projects



1 BX ON THE PARK

1111 Richards Street, Vancouver, BC

Elevated above Emery Barnes Park in the heart of downtown Vancouver, BX ON THE PARK offers a rare opportunity to live with an expansive park the size of a city block just outside your door. From this peaceful parkside setting, you're just blocks from destination dining, nightlife, cafes and cultural venues including the Orpheum and Rogers Arena, Pacific Centre, the downtown shopping district, grocery stores and much more. Featuring the finest quality finishes, furnishings and appliances, and a stunning penthouse-level Sky lounge and Sky Fitness Centre on the 35th floor, BX ON THE PARK will change how you view downtown living.

DEVELOPER: BARENHILL

HOMES: 191



2 ADDITION

1133 Hainby Street, Vancouver, BC

A new concept in downtown living, this collection of 164 city homes (from studios to 3 bedroom plans) is steps away from the city's iconic parks and waterfront, along with cultural, entertainment, and business hubs. Custom cabinetry solutions by Friul Intagli of Italy, textured stainless steel countertops, wall-mounted kitchen faucets mean that each home has been intelligently designed to maximize livability.

DEVELOPER: KENSTONE

HOMES: 164



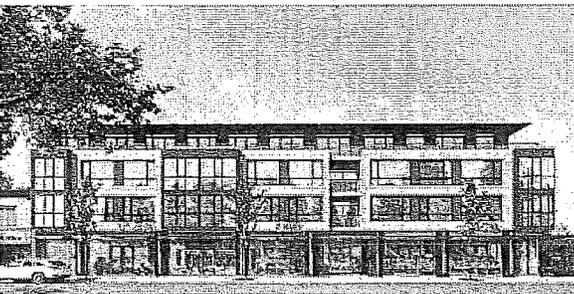
3 BELPARK

375 W. 59th Avenue, Vancouver, BC

Surrounded by plentiful parks, outstanding schools, fine dining and urban amenities, Vancouver's Westside has long been a highly sought-after area to call home. Its well-established neighbourhoods are rooted in the region's history, and continue to thrive as vibrant communities infused with energy and opportunity. Adding to this legacy is IntraCorp's Belpark, a collection of 120 meticulously designed homes, where every element has been selected to enhance Belpark's already spacious interiors. Expansive windows frame picturesque views of the neighbourhood and beyond.

DEVELOPER: INTRACORP

HOMES: 120



4 BOULEVARD

5315 West Boulevard, Vancouver, BC

38 exclusive private residences situated atop street level retail in the heart of Vancouver West. Spacious floor plans with distinctive finishes and generous balconies. You'll be in the centre of all that you love about Kerrisdale living. Boutique shops and cafes, easy access to UBC and transit, and in close proximity to Point Grey Secondary School are just a few of the reasons why you have to own at Boulevard.

DEVELOPER: KREMEROP

HOMES: 38

This document/email has been prepared by Rennie & Associates Realty Ltd. for advertising and general information only. Rennie & Associates Realty Ltd makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information herein. This communication is not intended to cause or induce breach of an existing listing agreement. Rennie & Associates Realty Ltd. excludes all inferred or implied terms, conditions and warranties arising out of this document.



Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC Canada V6A 1S9

T 604.681.8898
F 604.681.9899
rennie.com



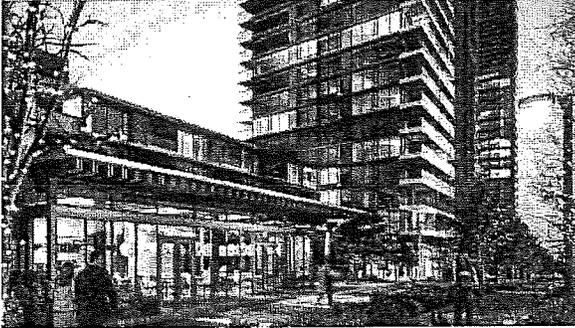
1 MARINE GATEWAY

488 Marine Drive, Vancouver, BC

Marine Gateway is located at Marine and Cambie in the Westside neighbourhood of Vancouver. Featuring over 400 homes in 2 towers - adjacent to the Canada Line SkyTrain Station at Marine Drive and Cambie. Amenities include a complete retail complex featuring a major grocery store, a state-of-the-art Cineplex Movie Theatre, a collection of convenient shops and services.

DEVELOPER: PCI

HOMES: 418



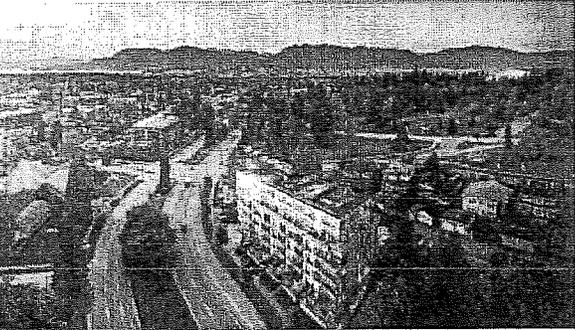
2 MC2

8031 Nanavut Street, Vancouver, BC

Located on the Cambie Corridor at Marine and Cambie, MC2 will feature stunning LEED® GOLD designed glass towers by award-winning architect James Cheng Architects. Featuring breathtaking views, luxurious interiors, expansive balconies and outdoor spaces, all in an incomparable Vancouver location right across the street from Marine Drive Station on the Canada Line.

DEVELOPER: INTRACORP

HOMES: 444



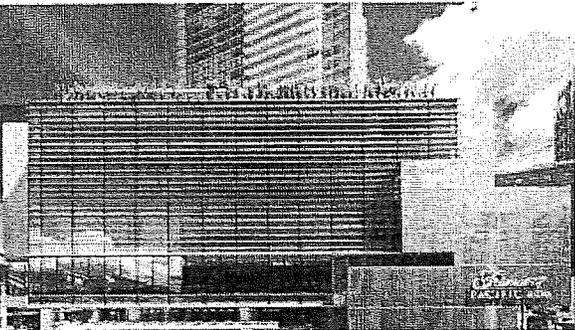
3 PRIMROSE

468 W. 33rd Avenue, Vancouver, BC

A crown jewel of Queen Elizabeth Park, Primrose will combine striking, timeless design with the historic beauty of the Park. Located at 33rd Avenue in the Cambie corridor on Vancouver's West Side, Primrose will offer a limited collection of 1, 2, and 3 bedroom homes and townhouses nestled on the edge of Queen Elizabeth Park. Primrose is a point of entry into this prestigious lifestyle, surrounded by lush parkland, sweeping views and enviable amenities in a central urban setting.

DEVELOPER: TRANSCA

HOMES: 78



4 THE FAIRMONT PACIFIC RIM

1011 Cordova Street, Vancouver, BC

Vancouver's prime waterfront at Coal Harbour will be the site of the new Fairmont Pacific Rim Vancouver hotel and Fairmont Pacific Rim Residences of Vancouver. The new development will be adjacent to Canada Place which houses the Vancouver Convention Centre and cruise ship terminals.

DEVELOPER: WESTBANK

HOMES: 175

This document/email has been prepared by Rennie & Associates Realty Ltd. for advertising and general information only. Rennie & Associates Realty Ltd makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information herein. This communication is not intended to cause or induce breach of an existing listing agreement. Rennie & Associates Realty Ltd. excludes all inferred or implied terms, conditions and warranties arising out of this document.



Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC Canada V6A 1S9

T 604.681.8898
F 604.681.9899
rennie.com



① THE SHANGRI-LA

1111 Alberni Street, Vancouver, BC

Complementing Vancouver's breathtaking skyline, "Living Shangri-La" will be the city's tallest building, standing at 60 storeys high and home to Asia Pacific's leading hotel group, Shangri-La Hotels and Resorts. Vancouver is Shangri-La Hotel's first expansion into North America.

DEVELOPER: WESTBANK

HOUSES: 234



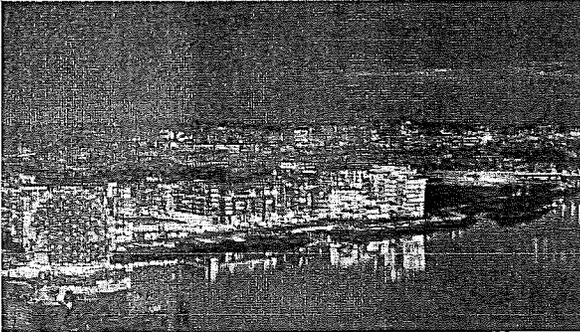
① SHANNON WALL CENTRE

1561 W. 57th Avenue, Vancouver, BC

Shannon Wall Centre Kerrisdale – there is nothing quite like this. Unparalleled in Vancouver and anywhere, this 10-acre historic family estate situated on Vancouver's coveted West Side offers a rare blend of heritage and new residences.

DEVELOPER: WALL GROUP OF COMPANIES

HOUSES: 68



① OLYMPIC VILLAGE

170 Athletes Way, Vancouver, BC

The Village on False Creek is now a thriving community home to over 700 homeowners and many exciting retailers including Urban Fare, London Drugs, Tap & Barrel, Subway, Terra Breads Cafe, The Village Cleaners, Legacy Liquor, Bone and Bowl, TD Canada Trust, and Craft Beer Market.

DEVELOPER: AQUILINI DEVELOPMENT

HOUSES: 118

This document/email has been prepared by Rennie & Associates Realty Ltd. for advertising and general information only. Rennie & Associates Realty Ltd makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information herein. This communication is not intended to cause or induce breach of an existing listing agreement. Rennie & Associates Realty Ltd. excludes all inferred or implied terms, conditions and warranties arising out of this document.



PLAN OF ACTION



Step 7: _____ ●

OFFER ACCEPTANCE

- Multiple rounds of negotiation
- Multiple rounds of bids *
- Agreement to terms and conditions
- Preparation for due diligence

Step 5: _____ ●

MARKETING (30 – 60 DAYS)

- Market the property with guidance
- Reinforce two (2) segments utilized to price guidance
- Coordinate access into Data Room for due diligence material

Step 3: _____ ●

RATIFY LISTING AGREEMENT

- Listing Agreement finalized with owners
- Information Meeting to ratify the Listing Agreement

Step 1: _____ ●

APPOINTMENT OF BROKER

- Owners select Broker

Step 9: CLOSING

- Coordinating pre-closing requests
- Finalizing legal documentation

Step 8: DUE DILIGENCE AND SUBJECT WAIVER

- Conduct due diligence
- Provide support to prospective purchasers with respect to analysis, reporting, access to property

Step 6: CALL FOR OFFERS (15 DAYS)

- Letter of Intent format
- Provide offer summary and analysis to Owner
- Determine terms and conditions to negotiate

Step 4: PRE-MARKETING (30 DAYS)

- Development of marketing materials (tactical applications)
- In-person meetings with owners
- Introduction to opportunity to prospective purchasers

Step 2: REVIEW OF ANALYSIS

- Understood investment parameter analysis
- Agreement marketing and communications plan
- Ensure understanding of valuation
- Review Plan of Action



Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC Canada V6A 1S9

T 604.681.8898
F 604.681.9899
rennie.com

151
rennie

Fee Disbursement

Real estate commissions are to be disbursed only upon a fully executed and completed transaction between the Vendor and Purchaser. Should Jason Lai Personal Real Estate Corporation of Rennie & Associates Realty be successful in attaining acceptance from both parties, a real estate commission equal to 3.0% of the Purchase Price plus GST will be applicable.

All costs associated with listing the subject property, along with all marketing costs will be at the sole costs borne by Jason Lai Personal Real Estate Corporation.

To ensure proper marketability of the opportunity, a listing term of 8 months is recommended.

This document/email has been prepared by Rennie & Associates Realty Ltd. for advertising and general information only. Rennie & Associates Realty Ltd makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information herein. This communication is not intended to cause or induce breach of an existing listing agreement. Rennie & Associates Realty Ltd. excludes all inferred or implied terms, conditions and warranties arising out of this document.



Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC Canada V6A 1S9

T 604.681.8893
F 604.681.9899
rennie.com

152
rennie

**we look forward
to working
with you.**



Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC Canada V6A 1S9

T 604.681.8898
F 604.681.9899
rennie.com

153
rennie

**rennie & associates
realty ltd.**

51 East Pender Street
Vancouver, BC V6A 1S9

604.681.8898
rennie.com

Jason Lai

PERSONAL REAL ESTATE CORPORATION
Rennie Leader Club (Top Tier Producer at Rennie & Associates Realty)

Commercial Real Estate Advisor

Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC V6A 1S9
T: 778-996-1788

Nick Yeung

RENNIE & ASSOCIATES REALTY LTD.

Commercial Real Estate Advisor

Rennie & Associates Realty Ltd.
51 East Pender Street
Vancouver, BC V6A 1S9
T: 604-782-8186

4223 Hastings St, Burnaby - The Carleton
 Marketing Budget Summary
 April 6, 2020

rennie

Revenue

Assumption Number of Units (Market Homes) 27

Current
Pro forma

Net Residential Revenue (estimate)

\$ 18,000,000

Marketing

General Marketing Expense - Estimate 12 months	Assume \$6000 per door	0.90%	\$	162,000	
Presentation Centre*					
PC Graphics in one suite		6.17%	\$	10,000	
2 display homes staging (15K for 1 bed, \$20K for 2 bed)		21.60%	\$	35,000	
Marketing					
Project website (If necessary)		8.33%	\$	13,500	
Exterior Signage program, and visitor wayfinding		4.01%	\$	6,500	
Design and production fees, digital assets, minimal printed collateral (floorplans, features)		6.17%	\$	10,000	
Advertising design (print, digital, online, OOH)		3.09%	\$	5,000	
Advertising budget (50%)		44.00%	\$	71,280	
Suite photography, view photography, video, and matter port virtual scans		3.09%	\$	5,000	
Events & Open House		3.09%	\$	5,000	
Total Marketing Expense		100%	\$	161,280	\$ 161,280

*Budget for discussion purposes. Full audit of the existing material is still required.

SCHEDULE "J"

SCENARIO 1:
ESTIMATED NET REALIZABLE VALUE OF THE ASSETS
ASSUMING COMPLETION OF PRE-SALES AND SALE
OF UNSOLD RESIDENTIAL STRATA LOTS
(FIFTH AVENUE REAL ESTATE MARKETING LTD.)
AND SALE OF COMMERCIAL STRATA LOT
(RENNIE & ASSOCIATES REALTY LTD.)

SCENARIO 1
Censorio Group (Hastings & Carleton) Holdings Ltd.
Complete Presales and Sell Unsold Strata Lots (Fifth Avenue Real Estate Marketing)
Estimated Net Realizable Value of the Assets

Assets	Estimated (\$)	Notes
Cash in Bank	28,016	
GST Refunds	59,003	October 2019 to January 2020. (note 4)
City of Burnaby, Bond Refunds	121,124	
Pre-sales on 14 Residential Units	7,610,893	Please refer to Tab A.
Unsold 13 Residential Strata Lots	8,892,665	Please refer to Tab B.
Less: Real Estate Commission and Marketing Costs	(449,080)	5.05% of gross sales of unsold units.
Sale of 1 Commercial Unit	2,550,000	
Less: Deposit received on 1 Commercial Lease	(11,168)	(note 13)
Less: Lease Commission on 1 Commercial Lease	(10,908)	(note 14)
Less: Tenant Improvements for Commercial Units	(50,000)	
Less: Estimated Costs to Complete	(1,977,778)	(note 7)
Less: PST on Appliances	(10,456)	Part of Costs to Complete
Less: Estimated Critical Suppliers/Subtrades	(707,770)	
Less: Estimated Receiver and Manager Costs	(595,000)	
Less: Estimated Legal Costs	(175,000)	
Less: Builder's Risk, Wrap-up liability, and Equipment	(29,745)	Arrears to February 29, 2020.
Less: Administrative Overhead	(71,000)	(note 12)
Less: Marketing	(50,000)	Showroom construction costs, interior design, and display/vignettes.
Less: Strata Fees	(26,133)	
Less: Contingency	(50,000)	
ESTIMATED REALIZABLE VALUE OF ASSETS	15,047,665	(note 1,3)

Secured and Other Creditors	Estimated (\$)	Notes
City of Burnaby-Property Taxes	70,000	Based on Outstanding Notice due December 31, 2019.
Estimated 2020 Property Taxes	80,000	
WorkSafe B.C.	3,438	
Peoples Trust Company (Principal)	10,957,362	As at February 5, 2020. (note 8)
Bancorp Financial et al. (Principal)	3,991,443	As at February 5, 2020. (note 9)
PK Capital Ltd. (Principal)	787,307	As at February 5, 2020. (note 10)
Priority Payables and Mortgages:	15,889,550	(note 2)
All Canadian Investment Corporation (Principal)	2,374,468	As at February 5, 2020. (note 5,11)
Builders' Liens Registered	1,854,799	Please refer to Tab C. (note 6)
Subtotal:	20,118,817	
Trade and other payables	1,168,053	Please refer to Tab D. (note 6)
SECURED AND OTHER CREDITORS TOTALS:	21,286,870	

Note 1: Does not include any potential recovery of funds held in trust by the Company to settle two Builders' lien claims totalling \$114,688.

Note 2: Does not include interest and legal costs of mortgage holders which will be added to their loans.

Note 3: Before Receiver and Manager's interest on advances from Peoples Trust under their mortgage.

Note 4: GST return for the period of February 1 to February 4, 2020 has been filed and NIL.

Note 5: Certificate of Lis Pendens registered against the Property.

Note 6: Some accounts are included above less: critical supplies/sub-trades.

Note 7: Includes a contingency of \$200,000

Note 8: Current per diem interest is \$1,745.21.

Note 9: Current per diem interest is \$2,048.74.

Note 10: Interest is 18% per annum, compounded monthly.

Note 11: Interest is 12% per annum, compounded quarterly.

Note 12: Includes utilities, security/alarm, equipment rental, contracted services for accounting, project manager, Censorio construction fee and Receiver's out of pocket expenses for the period ended March 31, 2020.

Note 13: This deposit received from Prpic Eyecare for the company was used to submit BP drawings and consultant work for the commercial retail unit. No monies are held in trust.

Note 14: Lease commission due to TRG Realty relating to Parallel Coffee Lease.

THESE ARE ESTIMATED FIGURES AND MAY BE SUBJECT TO CHANGE.

Scenario 1 is no longer realistic due to the COVID-19 situation and is superseded by Scenario 3.

Tab A
Censorio Group (Hastings & Carleton) Holdings Ltd.
Presales Sold Residential Strata Lots (Fifth Avenue Real Estate Marketing)

Unit Number	Strata Lot	Finished Square Feet	Gross Purchase Price	Less: Incentives	Less: Outside Commission	Net Purchase Price	\$/Sqft	Grover Elliott			Fifth Avenue					
								Appraised Value	Average \$/Sqft	Difference	Suggested Price Low (\$)	\$/Sqft (\$)	Suggested Price High (\$)	\$/Sqft (\$)	Suggested List Price (\$)	\$/Sqft (\$)
101	1	1,103	784,900	5,000		779,900	707	898,945	815	114,045	859,900	780	899,900	816	879,900	798
103	3	636	404,900			404,900	637	518,340	815	113,440	499,900	786	509,900	802	529,900	833
104	4	572	347,900	15,000		332,900	582	466,180	815	118,280	472,900	827	482,900	844	492,900	862
203	6	1,019	799,900		11,391	788,509	774	830,485	815	30,585	859,900	844	869,900	854	889,900	873
204	11	610	399,900		6,741	393,159	645	497,150	815	97,250	499,900	820	509,900	836	529,900	869
206	10	636	404,900	5,000		399,900	629	518,340	815	113,440	509,900	802	519,900	817	529,900	833
208	9	636	400,000			400,000	629	518,340	815	118,340	509,900	802	519,900	817	529,900	833
304	19	610	409,900	7,000		402,900	660	497,150	815	87,250	489,900	803	499,900	820	509,900	836
308	17	636	424,900	10,000		414,900	652	518,340	815	93,440	509,900	802	519,900	817	529,900	833
401	21	1,122	671,900			671,900	599	914,430	815	242,530	868,900	774	878,900	783	888,900	792
402	27/28	1,700	1,100,000			1,100,000	647	1,385,500	815	285,500	1,230,000	724	1,260,000	741	1,300,000	765
403	22	1,019	699,900	9,900		690,000	677	830,485	815	130,585	869,900	854	879,900	863	899,900	883
406	26	636	424,900			424,900	668	518,340	815	93,440	519,900	817	529,900	833	539,900	849
408	25	629	419,000	5,000	6,974	407,026	647	512,635	815	93,635	512,900	815	522,900	831	535,900	852
Totals:			\$ 7,692,900	\$ 56,900	\$ 25,107	\$ 7,610,893		\$ 9,424,660			\$ 9,213,700		\$ 9,403,700		\$ 9,586,700	

TAB B
Censorio Group (Hastings & Carleton) Holdings Ltd.
Unsold Residential Strata Lots (Fifth Avenue Real Estate Marketing)

Unit Number	Strata Lot	Finished Square Feet	Previous Presale Sold Price	\$/Sqft	Grover Elliott		Fifth Avenue							
					Appraised Value	Average \$/Sqft	Suggested Price Low (\$)	\$/Sqft (\$)	Suggested Price High (\$)	\$/Sqft (\$)	Suggested List Price (\$)	\$/Sqft (\$)	95% of Suggested List Price (\$)	\$/Sqft (\$)
102	2	816	629,900	772	665,040	815	589,900	723	609,900	747	619,900	760	588,905	722
201	5	1,122			914,430	815	862,900	769	872,900	778	902,900	805	857,755	764
202	12	1,139			928,285	815	872,900	766	882,900	775	902,900	793	857,755	753
205	7	740	594,900	804	603,100	815	582,900	788	602,900	815	622,900	842	591,755	800
207	8	707	529,900	750	576,205	815	569,900	806	589,900	834	609,900	863	579,405	820
301	13	1,122			914,430	815	858,900	766	868,900	774	888,900	792	844,455	753
302	20	1,139			928,285	815	872,900	766	882,900	775	902,900	793	857,755	753
303	14	1,019			830,485	815	859,900	844	869,900	854	879,900	863	835,905	820
305	15	740	594,900	804	603,100	815	582,900	788	602,900	815	622,900	842	591,755	800
306	18	607	414,900	684	494,705	815	489,900	807	499,900	824	524,900	865	498,655	822
307	16	707	494,900	700	576,205	815	569,000	805	589,900	834	609,900	863	579,405	820
405	23	740	590,900	799	603,100	815	592,900	801	609,900	824	632,900	855	601,255	813
407	24	707	444,900	629	576,205	815	579,900	820	599,900	849	639,900	905	607,905	860
				\$ 4,295,200	\$ 9,213,575		\$ 8,884,800		\$ 9,082,700		\$ 9,360,700		\$ 8,892,665	

TAB G
Censorio Group (Hastings & Carleton) Holdings Ltd.
Builders Liens

Company	Per Company (\$)	Per Lien (\$)	Notes
FBM Canada GSD, Inc.	37,273	36,115	<i>As at September 30, 2019.</i>
Medina Concrete Services Ltd.	33,333	33,333	<i>As at November 1, 2019.</i>
Tucuvan Construction Ltd.		41,028	<i>As at December 3, 2019. (Note: part of 1057127 B.C. Ltd. claim)</i>
Omni Drywall Ltd.	86,721	93,593	<i>As at November 30, 2019.</i>
1223293 B.C. Ltd.	28,807	27,836	<i>As at January 21, 2020.</i>
MEC Mechanical Inc.	165,244	430,789	<i>As at February 4, 2020.</i>
Summit Steel Cladding Inc.	80,207	108,589	<i>As at February 6, 2020.</i>
Lantec Fabricating Ltd.	228,818	222,227	<i>As at December 1, 2019.</i>
Division 9 Contractors Ltd.	36,020	40,128	<i>As at January 30, 2020.</i>
Graestone Ready Mix Inc.	18,339	18,339	<i>As at August 2, 2019.</i>
Chandler Associates Architecture Inc.	129,529	129,529	<i>As at February 13, 2020.</i>
Trades Labour Corporation	36,270	47,254	<i>As at February 25, 2020.</i>
Super Saves Fence Rentals Inc.	1,420	1,420	<i>As at February 21, 2020.</i>
Super Saves Toilet Rentals Inc.	1,488	1,488	<i>As at February 21, 2020.</i>
Rona Inc. dba Dick's Lumber	100,816	134,551	<i>As at January 31, 2020.</i>
Sunbelt Rentals of Canada Inc.	56,457	65,847	<i>As at March 4, 2020.</i>
AUM Building Science & Engineering Ltd.	4,940	4,940	<i>As at October 15, 2019.</i>
BCW Design Inc	63,000	93,195	<i>As at March 5, 2020.</i>
Greer Spray Foam Ltd.	65,202	65,202	<i>As at November 25, 2020.</i>
Greer Contracting Ltd.	4,200	4,725	<i>As at February 7, 2020.</i>
Timeline Floors Inc. dba Quality Sterling Group	216,570	216,570	<i>As at March 4, 2020.</i>
Rahul Glass Ltd.	40,996	38,100	<i>As at January 10, 2020.</i>
Total:	1,435,650	1,854,799	

TAB D
Censorio Group (Hastings & Carleton) Holdings Ltd.
Trade and Other Payables

1057127 BC Ltd 777 West Queens Rd North Vancouver BC V7N 2L5	\$52,621.60
4Refuel/Canada LP PO Box 7184, Station Terminal Vancouver, BC V6B 4E2	\$520.56
AC Pavings Co. Ltd #300 - 4180 Lougheed Highway Burnaby BC	\$10,779.49
Alarm Max Security Incorporated 807 - 6540 Hastings Street Burnaby BC V5B 4Z5	\$8,463.00
Artic Snow Removal & Salting Catmande Excavating 101 - 4833 Byrne Road Burnaby, BC V5J 3H6	\$1,700.00
Atlas Leasing Ltd 1172 West 15th Street North Vancouver BC V7P 1M9	\$15,217.37
B3 Glass Ltd. 3819 Myrtle Street Burnaby BC V5C 4G1	\$30,781.05
BAP Acoustics Ltd. 201A-101 Klahanie Drive Port Moody BC V3H 0C3	\$1,554.00
Bayway Construction *(Disputed by Censorio) #32 - 777 West Queens Rd North Vancouver, BC	\$21,893.55
BC Hydro PO Box 9501 Stn Terminal Vancouver BC V6B 4N1	\$1,488.61
Dunbar Lumber Supply dba Benjamin Moore Paints 2930 Arbutus Street Vancouver, BC V6J 3Y9	\$719.60
Best Concrete 4006 Union Street Burnaby BC V5C 2W8	\$23,194.50
Blue dot holding 100A-4233 Hastings Street Burnaby BC V5C 2J5	\$215.60
BMZ Structural Engineers Suite # 501-510 Burrard St Vancouver BC V6C 3A8	\$580.00
BTY Quantity surveyor 2288 Manitoba St. Vancouver BC V5Y4B5	\$2,700.00
Canadian Springs 6560 McMillan Way Richmond BC V6W 1L2	\$356.89
Censorio Construction Inc 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$321,747.60
Censorio Development Group Ltd. 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$70,536.90
Empire Masonry Ltd. 19781 - 56th Avenue Langley BC V3A 3X8	\$31,979.01
Fortis BC Natural Gas PO Box 6666 Stn Terminal Vancouver BC V6B 6M9	\$60.71
GHL Consultants Ltd. 409 Granville St, Suite 950 Vancouver BC V6C 1T2	\$2,277.40
Harbour Development Consulting 2185 Riverside Drive North Vancouver, BC V7H 1V8	\$4,373.28
K&H Dispatch 103-6592 176 Street Surrey BC V3S 4G5	\$44.79
Ken K. Wong & Associates 5624 E. Hastings Street Vancouver BC V5B 1R4	\$3,832.50
Kingsmen Painting 2928 Valleyview Court Coquitlam, BC V3E 2P4	\$21,100.00
KONE INC Postal Station A P.O. Box 4269 Toronto ON M5W 5V2	\$62,800.90
Kuhi Law Corporation 201-4547 Hastings Street Burnaby BC V5C 2K3	\$100.00

LGI Industrial & Construction Supplies Inc. #201-20120 Stewart Crescent Maple Ridge, BC V2X 0T4	\$176.11
Mainland Crane Service & Trucking Ltd. 46752 Auburn Pl Chilliwack BC V5P 7J5	\$7,163.88
Major Partitions Inc 7360, 137 Street, #330 Surrey BC V3W 1A3	\$10,250.00
Metroline Construction 305-207 W. Hastings St Vancouver, BC V6B 1H7	\$38,414.25
Matakana Scaffolding B.C. Inc. 122 - 1085 East Kent Ave North Vancouver BC VSX 4V9	\$4,473.70
Midland appliances by design 13651 Bridgeport Road Richmond BC V6V 1J6	\$3,609.32
Nemetz (S/A) & Associates Ltd. 2009 West 4th Ave Vancouver BC V6J 1N3	\$420.00
NSD Disposal Ltd 440 Canfor AVE New Westminster BC V3L 3C9	\$10,208.91
Phoenix Environmental Services Ltd. Suite 505 - 1755 West Broadway Burnaby BC V5C 2K8	\$3,638.00
Sam's Garage Doors Ltd. 1160-551 Sherling Pl Port Coquitlam BC V3B 0J6	\$29,085.00
Spratt Emanuel Engineering Ltd. 2348 Yukon Street Vancouver BC V5Y 3T6	\$31,885.00
SRC Engineering Consultants Ltd 205- 4180 Lougheed Highway Burnaby BC V5C 6A7	\$4,771.00
Starline Windows Ltd 19091 36 Avenue Surrey BC V3Z 0P6	\$905.80
Stone Express Enterprises Unit 1039-11111 Twigg Place Richmond BC V6V 0B7	\$21,937.50
Stormtec Filtration Inc. 876 Derwent Way Delta BC V3M 5R1	\$554.97
Super Concrete Cutting & Coring 3495 E. 48TH AVE Vancouver BC V5S 1H6	\$273.00
Technical Safety BC Suite 600 - 2889 East 12th Ave Vancouver, BC V5M 4T5	\$246.00
Torro Electric Ltd. 2308 Hoskins Rd North Vancouver BC V7J 3A3	\$56,457.00
UTC Fire & Security Canada Inc. P.O. Box 57005 Station A Toronto, ON M5W 5M5	\$2,285.48
Vancouver Fire & Radius Security Ltd 22131 Fraserwood Way Richmond BC V6W 1J5	\$3,724.00
Vanterra Capital Corp Suite 110 - 744 West Hasings Street Vancouver BC V6C 1A5	\$45,000.00
Villa Roofing & Sheet Metal Ltd. Unit 103 - 8880 St. George Street Vancouver BC VSX 3S7	\$199,500.00
West Coast Mobile Locksmiths 4386 Dawson St Burnaby BC V5C 4B6	\$346.55
Wilson M. Beck Insurance Services Inc. #303 - 8678 Greenall Ave Burnaby BC V5J 3M6	\$29,745.00
Xcellence Concrete Pumping Ltd. 12324 95A Ave Surrey BC V3V 1P9	\$904.05
XTR Building Services #2 - 342 E Esplanade North Vancouver BC V7L 1A4	\$11,467.50
Less Tucuvan Claim which forms part of 1057127 BC Ltd. Claim:	\$41,027.71
Unsecured Creditor Total:	\$1,168,053.22

SCHEDULE "K"

SCENARIO 2:
ESTIMATED NET REALIZABLE VALUE OF THE ASSETS
ASSUMING DISCLAIMER OF PRE-SALES
AND SALE OF ALL RESIDENTIAL STRATA LOTS
(FIFTH AVENUE REAL ESTATE MARKETING LTD.)
AND SALE OF COMMERCIAL STRATA LOT
(RENNIE & ASSOCIATES REALTY LTD.)

SCENARIO 2
Censorio Group (Hastings & Carleton) Holdings Ltd.
Disclaim all Contracts of Purchase and Sale and Sell all Strata Lots (Fifth Avenue Real Estate Marketing)
Estimated Net Realizable Value of the Assets

Assets	Estimated (\$)	Notes
Cash in Bank	28,016	
GST Refunds	59,003	October 2019 to January 2020. (note 4)
City of Burnaby, Bond Refunds	121,124	
Sale of 27 Residential Units	18,000,030	Please refer to Tab A.
Less: Real Estate Commission and Marketing Costs	(909,002)	5.05% of gross sales of all residential units.
Sale of 1 Commercial Unit	3,100,000	
Real Estate Commission on Commercial Unit	(93,000)	3% of gross sale.
Less: Deposit received on 1 Commercial Lease	(11,168)	(note 13)
Less: Lease Commission on 1 Commercial Lease	(10,908)	(note 14)
Less: Tenant Improvements for Commercial Units	(50,000)	
Less: Estimated Costs to Complete	(1,977,778)	(note 7)
Less: PST on Appliances	(10,456)	Part of Costs to Complete.
Less: Estimated Critical Suppliers/Subtrades	(707,770)	
Less: Estimated Receiver and Manager Costs	(630,000)	
Less: Estimated Legal Costs	(225,000)	
Less: Builder's Risk, Wrap-up liability, and Equipment	(29,745)	Arrears to February 29, 2020.
Less: Administrative Overhead	(71,000)	(note 12)
Less: Marketing	(50,000)	Showroom construction costs, interior design, and display/vignettes.
Less: Strata Fees	(26,133)	
Less: Contingency	(100,000)	
ESTIMATED REALIZABLE VALUE OF ASSETS:	16,406,214	(note 1,3)

Secured and Other Creditors	Estimated (\$)	Notes
City of Burnaby-Property Taxes	70,000	Based on Outstanding Notice due December 31, 2019.
Estimated 2020 Property Taxes	80,000	
WorkSafe B.C.	3,438	
Peoples Trust Company (Principal)	10,957,362	As at February 5, 2020. (note 8)
Bancorp Financial et al. (Principal)	3,991,443	As at February 5, 2020. (note 9)
PK Capital Ltd. (Principal)	787,307	As at February 5, 2020. (note 10)
Priority Payables and Mortgages:	15,889,550	(note 2)
All Canadian Investment Corporation (Principal)	2,374,468	As at February 5, 2020. (note 5,11)
Builders' Liens Registered	1,854,799	Please refer to Tab B. (note 6)
Subtotal:	20,118,817	
Trade and other payables	1,168,053	Please refer to Tab C. (note 6)
SECURED AND OTHER CREDITORS TOTALS:	21,286,870	

Note 1: Does not include any potential recovery of funds held in trust by the Company to settle two Builders' lien claims totalling \$114,688.

Note 2: Does not include interest and legal costs of mortgage holders which will be added to their loans.

Note 3: Before Receiver and Manager's interest on advances from Peoples Trust under their mortgage.

Note 4: GST return for the period of February 1 to February 4, 2020 has been filed and NIL.

Note 5: Certificate of Lis Pendens registered against the Property.

Note 6: Some accounts are included above less: critical supplies/sub-trades.

Note 7: Includes a contingency of \$200,000.

Note 8: Current per diem interest is \$1,745.21.

Note 9: Current per diem interest is \$2,048.74.

Note 10: Interest is 18% per annum, compounded monthly.

Note 11: Interest is 12% per annum, compounded quarterly.

Note 12: Includes utilities, security/alarm, equipment rental, contracted services for accounting, project manager, Censorio construction fee and Receiver's out of pocket expenses for the period ended March 31, 2020.

Note 13: This deposit received from Prpic Eyecare for the company was used to submit BP drawings and consultant work for the commercial retail unit. No monies are held in trust.

Note 14: Lease commission due to TRG Realty relating to Parallel Coffee Lease.

THESE ARE ESTIMATED FIGURES AND MAY BE SUBJECT TO CHANGE.

Scenario 2 is no longer realistic due to the COVID-19 situation and is superseded by Scenario 4.

TAB A
Censorio Group (Hastings & Carleton) Holdings Ltd.
Unsold Residential Strata Lots (Fifth Avenue Real Estate Marketing)
As at February 5, 2020

Unit Number	Strata Lot	Finished Square Feet	Grover Elliott		Fifth Avenue							
			Appraised Value	Average \$/Sqft	Suggested Price Low (\$)	\$/Sqft (\$)	Suggested Price High (\$)	\$/Sqft (\$)	Suggested List Price (\$)	\$/Sqft (\$)	95% of Suggested List Price (\$)	\$/Sqft (\$)
101	1	1,103	898,945	815	859,900	780	899,900	816	879,900	798	835,905	758
102	2	816	665,040	815	589,900	723	609,900	747	619,900	760	588,905	722
103	3	636	518,340	815	499,900	786	509,900	802	529,900	833	503,405	792
104	4	572	466,180	815	472,900	827	482,900	844	492,900	862	468,255	819
201	5	1,122	914,430	815	862,900	769	872,900	778	902,900	805	857,755	764
202	12	1,139	928,285	815	872,900	766	882,900	775	902,900	793	857,755	753
203	6	1,019	830,485	815	859,900	844	869,900	854	889,900	873	845,405	830
204	11	610	497,150	815	499,900	820	509,900	836	529,900	869	503,405	825
205	7	740	603,100	815	582,900	788	602,900	815	622,900	842	591,755	800
206	10	636	518,340	815	509,900	802	519,900	817	529,900	833	503,405	792
207	8	707	576,205	815	569,900	806	589,900	834	609,900	863	579,405	820
208	9	636	518,340	815	509,900	802	519,900	817	529,900	833	503,405	792
301	13	1,122	914,430	815	858,900	766	868,900	774	888,900	792	844,455	753
302	20	1,139	928,285	815	872,900	766	882,900	775	902,900	793	857,755	753
303	14	1,019	830,485	815	859,900	844	869,900	854	879,900	863	835,905	820
304	19	610	497,150	815	489,900	803	499,900	820	509,900	836	484,405	794
305	15	740	603,100	815	582,900	788	602,900	815	622,900	842	591,755	800
306	18	607	494,705	815	489,900	807	499,900	824	524,900	865	498,655	822
307	16	707	576,205	815	569,000	805	589,900	834	609,900	863	579,405	820
308	17	636	518,340	815	509,900	802	519,900	817	529,900	833	503,405	792
401	21	1,122	914,430	815	868,900	774	878,900	783	888,900	792	844,455	753
402	27/28	1,700	1,385,500	815	1,230,000	724	1,260,000	741	1,300,000	765	1,235,000	726
403	22	1,019	830,485	815	869,900	854	879,900	863	899,900	883	854,905	839
405	23	740	603,100	815	592,900	801	609,900	824	632,900	855	601,255	813
406	26	636	518,340	815	519,900	817	529,900	833	539,900	849	512,905	806
407	24	707	576,205	815	579,900	820	599,900	849	639,900	905	607,905	860
408	25	629	512,635	815	512,900	815	522,900	831	535,900	852	509,105	809
Residential Strata Lots:			\$ 18,638,235		\$ 18,098,500		\$ 18,486,400		\$ 18,947,400		\$ 18,000,030	

TAB B
Censorio Group (Hastings & Carleton) Holdings Ltd.
Builders Liens

Company	Per Company (\$)	Per Lien (\$)	Notes
FBM Canada GSD, Inc.	37,273	36,115	<i>As at September 30, 2019.</i>
Medina Concrete Services Ltd.	33,333	33,333	<i>As at November 1, 2019.</i>
Tucuvan Construction Ltd.		41,028	<i>As at December 3, 2019. (Note: part of 1057127 B.C. Ltd. claim)</i>
Omni Drywall Ltd.	86,721	93,593	<i>As at November 30, 2019.</i>
1223293 B.C. Ltd.	28,807	27,836	<i>As at January 21, 2020.</i>
MEC Mechanical Inc.	165,244	430,789	<i>As at February 4, 2020.</i>
Summit Steel Cladding Inc.	80,207	108,589	<i>As at February 6, 2020.</i>
Lantec Fabricating Ltd.	228,818	222,227	<i>As at December 1, 2019.</i>
Division 9 Contractors Ltd.	36,020	40,128	<i>As at January 30, 2020.</i>
Graestone Ready Mix Inc.	18,339	18,339	<i>As at August 2, 2019.</i>
Chandler Associates Architecture Inc.	129,529	129,529	<i>As at February 13, 2020.</i>
Trades Labour Corporation	36,270	47,254	<i>As at February 25, 2020.</i>
Super Saves Fence Rentals Inc.	1,420	1,420	<i>As at February 21, 2020.</i>
Super Saves Toilet Rentals Inc.	1,488	1,488	<i>As at February 21, 2020.</i>
Rona Inc. dba Dick's Lumber	100,816	134,551	<i>As at January 31, 2020.</i>
Sunbelt Rentals of Canada Inc.	56,457	65,847	<i>As at March 4, 2020.</i>
AUM Building Science & Engineering Ltd.	4,940	4,940	<i>As at October 15, 2019.</i>
BCW Design Inc	63,000	93,195	<i>As at March 5, 2020.</i>
Greer Spray Foam Ltd.	65,202	65,202	<i>As at November 25, 2020.</i>
Greer Contracting Ltd.	4,200	4,725	<i>As at February 7, 2020.</i>
Timeline Floors Inc. dba Quality Sterling Group	216,570	216,570	<i>As at March 4, 2020.</i>
Rahul Glass Ltd.	40,996	38,100	<i>As at January 10, 2020.</i>
Total:	1,435,650	1,854,799	

TAB D
Censorio Group (Hastings & Carleton) Holdings Ltd.
Trade and Other Payables

1057127 BC Ltd 777 West Queens Rd North Vancouver BC V7N 2L5	\$52,621.60	LGI Industrial & Construction Supplies Inc. #201-20120 Stewart Crescent Maple Ridge, BC V2X 0T4	\$176.11
ARefuel Canada LP PO Box 7184, Station Terminal Vancouver, BC V6B 4E2	\$520.56	Mainland Crane Service & Trucking Ltd. 46752 Auburn Pl Chilliwack BC V5P 7J5	\$7,163.88
AC Pavings Co. Ltd #300 - 4180 Lougheed Highway Burnaby BC	\$10,779.49	Major Partitions Inc - 7360, 137 Street, #330 Surrey BC V3W 1A3	\$10,250.00
Alarm Max Security Incorporated 807 - 6540 Hastings Street Burnaby BC V5B 4Z5	\$8,463.00	Metroline Construction 305-207 W. Hastings St. Vancouver, BC V6B 1H7	\$38,414.25
Artic Snow Removal & Salting Catmande Excavating 101 - 4833 Byrne Road Burnaby, BC V5J 3H6	\$1,700.00	Matakana Scaffolding B.C. Inc. 122 - 1085 East Kent Ave North Vancouver BC V5X 4V9	\$4,473.70
Atlas Leasing Ltd 1172 West 15th Street North Vancouver BC V7P 1M9	\$15,217.37	Midland appliances by design 13651 Bridgeport Road Richmond BC V6V 1J6	\$3,609.32
B3 Glass Ltd. 3819 Myrtle Street Burnaby BC V5C 4G1	\$30,781.05	Nemetz (S/A) & Associates Ltd. 2009 West 4th Ave Vancouver BC V6J 1N3	\$420.00
BAP Acoustics Ltd. 201A-101 Klahanie Drive Port Moody BC V3H 0C3	\$1,554.00	NSD Disposal Ltd. 440 Canfor AVE New Westminster BC V3L 3C9	\$10,208.91
Bayway Construction *(Disputed by Censorio) #32 - 777 West Queens Rd North Vancouver, BC	\$21,893.55	Phoenix Environmental Services Ltd. Suite 505 - 1755 West Broadway Burnaby BC V5C 2K8	\$3,638.00
BC Hydro PO Box 9501 Stn Terminal Vancouver BC V6B 4N1	\$1,488.61	Sam's Garage Doors Ltd. 1160-551 Sherling Pl Port Coquitlam BC V3B 0J6	\$29,085.00
Dunbar Lumber Supply dba Benjamin Moore Paints 2930 Arbutus Street Vancouver, BC V6J 3Y9	\$719.60	Spratt Emanuel Engineering Ltd. 2348 Yukon Street Vancouver BC V5Y 3T6	\$31,885.00
Best Concrete 4006 Union Street Burnaby BC V5C 2W8	\$23,194.50	SRG Engineering Consultants Ltd 205 - 4180 Lougheed Highway Burnaby BC V5C 6A7	\$4,771.00
Blue dot holding 100A-4233 Hastings Street Burnaby BC V5C 2J5	\$215.60	Starline Windows Ltd 19091 36 Avenue Surrey BC V3Z 0P6	\$905.80
BMZ Structural Engineers Suite # 501-510 Burnard St Vancouver BC V6C 3A8	\$580.00	Stone Express Enterprises Unit 1039-13111 Twigg Place Richmond BC V6V 0B7	\$21,937.50
BTY Quantity surveyor 2288 Manitoba St. Vancouver BC V5Y4B5	\$2,700.00	Stormtec Filtration Inc. 876 Derwent Way Delta BC V3M 5R1	\$554.97
Canadian Springs 6560 McMillan Way Richmond BC V6W 1L2	\$356.89	Super Concrete Cutting & Coring 3495 E. 48TH AVE Vancouver BC V5S 1H6	\$273.00
Censorio Construction Inc 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$321,747.60	Technical Safety BC Suite 600 - 2889 East 12th Ave Vancouver, BC V5M 4T5	\$246.00
Censorio Development Group Ltd. 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$70,536.90	Torro Electric Ltd. 2308 Hoskins Rd North Vancouver BC V7J 3A3	\$56,457.00
Empire Masonry Ltd. 19781 - 56th Avenue Langley BC V3A 3X8	\$31,979.01	UTC Fire & Security Canada Inc. P.O. Box 57005 Station A Toronto, ON M5W 5M5	\$2,285.48
Fortis BC - Natural Gas PO Box 6666 Stn. Terminal Vancouver BC V6B 6M9	\$60.71	Vancouver Fire & Radlux Security Ltd 22131 Fraserwood Way Richmond BC V6W 1J5	\$3,724.00
GHL Consultants Ltd. 409 Granville St, Suite 950 Vancouver BC V6C 1T2	\$2,277.40	Vanterra Capital Corp Suite 110 - 744 West Hasings Street Vancouver BC V6C 1A5	\$45,000.00
Harbour Development Consulting 2185 Riverside Drive North Vancouver, BC V7H 1V8	\$4,373.28	Villa Roofing & Sheet Metal Ltd. Unit 103 - 8380 St. George Street Vancouver BC V5X 3S7	\$199,500.00
K&H Dispatch 103-6592 176 Street Surrey BC V3S 4G5	\$44.79	West Coast Mobile Locksmiths 4386 Dawson St Burnaby BC V5C 4B6	\$346.55
Ken K. Wong & Associates 5624 E. Hastings Street Vancouver BC V5B 1R4	\$3,832.50	Wilson M. Beck Insurance Services Inc. #303 - 8678 Greenall Ave Burnaby BC V5J 3M6	\$29,745.00
Kingsmen Painting 2928 Valleyview Court Coquitlam, BC V3E 2P4	\$21,100.00	Xcellence Concrete Pumping Ltd. 12324 95A Ave Surrey BC V3V 1P9	\$904.05
KONE INC. Postal Station A P.O. Box 4269 Toronto ON M5W 5V2	\$62,800.90	XTR Building Services #2 - 342 E Esplanade North Vancouver BC V7L 1A4	\$11,467.50
Kuhl Law Corporation 201-4547 Hastings Street Burnaby BC V5C 2K3	\$100.00		
		Less Tucuvan Claim which forms part of 1057127 BC Ltd. Claim:	\$41,027.71
		Unsecured Creditor Total:	\$1,168,053.22

SCHEDULE "L"

SCENARIO 3:
ESTIMATED NET REALIZABLE VALUE OF THE ASSETS
ASSUMING COMPLETION OF PRE-SALES AND SALE
OF UNSOLD RESIDENTIAL STRATA LOTS
(FIFTH AVENUE REAL ESTATE MARKETING LTD.)
WITH COVID-19 DISCOUNT

SCENARIO 3
Censorio Group (Hastings & Carleton) Holdings Ltd.
Complete Presales and Sell Unsold Strata Lots (Fifth Avenue Real Estate Marketing with COVID-19)
Estimated Net Realizable Value of the Assets

Assets	Estimated (\$)	Notes
Cash in Bank	28,016	
GST Refunds	59,003	October 2019 to January 2020. (note 4)
City of Burnaby, Bond Refunds	121,124	
Pre-sales on 14 Residential Units	7,610,893	Please refer to Tab A.
Unsold 13 Residential Strata Lots	8,448,032	Please refer to Tab B. (note 16)
Less: Real Estate Commission and Marketing Costs	(426,626)	5.05% of gross sales of unsold units.
Sale of 1 Commercial Unit	2,550,000	
Less: Deposit received on 1 Commercial Lease	(11,168)	(note 13)
Less: Lease Commission on 1 Commercial Lease	(10,908)	(note 14)
Less: Tenant Improvements for Commercial Units	(50,000)	
Less: Estimated Costs to Complete	(1,977,778)	(note 7)
Less: PST on Appliances	(10,456)	Part of Costs to Complete
Less: Estimated Critical Suppliers/Subtrades	(707,770)	
Less: Estimated Receiver and Manager Costs	(595,000)	
Less: Estimated Legal Costs	(175,000)	
Less: Builder's Risk, Wrap-up liability, and Equipment	(29,745)	Arrears to February 29, 2020.
Less: Administrative Overhead	(71,000)	(note 12)
Less: Marketing	(50,000)	Showroom construction costs, interior design, and display/vignettes.
Less: Strata Fees	(26,133)	
Less: Contingency	(50,000)	
ESTIMATED REALIZABLE VALUE OF ASSETS	14,625,485	(note 1,3,15,16)

Secured and Other Creditors	Estimated (\$)	Notes
City of Burnaby-Property Taxes	70,000	Based on Outstanding Notice due December 31, 2019.
Estimated 2020 Property Taxes	80,000	
WorkSafe B.C.	3,438	
Peoples Trust Company (Principal)	10,957,362	As at February 5, 2020. (note 8)
Bancorp Financial et al. (Principal)	3,991,443	As at February 5, 2020. (note 9)
PK Capital Ltd. (Principal)	787,307	As at February 5, 2020. (note 10)
Priority Payables and Mortgages:	15,889,550	(note 2)
All Canadian Investment Corporation (Principal)	2,374,468	As at February 5, 2020. (note 5,11)
Builders' Liens Registered	1,854,799	Please refer to Tab C. (note 6)
Subtotal:	20,118,817	
Trade and other payables	1,168,053	Please refer to Tab D. (note 6)
SECURED AND OTHER CREDITORS TOTALS:	21,286,870	

Note 1: Does not include any potential recovery of funds held in trust by the Company to settle two Builders' lien claims totalling \$114,688.

Note 2: Does not include interest and legal costs of mortgage holders which will be added to their loans.

Note 3: Before Receiver and Manager's interest on advances from Peoples Trust under their mortgage.

Note 4: GST return for the period of February 1 to February 4, 2020 has been filed and NIL.

Note 5: Certificate of Lis Pendens registered against the Property.

Note 6: Some accounts are included above less: critical supplies/sub-trades.

Note 7: Includes a contingency of \$200,000

Note 8: Current per diem interest is \$1,745.21.

Note 9: Current per diem interest is \$2,048.74.

Note 10: Interest is 18% per annum, compounded monthly.

Note 11: Interest is 12% per annum, compounded quarterly.

Note 12: Includes utilities, security/alarm, equipment rental, contracted services for accounting, project manager, Censorio construction fee and Receiver's out of pocket expenses for the period ended March 31, 2020.

Note 13: This deposit received from Prpic Eyecare for the company was used to submit BP drawings and consultant work for the commercial retail unit. No monies are held in trust.

Note 14: Lease commission due to TRG Realty relating to Parallel Coffee Lease.

Note 15: This scenario is based on COVID-19 persisting into September 2020 as advised by Fifth Avenue Real Estate Marketing Ltd.

Note 16: Per Fifth Avenue's April 14, 2020 letters, these figures will not be achievable if all of the Pre-sale Contracts are completed due to the low prices of the Pre-sale Contracts depressing the saleability of the remaining unsold units at current market prices.

THESE ARE ESTIMATED FIGURES AND MAY BE SUBJECT TO CHANGE.

Tab A
Censorio Group (Hastings & Carleton) Holdings Ltd.
Presales Sold Residential Strata Lots (Fifth Avenue Real Estate Marketing)

Unit Number	Strata Lot	Finished Square Feet	Gross Purchase Price	Less: Incentives	Less: Outside Commission	Net Purchase Price	\$/Sqft	Grover Elliott			Fifth Avenue							
								Appraised Value	Average \$/Sqft	Difference	Suggested Price Low (\$)	\$/Sqft (\$)	Suggested Price High (\$)	\$/Sqft (\$)	Suggested List Price (\$)	\$/Sqft (\$)	95% of Suggested List Price (\$)	\$/Sqft (\$)
101	1	1,103	784,900	5,000		779,900	707	898,945	815	114,045	816,905	741	854,905	775	835,905	758	793,692	720
103	3	636	404,900			404,900	637	518,340	815	113,440	474,905	747	484,405	762	503,405	792	477,983	752
104	4	572	347,900	15,000		332,900	582	466,180	815	118,280	449,255	785	458,755	802	468,255	819	444,608	777
203	6	1,019	799,900		11,391	788,509	774	830,485	815	30,585	816,905	802	826,405	811	845,405	830	802,712	788
204	11	610	399,900		6,741	393,159	645	497,150	815	97,250	474,905	779	484,405	794	503,405	825	477,983	784
206	10	636	404,900	5,000		399,900	629	518,340	815	113,440	484,405	762	493,905	777	503,405	792	477,983	752
208	9	636	400,000			400,000	629	518,340	815	118,340	484,405	762	493,905	777	503,405	792	477,983	752
304	19	610	409,900	7,000		402,900	660	497,150	815	87,250	465,405	763	474,905	779	484,405	794	459,943	754
308	17	636	424,900	10,000		414,900	652	518,340	815	93,440	484,405	762	493,905	777	503,405	792	477,983	752
401	21	1,122	671,900			671,900	599	914,430	815	242,530	825,455	736	834,955	744	844,455	753	801,810	715
402	27/28	1,700	1,100,000			1,100,000	647	1,385,500	815	285,500	1,168,500	687	1,197,000	704	1,235,000	726	1,172,633	690
403	22	1,019	699,900	9,900		690,000	677	830,485	815	130,585	826,405	811	835,905	820	854,905	839	811,732	797
406	26	636	424,900			424,900	668	518,340	815	93,440	493,905	777	503,405	792	512,905	806	487,003	766
408	25	629	419,000	5,000	6,974	407,026	647	512,635	815	93,635	487,255	775	496,755	790	509,105	809	483,395	769
Totals:			\$7,692,900	\$56,900	\$25,107	\$7,610,893		\$9,424,660			\$8,753,015		\$8,933,515		\$9,107,365		\$8,647,443	

(Note 1)

(Note 1)

(Note 1)

(Note 1)

Note 1: Reflects an adjustment of 5% if COVID-19 persists into September 2020.

TAB B
Censorio Group (Hastings & Carleton) Holdings Ltd.
Unsold Residential Strata Lots (Fifth Avenue Real Estate Marketing)

Unit Number	Strata Lot	Finished Square Feet	Previous Presale Sold Price	\$/Sqft	Grover Elliott		Fifth Avenue							
					Appraised Value	Average \$/Sqft	Suggested Price Low (\$)	\$/Sqft (\$)	Suggested Price High (\$)	\$/Sqft (\$)	Suggested List Price (\$)	\$/Sqft (\$)	95% of Suggested List Price (\$)	\$/Sqft (\$)
102	2	816	629,900	772	665,040	815	560,405	687	579,405	710	588,905	722	559,460	686
201	5	1,122			914,430	815	819,755	731	829,255	739	857,755	764	814,867	726
202	12	1,139			928,285	815	829,255	728	838,755	736	857,755	753	814,867	715
205	7	740	594,900	804	603,100	815	553,755	748	572,755	774	591,755	800	562,167	760
207	8	707	529,900	750	576,205	815	541,405	766	560,405	793	579,405	820	550,435	779
301	13	1,122			914,430	815	815,955	727	825,455	736	844,455	753	802,232	715
302	20	1,139			928,285	815	829,255	728	838,755	736	857,755	753	814,867	715
303	14	1,019			830,485	815	816,905	802	826,405	811	835,905	820	794,110	779
305	15	740	594,900	804	603,100	815	553,755	748	572,755	774	591,755	800	562,167	760
306	18	607	414,900	684	494,705	815	465,405	767	474,905	782	498,655	822	473,722	780
307	16	707	494,900	700	576,205	815	540,550	765	560,405	793	579,405	820	550,435	779
405	23	740	590,900	799	603,100	815	563,255	761	579,405	783	601,255	813	571,192	772
407	24	707	444,900	629	576,205	815	550,905	779	569,905	806	607,905	860	577,510	817
			\$ 4,295,200		\$ 9,213,575		\$ 8,440,560		\$ 8,628,565		\$ 8,892,665		\$ 8,448,032	
							(Note 1)		(Note 1)		(Note 1)			

Note 1: Reflects an adjustment of 5% if COVID-19 persists into September 2020.

TAB G
Censorio Group (Hastings & Carleton) Holdings Ltd.
Builders Liens

Company	Per Company (\$)	Per Lien (\$)	Notes
FBM Canada GSD, Inc.	37,273	36,115	<i>As at September 30, 2019.</i>
Medina Concrete Services Ltd.	33,333	33,333	<i>As at November 1, 2019.</i>
Tucuvan Construction Ltd.		41,028	<i>As at December 3, 2019. (Note: part of 1057127 B.C. Ltd. claim)</i>
Omni Drywall Ltd.	86,721	93,593	<i>As at November 30, 2019.</i>
1223293 B.C. Ltd.	28,807	27,836	<i>As at January 21, 2020.</i>
MEC Mechanical Inc.	165,244	430,789	<i>As at February 4, 2020.</i>
Summit Steel Cladding Inc.	80,207	108,589	<i>As at February 6, 2020.</i>
Lantec Fabricating Ltd.	228,818	222,227	<i>As at December 1, 2019.</i>
Division 9 Contractors Ltd.	36,020	40,128	<i>As at January 30, 2020.</i>
Graestone Ready Mix Inc.	18,339	18,339	<i>As at August 2, 2019.</i>
Chandler Associates Architecture Inc.	129,529	129,529	<i>As at February 13, 2020.</i>
Trades Labour Corporation	36,270	47,254	<i>As at February 25, 2020.</i>
Super Saves Fence Rentals Inc.	1,420	1,420	<i>As at February 21, 2020.</i>
Super Saves Toilet Rentals Inc.	1,488	1,488	<i>As at February 21, 2020.</i>
Rona Inc. dba Dick's Lumber	100,816	134,551	<i>As at January 31, 2020.</i>
Sunbelt Rentals of Canada Inc.	56,457	65,847	<i>As at March 4, 2020.</i>
AUM Building Science & Engineering Ltd.	4,940	4,940	<i>As at October 15, 2019.</i>
BCW Design Inc.	63,000	93,195	<i>As at March 5, 2020.</i>
Greer Spray Foam Ltd.	65,202	65,202	<i>As at November 25, 2020.</i>
Greer Contracting Ltd.	4,200	4,725	<i>As at February 7, 2020.</i>
Timeline Floors Inc. dba Quality Sterling Group	216,570	216,570	<i>As at March 4, 2020.</i>
Rahul Glass Ltd.	40,996	38,100	<i>As at January 10, 2020.</i>
Total:	1,435,650	1,854,799	

TAB D
Censorio Group (Hastings & Carleton) Holdings Ltd.
Trade and Other Payables

1057127 BC Ltd 777 West Queens Rd North Vancouver BC V7N 2L5	\$52,621.60	LGI Industrial & Construction Supplies Inc. #201-20120 Stewart Crescent Maple Ridge, BC V2X 0T4	\$176.11
4Refuel Canada LP PO Box 7184, Station Terminal Vancouver, BC V6B 4E2	\$520.56	Mainland Crane Service & Trucking Ltd. 46752 Auburn Pl Chilliwack BC V5P 7J5	\$7,163.88
AC Pavings Co. Ltd #300 - 4180 Lougheed Highway Burnaby BC	\$10,779.49	Major Partitions Inc 7360, 137 Street, #330 Surrey BC V3W 1A3	\$10,250.00
Alarm Max Security Incorporated 807 - 6540 Hastings Street Burnaby BC V5B 4Z5	\$8,463.00	Metroline Construction 305-207 W. Hastings St Vancouver, BC V6B 1H7	\$38,414.25
Artic Snow Removal & Salting Catmande Excavating 101 - 4833 Byrne Road Burnaby, BC V5J 3H6	\$1,700.00	Matakana Scaffolding B.C. Inc. 122 - 1085 East Kent Ave North Vancouver BC V5X 4V9	\$4,473.70
Atlas Leasing Ltd 1172 West 15th Street North Vancouver BC V7P 1M9	\$15,217.37	Midland appliances by design 13651 Bridgeport Road Richmond BC V6V 1J6	\$3,609.32
B3 Glass Ltd. 3819 Myrtle Street Burnaby BC V5C 4G1	\$30,781.05	Nemetz (S/A) & Associates Ltd. 2009 West 4th Ave Vancouver BC V6J 1N3	\$420.00
BAP Acoustics Ltd. 201A-101 Klahanie Drive Port Moody BC V3H 0C3	\$1,554.00	NSD Disposal Ltd. 440 Canfor AVE New Westminster BC V3L 3C9	\$10,208.91
Bayway Construction *(Disputed by Censorio) #32 - 777 West Queens Rd North Vancouver, BC	\$21,893.55	Phoenix Environmental Services Ltd. Suite 505 - 1755 West Broadway Burnaby BC V5C 2K8	\$3,638.00
BC Hydro PO Box 9501 Stn Terminal Vancouver BC V6B 4N1	\$1,488.61	Sam's Garage Doors Ltd. 1160-551 Sherling Pl Port Coquitlam BC V3B 0J6	\$29,085.00
Dunbar Lumber Supply dba Benjamin Moore Paints 2930 Arbutus Street Vancouver, BC V6J 3Y9	\$719.60	Spratt Emanuel Engineering Ltd. 2348 Yukon Street Vancouver BC V5Y 3T6	\$31,885.00
Best Concrete 4006 Union Street Burnaby BC V5C 2W8	\$23,194.50	SRG Engineering Consultants Ltd 205 - 4180 Lougheed Highway Burnaby BC V5C 6A7	\$4,771.00
Blue dot holding 100A-4233 Hastings Street Burnaby BC V5C 2J5	\$215.60	Starline Windows Ltd 19091 36 Avenue Surrey BC V3Z 0P6	\$905.80
BMZ Structural Engineers Suite # 501-510 Burrard St Vancouver BC V6C 3A8	\$580.00	Stone Express Enterprises Unit 1039-11111 Twigg Place Richmond BC V6V 0B7	\$21,937.50
BTY Quantity surveyor 2288 Manitoba St. Vancouver BC V5Y4B5	\$2,700.00	Stormtec Filtration Inc. 876 Derwent Way Delta BC V3M 5R1	\$554.97
Canadian Springs 6560 McMillan Way Richmond BC V6W 1L2	\$356.89	Super Concrete Cutting & Coring 3495 E. 48TH AVE Vancouver BC V5S 1H6	\$273.00
Censorio Construction Inc 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$321,747.60	Technical Safety BC Suite 600 - 2889 East 12th Ave Vancouver, BC V5M 4T5	\$246.00
Censorio Development Group Ltd. 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$70,536.90	Torro Electric Ltd. 2308 Hoskins Rd North Vancouver BC V7J 3A3	\$56,457.00
Empire Masonry Ltd. 19781 - 56th Avenue Langley BC V3A 3X8	\$31,979.01	UTC Fire & Security Canada Inc. P.O. Box 57005 Station A Toronto, ON M5W 5M5	\$2,285.48
Fortis BC Natural Gas PO Box 6666 Stn Terminal Vancouver BC V6B 6M9	\$60.71	Vancouver Fire & Radius Security Ltd 22131 Fraserwood Way Richmond BC V6W 1J5	\$3,724.00
GHL Consultants Ltd. 409 Granville St, Suite 950 Vancouver BC V6C 1T2	\$2,277.40	Vanterra Capital Corp Suite 110 - 744 West Hastings Street Vancouver BC V6C 1A5	\$45,000.00
Harbour Development Consulting 2185 Riverside Drive North Vancouver, BC V7H 1V8	\$4,373.28	Villa Roofing & Sheet Metal Ltd. Unit 103 - 8380 St. George Street Vancouver BC V5X 357	\$199,500.00
K&H Dispatch 103-6592 176 Street Surrey BC V3S 4G5	\$44.79	West Coast Mobile Locksmiths 4386 Dawson St Burnaby BC V5C 4B6	\$346.55
Ken K. Wong & Associates 5624 E. Hastings Street Vancouver BC V5B 1R4	\$3,832.50	Wilson M. Beck Insurance Services Inc. #303 - 8678 Greenall Ave Burnaby BC V5J 3M6	\$29,745.00
Kingsmen Painting 2928 Valleyview Court Coquitlam, BC V3E 2P4	\$21,100.00	Xcellence Concrete Pumping Ltd. 12324 95A Ave Surrey BC V3V 1P9	\$904.05
KONE INC Postal Station A P O Box 4269 Toronto ON M5W 5V2	\$62,800.90	XTR Building Services #2 - 342 E Esplanade North Vancouver BC V7L 1A4	\$11,467.50
Kuhl Law Corporation 201-4547 Hastings Street Burnaby BC V5C 2K3	\$100.00		
		Less Tucuvan Claim which forms part of 1057127 BC Ltd. Claim:	\$41,027.71
		Unsecured Creditor Total:	\$1,168,053.22

SCHEDULE "M"

SCENARIO 4:
ESTIMATED NET REALIZABLE VALUE OF THE ASSETS
ASSUMING DISCLAIMER OF PRE-SALES
AND SALE OF RESIDENTIAL STRATA LOTS
(FIFTH AVENUE REAL ESTATE MARKETING LTD.)
WITH COVID-19 DISCOUNT
AND SALE OF COMMERCIAL STRATA LOT
(RENNIE & ASSOCIATES REALTY LTD.)

SCENARIO 4

Censorio Group (Hastings & Carleton) Holdings Ltd.

Disclaim all Contracts of Purchase and Sale and Sell all Strata Lots (Fifth Avenue Real Estate Marketing with COVID-19 Effect)

Estimated Net Realizable Value of the Assets

Assets	Estimated (\$)	Notes
Cash in Bank	28,016	
GST Refunds	59,003	October 2019 to January 2020. (note 4)
City of Burnaby, Bond Refunds	121,124	
Sale of 27 Residential Units	17,100,029	Please refer to Tab A.
Less: Real Estate Commission and Marketing Costs	(863,551)	5.05% of gross sales of all residential units.
Sale of 1 Commercial Unit	3,100,000	
Real Estate Commission on Commercial Unit	(93,000)	3% of gross sale.
Less: Deposit received on 1 Commercial Lease	(11,168)	(note 13)
Less: Lease Commission on 1 Commercial Lease	(10,908)	(note 14)
Less: Tenant Improvements for Commercial Units	(50,000)	
Less: Estimated Costs to Complete	(1,977,778)	(note 7)
Less: PST on Appliances	(10,456)	Part of Costs to Complete.
Less: Estimated Critical Suppliers/Subtrades	(707,770)	
Less: Estimated Receiver and Manager Costs	(630,000)	
Less: Estimated Legal Costs	(225,000)	
Less: Builder's Risk, Wrap-up liability, and Equipment	(29,745)	Arrears to February 29, 2020.
Less: Administrative Overhead	(71,000)	(note 12)
Less: Marketing	(50,000)	Showroom construction costs, interior design, and display/vignettes.
Less: Strata Fees	(26,133)	
Less: Contingency	(100,000)	
ESTIMATED REALIZABLE VALUE OF ASSETS:	15,551,663	(note 1, 3, 15)

Secured and Other Creditors	Estimated (\$)	Notes
City of Burnaby-Property Taxes	70,000	Based on Outstanding Notice due December 31, 2019.
Estimated 2020 Property Taxes	80,000	
WorkSafe B.C.	3,438	
Peoples Trust Company (Principal)	10,957,362	As at February 5, 2020. (note 8)
Bancorp Financial et al. (Principal)	3,991,443	As at February 5, 2020. (note 9)
PK Capital Ltd. (Principal)	787,307	As at February 5, 2020. (note 10)
Priority Payables and Mortgages:	15,889,550	(note 2)
All Canadian Investment Corporation (Principal)	2,374,468	As at February 5, 2020. (note 5, 11)
Builders' Liens Registered	1,854,799	Please refer to Tab B. (note 6)
Subtotal:	20,118,817	
Trade and other payables	1,168,053	Please refer to Tab C. (note 6)
SECURED AND OTHER CREDITORS TOTALS:	21,286,870	

Note 1: Does not include any potential recovery of funds held in trust by the Company to settle two Builders' lien claims totalling \$114,688.

Note 2: Does not include interest and legal costs of mortgage holders which will be added to their loans.

Note 3: Before Receiver and Manager's interest on advances from Peoples Trust under their mortgage.

Note 4: GST return for the period of February 1 to February 4, 2020 has been filed and NIL.

Note 5: Certificate of Lis Pendens registered against the Property.

Note 6: Some accounts are included above less: critical supplies/sub-trades.

Note 7: Includes a contingency of \$200,000.

Note 8: Current per diem interest is \$1,745.21.

Note 9: Current per diem interest is \$2,048.74.

Note 10: Interest is 18% per annum, compounded monthly.

Note 11: Interest is 12% per annum, compounded quarterly.

Note 12: Includes utilities, security/alarm, equipment rental, contracted services for accounting, project manager, Censorio construction fee and Receiver's out of pocket expenses for the period ended March 31, 2020.

Note 13: This deposit received from Prpic Eyecare for the company was used to submit BP drawings and consultant work for the commercial retail unit. No monies are held in trust.

Note 14: Lease commission due to TRG Realty relating to Parallel Coffee Lease.

Note 15: This scenario is based on COVID-19 persisting into September 2020 as advised by Fifth Avenue Real Estate Marketing Ltd.

THESE ARE ESTIMATED FIGURES AND MAY BE SUBJECT TO CHANGE.

TAB A
Censorio Group (Hastings & Carleton) Holdings Ltd.
Unsold Residential Strata Lots (Fifth Avenue Real Estate Marketing)
As at February 5, 2020

Unit Number	Strata Lot	Finished Square Feet	Grover Elliott		Fifth Avenue							
			Appraised Value	Average \$/Sqft	Suggested Price Low (\$)	\$/Sqft (\$)	Suggested Price High (\$)	\$/Sqft (\$)	Suggested List Price (\$)	\$/Sqft (\$)	95% of Suggested List Price (\$)	\$/Sqft (\$)
101	1	1,103	898,945	815	816,905	741	854,905	775	835,905	758	794,110	720
102	2	816	665,040	815	560,405	687	579,405	710	588,905	722	559,460	686
103	3	636	518,340	815	474,905	747	484,405	762	503,405	792	478,235	752
104	4	572	466,180	815	449,255	785	458,755	802	468,255	819	444,842	778
201	5	1,122	914,430	815	819,755	731	829,255	739	857,755	764	814,867	726
202	12	1,139	928,285	815	829,255	728	838,755	736	857,755	753	814,867	715
203	6	1,019	830,485	815	816,905	802	826,405	811	845,405	830	803,135	788
204	11	610	497,150	815	474,905	779	484,405	794	503,405	825	478,235	784
205	7	740	603,100	815	553,755	748	572,755	774	591,755	800	562,167	760
206	10	636	518,340	815	484,405	762	493,905	777	503,405	792	478,235	752
207	8	707	576,205	815	541,405	766	560,405	793	579,405	820	550,435	779
208	9	636	518,340	815	484,405	762	493,905	777	503,405	792	478,235	752
301	13	1,122	914,430	815	815,955	727	825,455	736	844,455	753	802,232	715
302	20	1,139	928,285	815	829,255	728	838,755	736	857,755	753	814,867	715
303	14	1,019	830,485	815	816,905	802	826,405	811	835,905	820	794,110	779
304	19	610	497,150	815	465,405	763	474,905	779	484,405	794	460,185	754
305	15	740	603,100	815	553,755	748	572,755	774	591,755	800	562,167	760
306	18	607	494,705	815	465,405	767	474,905	782	498,655	822	473,722	780
307	16	707	576,205	815	540,550	765	560,405	793	579,405	820	550,435	779
308	17	636	518,340	815	484,405	762	493,905	777	503,405	792	478,235	752
401	21	1,122	914,430	815	825,455	736	834,955	744	844,455	753	802,232	715
402	27/28	1,700	1,385,500	815	1,168,500	687	1,197,000	704	1,235,000	726	1,173,250	690
403	22	1,019	830,485	815	826,405	811	835,905	820	854,905	839	812,160	797
405	23	740	603,100	815	563,255	761	579,405	783	601,255	813	571,192	772
406	26	636	518,340	815	493,905	777	503,405	792	512,905	806	487,260	766
407	24	707	576,205	815	550,905	779	569,905	806	607,905	860	577,510	817
408	25	629	512,635	815	487,255	775	496,755	790	509,105	809	483,650	769
Residential Strata Lots:			\$ 18,638,235		\$ 17,193,575		\$ 17,562,080		\$ 18,000,030		\$ 17,100,029	

(Note 1)

(Note 1)

(Note 1)

Note 1: Reflects an adjustment of 5% if COVID-19 persists into September 2020.

TAB B
Censorio Group (Hastings & Carleton) Holdings Ltd.
Builders Liens

Company	Per Company (\$)	Per Lien (\$)	Notes
FBM Canada GSD, Inc.	37,273	36,115	<i>As at September 30, 2019.</i>
Medina Concrete Services Ltd.	33,333	33,333	<i>As at November 1, 2019.</i>
Tucuvan Construction Ltd.		41,028	<i>As at December 3, 2019. (Note: part of 1057127 B.C. Ltd. claim)</i>
Omni Drywall Ltd.	86,721	93,593	<i>As at November 30, 2019.</i>
1223293 B.C. Ltd.	28,807	27,836	<i>As at January 21, 2020.</i>
MEC Mechanical Inc.	165,244	430,789	<i>As at February 4, 2020.</i>
Summit Steel Cladding Inc.	80,207	108,589	<i>As at February 6, 2020.</i>
Lantec Fabricating Ltd.	228,818	222,227	<i>As at December 1, 2019.</i>
Division 9 Contractors Ltd.	36,020	40,128	<i>As at January 30, 2020.</i>
Graestone Ready Mix Inc.	18,339	18,339	<i>As at August 2, 2019.</i>
Chandler Associates Architecture Inc.	129,529	129,529	<i>As at February 13, 2020.</i>
Trades Labour Corporation	36,270	47,254	<i>As at February 25, 2020.</i>
Super Saves Fence Rentals Inc.	1,420	1,420	<i>As at February 21, 2020.</i>
Super Saves Toilet Rentals Inc.	1,488	1,488	<i>As at February 21, 2020.</i>
Rona Inc. dba Dick's Lumber	100,816	134,551	<i>As at January 31, 2020.</i>
Sunbelt Rentals of Canada Inc.	56,457	65,847	<i>As at March 4, 2020.</i>
AUM Building Science & Engineering Ltd.	4,940	4,940	<i>As at October 15, 2019.</i>
BCW Design Inc	63,000	93,195	<i>As at March 5, 2020.</i>
Greer Spray Foam Ltd.	65,202	65,202	<i>As at November 25, 2020.</i>
Greer Contracting Ltd.	4,200	4,725	<i>As at February 7, 2020.</i>
Timeline Floors Inc. dba Quality Sterling Group	216,570	216,570	<i>As at March 4, 2020.</i>
Rahul Glass Ltd.	40,996	38,100	<i>As at January 10, 2020.</i>
Total:	1,435,650	1,854,799	

TAB D
Censorio Group (Hastings & Carleton) Holdings Ltd.
Trade and Other Payables

1057127 BC Ltd 777 West Queens Rd North Vancouver BC V7N 2L5	\$52,621.60	LGI Industrial & Construction Supplies Inc. #201-20120 Stewart Crescent Maple Ridge, BC V2X 0T4	\$176.11
4Refuel Canada LP PO Box 7184, Station Terminal Vancouver, BC V6B 4E2	\$520.56	Mainland Crane Service & Trucking Ltd. 46752 Auburn Pl Chilliwack BC V5P 7J5	\$7,163.88
AC Pavings Co. Ltd #300 - 4180 Lougheed Highway Burnaby BC	\$10,779.49	Major Partitions Inc 7360, 137 Street, #330 Surrey BC V3W 1A3	\$10,250.00
Alarm Max Security Incorporated 807 - 6540 Hastings Street Burnaby BC V5B 4Z5	\$8,463.00	Metroline Construction 305-207 W. Hastings St Vancouver, BC V6B 1H7	\$38,414.25
Artic Snow Removal & Salting Catmande Excavating 101 - 4833 Byrne Road Burnaby, BC V5J 3H6	\$1,700.00	Matakana Scaffolding B.C. Inc. 122 - 1085 East Kent Ave North Vancouver BC V5X 4V9	\$4,473.70
Atlas Leasing Ltd 1172 West 15th Street North Vancouver BC V7P 1M9	\$15,217.37	Midland appliances by design 13651 Bridgeport Road Richmond BC V6V 1J6	\$3,609.32
B3 Glass Ltd. 3819 Myrtle Street Burnaby BC V5C 4G1	\$30,781.05	Nemetz (S/A) & Associates Ltd. 2009 West 4th Ave Vancouver BC V6J 1N3	\$420.00
BAP Acoustics Ltd. 201A-101 Klahanie Drive Port Moody BC V3H 0C3	\$1,554.00	NSD Disposal Ltd. 440 Canfor AVE New Westminster BC V3L 3C9	\$10,208.91
Bayway Construction *(Disputed by Censorio) #32 - 777 West Queens Rd North Vancouver, BC	\$21,893.55	Phoenix Environmental Services Ltd. Suite 505 - 1755 West Broadway Burnaby BC V5C 2K8	\$3,638.00
BC Hydro PO Box 9501 Stn Terminal Vancouver BC V6B 4N1	\$1,488.61	Sam's Garage Doors Ltd. 1160-551 Sherling Pl Port Coquitlam BC V3B 0J6	\$29,085.00
Dunbar Lumber Supply dba Benjamin Moore Paints 2930 Arbutus Street Vancouver, BC V6J 3Y9	\$719.60	Spratt Emanuel Engineering Ltd. 2348 Yukon Street Vancouver BC V5Y 3T6	\$31,885.00
Best Concrete 4006 Union Street Burnaby BC V5C 2W8	\$23,194.50	SRC Engineering Consultants Ltd 205 - 4180 Lougheed Highway Burnaby BC V5C 6A7	\$4,771.00
Blue dot holding 100A-4233 Hastings Street Burnaby BC V5C 2J5	\$215.60	Starline Windows Ltd 19091 36 Avenue Surrey BC V3Z 0P6	\$905.80
BMZ Structural Engineers Suite # 501-510 Burrard St Vancouver BC V6C 3A8	\$580.00	Stone Express Enterprises Unit 1039-11111 Twigg Place Richmond BC V6V 0B7	\$21,937.50
BTY Quantity surveyor 2288 Manitoba St. Vancouver BC V5Y 4B5	\$2,700.00	Stormtec Filtration Inc. 876 Derwent Way Delta BC V3M 5R1	\$554.97
Canadian Springs 6560 McMillan Way Richmond BC V6W 1L2	\$356.89	Super Concrete Cutting & Coring 3495 E. 48TH AVE Vancouver BC V5S 1H6	\$273.00
Censorio Construction Inc 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$321,747.60	Technical Safety BC Suite 600 - 2889 East 12th Ave Vancouver, BC V5M 4T5	\$246.00
Censorio Development Group Ltd. 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$70,536.90	Torro Electric Ltd. 2308 Hoskins Rd North Vancouver BC V7J 9A3	\$56,457.00
Empire Masonry Ltd. 19781 - 56th Avenue Langley BC V3A 3X8	\$31,979.01	UTC Fire & Security Canada Inc. P.O. Box 57005 Station A Toronto, ON M5W 5M5	\$2,285.48
Fortis BC - Natural Gas PO Box 6666 Stn. Terminal Vancouver BC V6B 6M9	\$60.71	Vancouver Fire & Radius Security Ltd 22131 Fraserwood Way Richmond BC V6W 1J5	\$3,724.00
GHL Consultants Ltd. 409 Granville St, Suite 950 Vancouver BC V6C 1T2	\$2,277.40	Vanterra Capital Corp Suite 110 - 744 West Hasings Street Vancouver BC V6C 1A5	\$45,000.00
Harbour Development Consulting 2185 Riverside Drive North Vancouver, BC V7H 1V8	\$4,373.28	Villa Roofing & Sheet Metal Ltd. Unit 103 - 8380 St. George Street Vancouver BC V5X 357	\$199,500.00
K&H Dispatch 103-6592 176 Street Surrey BC V3S 4G5	\$44.79	West Coast Mobile Locksmiths 4386 Dawson St Burnaby BC V5C 4B6	\$346.55
Ken K. Wong & Associates 5624 E. Hastings Street Vancouver BC V5B 1R4	\$3,832.50	Wilson M. Beck Insurance Services Inc. #303 - 8678 Greenall Ave Burnaby BC V5J 3M6	\$29,745.00
Kingsmen Painting 2928 Valleyview Court Coquitlam, BC V3E 2P4	\$21,100.00	Xcellence Concrete Pumping Ltd. 12324 95A Ave Surrey BC V3V 1P9	\$904.05
KONE INC Postal Station A P O Box 4269 Toronto ON M5W 5V2	\$62,800.90	XTR Building Services #2 - 342 E Esplanade North Vancouver BC V7L 1A4	\$11,467.50
Kuhl Law Corporation 201-4547 Hastings Street Burnaby BC V5C 2K3	\$100.00		
		Less Tucuvan Claim which forms part of 1057127 BC Ltd. Claim:	\$41,027.71
		Unsecured Creditor Total:	\$1,168,053.22

SCHEDULE "N"

SCENARIO 5:
ESTIMATED NET REALIZABLE VALUE OF THE ASSETS
ASSUMING DISCLAIMER OF PRE-SALES
AND SALE OF RESIDENTIAL STRATA LOTS
(RENNIE DEVELOPER SERVICES & ADVISORY)
AND COMMERCIAL STRATA LOT
(RENNIE & ASSOCIATES REALTY LTD.)

SCENARIO 5
Censorio Group (Hastings & Carleton) Holdings Ltd.
Disclaim Certain Contracts of Purchase and Sale and Sell Remaining Strata Lots
(Rennie Developer Services & Advisory and Rennie & Associates Realty Ltd.)
Estimated Net Realizable Value of the Assets

Assets	Estimated (\$)	Notes
Cash in Bank	28,016	
GST Refunds	59,003	October 2019 to January 2020. (note 4)
City of Burnaby, Bond Refunds	121,124	
Sale of 27 Residential Units	17,258,935	Please refer to Tab A.
Less: Listing Commission	(388,326)	Please refer to Tab A.
Less: Selling Commission	(256,323)	Please refer to Tab A.
Less: Marketing Costs	(162,000)	
Less: Rennie Advisory Fee	(15,000)	For 3 months, non-refundable.
Sale of 1 Commercial Unit	3,100,000	
Real Estate Commission on Commercial Unit	(93,000)	3% of gross sale.
Less: Deposit received on 1 Commercial Lease	(11,168)	(note 13)
Less: Lease commission on 1 Commercial Lease	(10,908)	(note 14)
Less: Tenant Improvements for Commercial Units	(50,000)	
Less: Estimated Costs to Complete	(1,977,778)	(note 7)
Less: PST on Appliances	(10,456)	Part of Costs to Complete.
Less: Estimated Critical Suppliers/Subtrades	(707,770)	
Less: Estimated Receiver and Manager Costs	(630,000)	
Less: Estimated Legal Costs	(225,000)	
Less: Builder's Risk, Wrap-up liability, and Equipment	(29,745)	Arrears to February 29, 2020.
Less: Administrative Overhead	(71,000)	(note 12)
Less: Strata Fees	(26,133)	
Less: Contingency	(100,000)	
ESTIMATED REALIZABLE VALUE OF ASSETS:	15,802,472	(note 1,3)

Secured and Other Creditors	Estimated (\$)	Notes
City of Burnaby-Property Taxes	70,000	Based on Outstanding Notice due December 31, 2019.
Estimated 2020 Property Taxes	80,000	
WorkSafe B.C.	3,438	
Peoples Trust Company (Principal)	10,957,362	As at February 5, 2020. (note 8)
Bancorp Financial et al. (Principal)	3,991,443	As at February 5, 2020. (note 9)
PK Capital Ltd. (Principal)	787,307	As at February 5, 2020. (note 10)
Priority Payables and Mortgages:	15,889,550	(note 2)
All Canadian Investment Corporation (Principal)	2,374,468	As at February 5, 2020. (note 5, 11)
Builders' Liens Registered	1,854,799	Please refer to Tab B. (note 6)
Subtotal:	20,118,817	
Trade and other payables	1,168,053	Please refer to Tab C. (note 6)
SECURED AND OTHER CREDITORS TOTALS:	21,286,870	

Note 1: Does not include any potential recovery of funds held in trust by the Company to settle two Builders' lien claims totalling \$114,688.

Note 2: Does not include interest and legal costs of mortgage holders which will be added to their loans.

Note 3: Before Receiver and Manager's interest on advances from Peoples Trust under their mortgage.

Note 4: GST return for the period of February 1 to February 4, 2020 has been filed and NIL.

Note 5: Certificate of Lis Pendens registered against the Property.

Note 6: Some accounts are included above less: critical supplies/sub-trades.

Note 7: Includes a contingency of \$200,000.

Note 8: Current per diem interest is \$1,745.21.

Note 9: Current per diem interest is \$2,048.74.

Note 10: Interest is 18% per annum, compounded monthly.

Note 11: Interest is 12% per annum, compounded quarterly.

Note 12: Includes utilities, security/alarm, equipment rental, contracted services for accounting, project manager, Censorio construction fee and Receiver's out of pocket expenses for the period ended March 31, 2020.

Note 13: This deposit received from Prpic Eyecare for the company was used to submit BP drawings and consultant work for the commercial retail unit. No monies are held in trust.

Note 14: Lease commission due to TRG Realty relating to Parallel Coffee Lease.

THESE ARE ESTIMATED FIGURES AND MAY BE SUBJECT TO CHANGE.

TAB A
 Censorio Group (Hastings & Carleton) Holdings Ltd.
 Presales/Unsold Residential Strata Lots (Rennie & Associates Realty Ltd.)
 As at February 5, 2020

							Rennie Developer Services + Advisory									
Unit Number	Strata Lot	Finished Square Feet	Gross Purchase Price	Less: Incentive	Less: Commission	Net. Purchase Price	Opinion of Value Low (\$)	\$/Sqft (\$)	Opinion of Value High (\$)	\$/Sqft (\$)	Suggested List Price (\$)	\$/Sqft (\$)	95% of Suggested List Price (\$)	\$/Sqft (\$)	Rennie Listing Commission	Outside Selling Commission
101	1	1,103	784,900	5,000		779,900										
102	2	816														
103	3	636	404,900			404,900										
104	4	572	347,900	15,000		332,900										
201	5	1,122														
202	12	1,139														
203	6	1,019	799,900		11,991	788,509										
204	11	610	399,900		6,741	393,159										
205	7	740														
206	10	636	404,900	5,000		399,900										
207	8	707														
208	9	636	400,000			400,000										
301	13	1,122														
302	20	1,139														
303	14	1,019														
304	19	610	409,900	7,000		402,900										
305	15	740														
306	18	607														
307	16	707														
308	17	636	424,900	10,000		414,900										
401	21	1,122	671,900			671,900										
402	27/28	1,700	1,100,000			1,100,000										
403	22	1,019	699,900	9,900		690,000										
405	23	740														
406	26	636	424,900			424,900										
407	24	707														
408	25	629	419,000	5,000	6,974	407,026										
Residential Strata Lots:			7,692,900	56,900	25,106	7,610,894										

REDACTED

Note 1: 95% of Suggested List Price without Court Approval.

TAB B
Censorio Group (Hastings & Carleton) Holdings Ltd.
Builders Liens

Company	Per Company (\$)	Per Lien (\$)	Notes
FBM Canada GSD, Inc.	37,273	36,115	<i>As at September 30, 2019.</i>
Medina Concrete Services Ltd.	33,333	33,333	<i>As at November 1, 2019.</i>
Tucuvan Construction Ltd.		41,028	<i>As at December 3, 2019. (Note: part of 1057127 B.C. Ltd. claim)</i>
Omni Drywall Ltd.	86,721	93,593	<i>As at November 30, 2019.</i>
1223293 B.C. Ltd.	28,807	27,836	<i>As at January 21, 2020.</i>
MEC Mechanical Inc.	165,244	430,789	<i>As at February 4, 2020.</i>
Summit Steel Cladding Inc.	80,207	108,589	<i>As at February 6, 2020.</i>
Lantec Fabricating Ltd.	228,818	222,227	<i>As at December 1, 2019.</i>
Division 9 Contractors Ltd.	36,020	40,128	<i>As at January 30, 2020.</i>
Graestone Ready Mix Inc.	18,339	18,339	<i>As at August 2, 2019.</i>
Chandler Associates Architecture Inc.	129,529	129,529	<i>As at February 13, 2020.</i>
Trades Labour Corporation	36,270	47,254	<i>As at February 25, 2020.</i>
Super Saves Fence Rentals Inc.	1,420	1,420	<i>As at February 21, 2020.</i>
Super Saves Toilet Rentals Inc.	1,488	1,488	<i>As at February 21, 2020.</i>
Rona Inc. dba Dick's Lumber	100,816	134,551	<i>As at January 31, 2020.</i>
Sunbelt Rentals of Canada Inc.	56,457	65,847	<i>As at March 4, 2020.</i>
AUM Building Science & Engineering Ltd.	4,940	4,940	<i>As at October 15, 2019.</i>
BCW Design Inc.	63,000	93,195	<i>As at March 5, 2020.</i>
Greer Spray Foam Ltd.	65,202	65,202	<i>As at November 25, 2020.</i>
Greer Contracting Ltd.	4,200	4,725	<i>As at February 7, 2020.</i>
Timeline Floors Inc. dba Quality Sterling Group	216,570	216,570	<i>As at March 4, 2020.</i>
Rahul Glass Ltd.	40,996	38,100	<i>As at January 10, 2020.</i>
Total:	1,435,650	1,854,799	

TAB D
Censorio Group (Hastings & Carleton) Holdings Ltd.
Trade and Other Payables

1057127 BC Ltd 777 West Queens Rd North Vancouver BC V7N 2L5	\$52,621.60	LGI Industrial & Construction Supplies Inc. #201-20120 Stewart Crescent Maple Ridge, BC V2X 0T4	\$176.11
4Refuel Canada LP PO Box 7184, Station Terminal Vancouver, BC V6B 4E2	\$520.56	Mainland Crane Service & Trucking Ltd. 46752 Auburn Pl Chilliwack BC V5P 7J5	\$7,163.88
AC Pavings Co. Ltd #300 - 4180 Lougheed Highway Burnaby BC	\$10,779.49	Major Partitions Inc 7360, 137 Street, #330 Surrey BC V3W 1A3	\$10,250.00
Alarm Max Security Incorporated 807 - 6540 Hastings Street Burnaby, BC V5B 4Z5	\$8,463.00	Metroline Construction 305-207 W. Hastings St Vancouver, BC V6B 1H7	\$38,414.25
Artic Snow Removal & Salting Catmande Excavating 101 - 4833 Byrne Road Burnaby, BC V5J 3H6	\$1,700.00	Matakana Scaffolding B.C. Inc. 122 - 1085 East Kent Ave North Vancouver BC V5X 4V9	\$4,473.70
Atlas Leasing Ltd 1172 West 15th Street North Vancouver BC V7P 1M9	\$15,217.37	Midland Appliances by Design 13651 Bridgeport Road Richmond BC V6V 1J6	\$3,609.32
B3 Glass Ltd. 3819 Myrtle Street Burnaby BC V5C 4G1	\$30,781.05	Nemetz (S/A) & Associates Ltd. 2009 West 4th Ave Vancouver BC V6J 1N3	\$420.00
BAP Acoustics Ltd 201A-101 Klahanie Drive Port Moody BC V3H 0C3	\$1,554.00	NSD Disposal Ltd. 440 Canfor Ave New Westminster BC V3L 3C9	\$10,208.91
Bayway Construction *(Disputed by Censorio) #32 - 777 West Queens Rd North Vancouver, BC	\$21,893.55	Phoenix Environmental Services Ltd. Suite 505 - 1755 West Broadway Burnaby BC V5C 2K8	\$3,638.00
BC Hydro PO Box 9501 Stn Terminal Vancouver BC V6B 4N1	\$1,488.61	Sam's Garage Doors Ltd. 1160-551 Sherling Pl Port Coquitlam BC V3B 0J6	\$29,085.00
Dunbar Lumber Supply dba Benjamin Moore Paints 2930 Arbutus Street Vancouver, BC V6J 3Y9	\$719.60	Spratt Emanuel Engineering Ltd. 2348 Yukon Street Vancouver BC V5Y 3T6	\$31,885.00
Best Concrete 4006 Union Street Burnaby, BC V5C 2W8	\$23,194.50	SRG Engineering Consultants Ltd 205 - 4180 Lougheed Highway Burnaby BC V5C 6A7	\$4,771.00
Blue dot holding 100A-4233 Hastings Street Burnaby BC V5C 2J5	\$215.60	Starline Windows Ltd 19091 36 Avenue Surrey BC V3Z 0P6	\$905.80
BMZ Structural Engineers Suite # 501-510 Burrard St Vancouver BC V6C 3A8	\$580.00	Stone Express Enterprises Unit 1039-11111 Twigg Place Richmond BC V6V 0B7	\$21,937.50
BTY Quantity surveyor 2288 Manitoba St. Vancouver BC V5Y4B5	\$2,700.00	Stormtec Filtration Inc. 876 Derwent Way Delta BC V3M 5R1	\$554.97
Canadian Springs 6560 McMillan Way Richmond BC V6W 1L2	\$356.89	Super Concrete Cutting & Coring 3495 E. 48TH AVE Vancouver BC V5S 1H6	\$273.00
Censorio Construction Inc 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$321,747.60	Technical Safety BC Suite 600 - 2889 East 12th Ave Vancouver, BC V5M 4T5	\$246.00
Censorio Development Group Ltd. 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$70,536.90	Tomo Electric Ltd. 2308 Hoskins Rd North Vancouver BC V7J 3A3	\$56,457.00
Empire Masonry Ltd. 19781 - 56th Avenue Langley BC V3A 3X8	\$31,979.01	UTC Fire & Security Canada Inc. P.O. Box 57005 Station A Toronto, ON M5W 5M5	\$2,285.48
Fortis BC- Natural Gas PO Box 6666 Stn. Terminal Vancouver BC V6B 6M9	\$60.71	Vancouver Fire & Radius Security Ltd 22131 Fraserwood Way Richmond BC V6W 1J5	\$3,724.00
GHL Consultants Ltd. 409 Granville St, Suite 950 Vancouver BC V6C 1T2	\$2,277.40	Vanterre Capital Corp Suite 110 - 744 West Hasings Street Vancouver BC V6C 1A5	\$45,000.00
Harbour Development Consulting 2185 Riverside Drive North Vancouver, BC V7H 1V8	\$4,373.28	Villa Roofing & Sheet Metal Ltd. Unit 103 - 8380 St. George Street Vancouver BC V5X 3S7	\$199,500.00
K&H Dispatch 103-6592 176 Street Surrey BC V3S 4G5	\$44.79	West Coast Mobile Locksmiths 4386 Dawson St Burnaby BC V5C 4B6	\$346.55
Ken K. Wong & Associates 5624 E. Hastings Street Vancouver BC V5B 1R4	\$3,832.50	Wilson M. Beck Insurance Services Inc. #303 - 8678 Greenall Ave Burnaby BC V5J 3M6	\$29,745.00
Kingsmen Painting 2928 Valleyview Court Coquitlam, BC V3E 2P4	\$21,100.00	Xcellence Concrete Pumping Ltd. 12324 95A Ave Surrey BC V3V 1P9	\$904.05
KONE INC Postal Station A P O Box 4269 Toronto ON M5W 5V2	\$62,800.90	XTR Building Services #2 - 342 E Esplanade North Vancouver BC V7L 1A4	\$11,467.50
Kuhl Law Corporation 201-4547 Hastings Street Burnaby BC V5C 2K3	\$100.00	Less Tucuvan Claim which forms part of 1057127 BC Ltd. Claim	\$41,027.71
		Unsecured Creditor Total:	\$1,168,053.22

SCHEDULE "O"

SCENARIO 6:
ESTIMATED NET REALIZABLE VALUE OF THE ASSETS
ASSUMING DISCLAIMER OF PRE-SALES
AND SALE OF RESIDENTIAL STRATA LOTS
(FRAMEWORK REAL ESTATE GROUP)
AND SALE OF COMMERCIAL STRATA LOT
(RENNIE & ASSOCIATES REALTY LTD.)

SCENARIO 6
Censorio Group (Hastings & Carleton) Holdings Ltd.
Disclaim Certain Contracts of Purchase and Sale and Sell Remaining Strata Lots (Framework Real Estate Group)
Estimated Net Realizable Value of the Assets

Assets	Estimated (\$)	Notes
Cash in Bank	28,016	
GST Refunds	59,003	October 2019 to January 2020. (note 4)
City of Burnaby, Bond Refunds	121,124	
Sale of 27 Residential Units	16,949,330	Please refer to Tab A.
Less: Listing Commission	(423,733)	Please refer to Tab A.
Less: Selling Commission	(252,723)	Please refer to Tab A.
Less: Marketing Costs	(44,000)	
Less: Showhome	(50,000)	Showroom construction costs, interior design, and display/vignettes.
Sale of 1 Commercial Unit	3,100,000	
Real Estate Commission on Commercial Unit	(93,000)	3% of gross sale.
Less: Deposit received on 1 Commercial Lease	(11,168)	(note 13)
Less: Lease Commission on 1 Commercial Lease	(10,908)	(note 14)
Less: Tenant Improvements for Commercial Units	(50,000)	
Less: Estimated Costs to Complete	(1,977,778)	(note 7)
Less: PST on Appliances	(10,456)	Part of Costs to Complete.
Less: Estimated Critical Suppliers/Subtrades	(707,770)	
Less: Estimated Receiver and Manager Costs	(630,000)	
Less: Estimated Legal Costs	(225,000)	
Less: Builder's Risk, Wrap-up Liability, and Equipment	(29,745)	Arrears to February 29, 2020.
Less: Administrative Overhead	(71,000)	(note 12)
Less: Strata Fees	(26,133)	
Less: Contingency	(100,000)	
ESTIMATED REALIZABLE VALUE OF ASSETS:	15,544,059	(note 1, 3)

Secured and Other Creditors	Estimated (\$)	Notes
City of Burnaby-Property Taxes	70,000	Based on Outstanding Notice due December 31, 2019.
Estimated 2020 Property Taxes	80,000	
WorkSafe B.C.	3,438	
Peoples Trust Company (Principal)	10,957,362	As at February 5, 2020. (note 8)
Bancorp Financial et al. (Principal)	3,991,443	As at February 5, 2020. (note 9)
PK Capital Ltd. (Principal)	787,307	As at February 5, 2020. (note 10)
Priority Payables and Mortgages:	15,889,550	(note 2)
All Canadian Investment Corporation (Principal)	2,374,468	As at February 5, 2020. (note 5, 11)
Builders' Liens Registered	1,854,799	Please refer to Tab B. (note 6)
Subtotal:	20,118,817	
Trade and other payables	1,168,053	Please refer to Tab C. (note 6)
SECURED AND OTHER CREDITORS TOTALS:	21,286,870	

Note 1: Does not include any potential recovery of funds held in trust by the Company to settle two Builders' lien claims totalling \$114,688.

Note 2: Does not include interest and legal costs of mortgage holders which will be added to their loans.

Note 3: Before Receiver and Manager's interest on advances from Peoples Trust under their mortgage.

Note 4: GST return for the period of February 1 to February 4, 2020 has been filed and NIL.

Note 5: Certificate of Lis Pendens registered against the Property.

Note 6: Some accounts are included above less: critical supplies/sub-trades.

Note 7: Includes a contingency of \$200,000.

Note 8: Current per diem interest is \$1,745.21.

Note 9: Current per diem interest is \$2,048.74.

Note 10: Interest is 18% per annum, compounded monthly.

Note 11: Interest is 12% per annum, compounded quarterly.

Note 12: Includes utilities, security/alarm, equipment rental, contracted services for accounting, project manager, Censorio construction fee and Receiver's out of pocket expenses for the period ended March 31, 2020.

Note 13: This deposit received from Prpic Eyecare for the company was used to submit BP drawings and consultant work for the commercial retail unit. No monies are held in trust.

Note 14: Lease commission due to TRG Realty relating to Parallel Coffee Lease.

THESE ARE ESTIMATED FIGURES AND MAY BE SUBJECT TO CHANGE.

TAB A
Censorio Group (Hastings & Carleton) Holdings Ltd.
Presales/Unsold Residential Strata Lots (Framework Real Estate Group)
As at February 5, 2020

Unit Number	Strata Lot	Finished Square Feet	Gross Purchase Price	Less: Incentive	Less: Commission	Net Purchase Price	Framework							
							Opinion of Value (\$)	\$/Sqft (\$)	Suggested List Price (\$)	\$/Sqft (\$)	95% of Suggested List Price (\$)	\$/Sqft (\$)	Framework Listing Commission	Outside Selling Commission
101	1	1,103	784,900	5,000		779,900	859,900	780	879,900	798	835,905	758	20,898	11,780
102	2	816					644,900	790	659,900	809	626,905	768	15,673	9,350
103	3	636	404,900			404,900	484,900	762	499,900	786	474,905	747	11,873	7,583
104	4	572	347,900	15,000		332,900	434,900	760	449,900	787	427,405	747	10,685	7,031
201	5	1,122					829,900	740	849,900	757	807,405	720	20,185	11,449
202	12	1,139					879,900	773	899,900	790	854,905	751	21,373	12,001
203	6	1,019	799,900		11,391	788,509	779,900	765	799,900	785	759,905	746	18,998	10,896
204	11	610	399,900		6,741	393,159	464,900	762	479,900	787	455,905	747	11,398	7,362
205	7	740					564,900	763	579,900	784	550,905	744	13,773	8,467
206	10	636	404,900	5,000		399,900	484,900	762	499,900	786	474,905	747	11,873	7,583
207	8	707					534,900	757	549,900	778	522,405	739	13,060	8,135
208	9	636	400,000			400,000	484,900	762	499,900	786	474,905	747	11,873	7,583
301	13	1,122					849,900	757	869,900	775	826,405	737	20,660	11,669
302	20	1,139					889,900	781	909,900	799	864,405	759	21,610	12,111
303	14	1,019					794,820	780	789,900	775	750,405	736	18,760	10,786
304	19	610	409,900	7,000		402,900	469,900	770	484,900	795	460,655	755	11,516	7,418
305	15	740					569,900	770	584,900	790	555,655	751	13,891	8,522
306	18	607					469,900	774	484,900	799	460,655	759	11,516	7,418
307	16	707					529,900	750	544,900	771	517,655	732	12,941	8,080
308	17	636	424,900	10,000		414,900	489,900	770	504,900	794	479,655	754	11,991	7,638
401	21	1,122	671,900			671,900	859,900	766	879,900	784	835,905	745	20,898	11,780
402	27/28	1,700	1,100,000			1,100,000	1,179,000	694	1,199,000	705	1,139,050	670	28,476	15,304
403	22	1,019	699,900	9,900		690,000	779,900	765	799,900	785	759,905	746	18,998	10,896
405	23	740					574,900	777	589,900	797	560,405	757	14,010	8,577
406	26	636	424,900			424,900	474,900	747	489,900	770	465,405	732	11,635	7,473
407	24	707					534,900	757	549,900	778	522,405	739	13,060	8,135
408	25	629	419,000	5,000	6,974	407,026	494,900	787	509,900	811	484,405	770	12,110	7,694
Residential Strata Lots:			7,692,900	56,900	25,106	7,610,894	\$ 17,411,320		\$ 17,841,400		\$ 16,949,330		\$ 423,733	\$ 252,723

(note 1)

Note 1: 95% of Suggested List Price without Court Approval.

TAB B
Censorio Group (Hastings & Carleton) Holdings Ltd.
Builders Liens

Company	Per Company (\$)	Per Lien (\$)	Notes
FBM Canada GSD, Inc.	37,273	36,115	<i>As at September 30, 2019.</i>
Medina Concrete Services Ltd.	33,333	33,333	<i>As at November 1, 2019.</i>
Tucuvan Construction Ltd.		41,028	<i>As at December 3, 2019. (Note: part of 1057127 B.C. Ltd. claim)</i>
Omni Drywall Ltd.	86,721	93,593	<i>As at November 30, 2019.</i>
1223293 B.C. Ltd.	28,807	27,836	<i>As at January 21, 2020.</i>
MEC Mechanical Inc.	165,244	430,789	<i>As at February 4, 2020.</i>
Summit Steel Cladding Inc.	80,207	108,589	<i>As at February 6, 2020.</i>
Lantec Fabricating Ltd.	228,818	222,227	<i>As at December 1, 2019.</i>
Division 9 Contractors Ltd.	36,020	40,128	<i>As at January 30, 2020.</i>
Graestone Ready Mix Inc.	18,339	18,339	<i>As at August 2, 2019.</i>
Chandler Associates Architecture Inc.	129,529	129,529	<i>As at February 13, 2020.</i>
Trades Labour Corporation	36,270	47,254	<i>As at February 25, 2020.</i>
Super Saves Fence Rentals Inc.	1,420	1,420	<i>As at February 21, 2020.</i>
Super Saves Toilet Rentals Inc.	1,488	1,488	<i>As at February 21, 2020.</i>
Rona Inc. dba Dick's Lumber	100,816	134,551	<i>As at January 31, 2020.</i>
Sunbelt Rentals of Canada Inc.	56,457	65,847	<i>As at March 4, 2020.</i>
AUM Building Science & Engineering Ltd.	4,940	4,940	<i>As at October 15, 2019.</i>
BCW Design Inc.	63,000	93,195	<i>As at March 5, 2020.</i>
Greer Spray Foam Ltd.	65,202	65,202	<i>As at November 25, 2020.</i>
Greer Contracting Ltd.	4,200	4,725	<i>As at February 7, 2020.</i>
Timeline Floors Inc. dba Quality Sterling Group	216,570	216,570	<i>As at March 4, 2020.</i>
Rahul Glass Ltd.	40,996	38,100	<i>As at January 10, 2020.</i>
Total:	1,435,650	1,854,799	

TAB D
Censorio Group (Hastings & Carleton) Holdings Ltd.
Trade and Other Payables

1057127 BC Ltd 777 West Queens Rd North Vancouver BC V7N 2L5	\$52,621.60	LGI Industrial & Construction Supplies Inc. #201-20120 Stewart Crescent Maple Ridge, BC V2X 0T4	\$176.11
4Refuel Canada LP PO Box 7184, Station Terminal Vancouver, BC V6B 4E2	\$520.56	Mainland Crane Service & Trucking Ltd. 46752 Auburn Pl Chilliwack BC V5P 7J5	\$7,163.88
AC Pavings Co. Ltd #300 - 4180 Lougheed Highway Burnaby BC	\$10,779.49	Major Partitions Inc 7360, 137 Street, #330 Surrey BC V3W 1A3	\$10,250.00
Alarm Max Security Incorporated 807 - 6540 Hastings Street Burnaby BC V5B 4Z5	\$8,463.00	Metroline Construction 305-207 W. Hastings St Vancouver, BC V6B 1H7	\$38,414.25
Artic Snow Removal & Salting Catmande Excavating 101 - 4833 Byrne Road Burnaby, BC V5J 3H6	\$1,700.00	Matakana Scaffolding B.C. Inc. 122 - 1085 East Kent Ave North Vancouver BC V5X 4V9	\$4,473.70
Atlas Leasing Ltd 1172 West 15th Street North Vancouver BC V7P 1M9	\$15,217.37	Midland appliances by design 13651 Bridgeport Road Richmond BC V6V 1J6	\$3,609.32
B3 Glass Ltd. 3819 Myrtle Street Burnaby BC V5C 4G1	\$30,781.05	Nemetz (S/A) & Associates Ltd. 2009 West 4th Ave Vancouver BC V6J 1N3	\$420.00
BAP Acoustics Ltd. 201A-101 Klahanie Drive Port Moody BC V3H 0C3	\$1,554.00	NSD Disposal Ltd. 440 Canfor AVE New Westminster BC V3L 9C9	\$10,208.91
Bayway Construction *(Disputed by Censorio) #32 - 777 West Queens Rd North Vancouver, BC	\$21,893.55	Phoenix Environmental Services Ltd. Suite 505 - 1755 West Broadway Burnaby BC V5C 2K8	\$3,638.00
BC Hydro PO Box 9501 Stn Terminal Vancouver BC V6B 4N1	\$1,488.61	Sam's Garage Doors Ltd. 1160-551 Sherling Pl Port Coquitlam BC V3B 0J6	\$29,085.00
Dunbar Lumber Supply dba Benjamin Moore Paints 2930 Arbutus Street Vancouver, BC V6J 3Y9	\$719.60	Spratt Emanuel Engineering Ltd. 2348 Yukon Street Vancouver BC V5Y 3T6	\$31,885.00
Best Concrete 4006 Union Street Burnaby BC V5C 2W8	\$23,194.50	SRCEngineering Consultants Ltd 205- 4180 Lougheed Highway Burnaby BC V5C 6A7	\$4,771.00
Blue dot holding 100A-4233 Hastings Street Burnaby BC V5C 2J5	\$215.60	Starline Windows Ltd 19091 36 Avenue Surrey BC V3Z 0P6	\$905.80
BMZ Structural Engineers Suite # 501-510 Burrard St Vancouver BC V6C 3A8	\$580.00	Stone Express Enterprises Unit 1039-11111 Twigg Place Richmond BC V6V 0B7	\$21,937.50
BTY Quantity surveyor 2288 Manitoba St. Vancouver BC V5Y4B5	\$2,700.00	Stormtec Filtration Inc. 876 Derwent Way Delta BC V3M 5R1	\$554.97
Canadian Springs 6560 McMillan Way Richmond BC V6W 1L2	\$356.89	Super Concrete Cutting & Coring 3495 E. 48TH AVE Vancouver BC V5S 1H6	\$273.00
Censorio Construction Inc 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$321,747.60	Technical Safety BC Suite 600 - 2889 East 12th Ave Vancouver, BC V5M 4T5	\$246.00
Censorio Development Group Ltd. 4723 Hastings Street, 2nd floor Burnaby BC V5C 2K8	\$70,536.90	Torro Electric Ltd. 2308 Hoskins Rd North Vancouver BC V7J 3A3	\$56,457.00
Empire Masonry Ltd. 19781 - 56th Avenue Langley BC V3A 3X8	\$31,979.01	UTC Fire & Security Canada Inc. P.O. Box 57005 Station A Toronto, ON M5W 5M5	\$2,285.48
Fortis BC Natural Gas PO Box 6666 Stn. Terminal Vancouver BC V6B 6M9	\$60.71	Vancouver Fire & Radius Security Ltd 22131 Fraserwood Way Richmond BC V6W 1J5	\$3,724.00
GHL Consultants Ltd. 409 Granville St, Suite 950 Vancouver BC V6C 1T2	\$2,277.40	Vanterre Capital Corp Suite 110 - 744 West Hasings Street Vancouver BC V6C 1A5	\$45,000.00
Harbour Development Consulting 2185 Riverside Drive North Vancouver, BC V7H 1Y8	\$4,373.28	Villa Roofing & Sheet Metal Ltd. Unit 103 - 8380 St. George Street Vancouver BC V5X 3S7	\$199,500.00
K&H Dispatch 103-6592 176 Street Surrey BC V3S 4G5	\$44.79	West Coast Mobile Locksmiths 4386 Dawson St Burnaby BC V5C 4B6	\$346.55
Ken K. Wong & Associates 5624 E. Hastings Street Vancouver BC V5B 1R4	\$9,832.50	Wilson M. Beck Insurance Services Inc. #303 - 8678 Greenall Ave Burnaby BC V5J 3M6	\$29,745.00
Kingsmen Painting 2928 Valleyview Court Coquitlam, BC V3E 2P4	\$21,100.00	Xcellence Concrete Pumping Ltd. 12324 95A Ave Surrey BC V3V 1P9	\$904.05
KONE INC Postal Station A P.O.Box 4269 Toronto ON M5W 5V2	\$62,800.50	XTR Building Services #2 - 342 E Esplanade North Vancouver BC V7L 1A4	\$11,467.50
Kuhl Law Corporation 201-4547 Hastings Street Burnaby BC V5C 2K3	\$100.00		
		Less Tucuvan Claim which forms part of 1057127 BC Ltd. Claim:	\$41,027.71
		Unsecured Creditor Total:	\$1,168,053.22

SCHEDULE "P"

LIST OF RESIDENTIAL STRATA LOTS
WITH RENNIE RECOMMENDED LIST PRICES

TAB A
 Censorio Group (Hastings & Carleton) Holdings Ltd.
 Presales/Unsold Residential Strata Lots (Rennie & Associates Realty Ltd.)
 As at February 5, 2020

							Rennie Developer Services - Advisory									
Unit Number	Strata Lot	Finished Square Feet	Gross Purchase Price	Less: Incentive	Less: Commission	Net. Purchase Price	Opinion of Value Low (\$)	\$/Sqft (\$)	Opinion of Value High (\$)	\$/Sqft (\$)	Suggested List Price (\$)	\$/Sqft (\$)	95% of Suggested List Price (\$)	\$/Sqft (\$)	Rennie Listing Commission	Outside Selling Commission
101	1	1,103	784,900	5,000		779,900										
102	2	816														
103	3	636	404,900			404,900										
104	4	572	347,900	15,000		332,900										
201	5	1,122														
202	12	1,139														
203	6	1,019	799,900		11,391	788,509										
204	11	610	399,900		6,741	393,159										
205	7	740														
206	10	636	404,900	5,000		399,900										
207	8	707														
208	9	636	400,000			400,000										
301	13	1,122														
302	20	1,139														
303	14	1,019														
304	19	610	409,900	7,000		402,900										
305	15	740														
306	18	607														
307	16	707														
308	17	636	424,900	10,000		414,900										
401	21	1,122	671,900			671,900										
402	27/28	1,700	1,100,000			1,100,000										
403	22	1,019	699,900	9,900		690,000										
405	23	740														
406	26	636	424,900			424,900										
407	24	707														
408	25	629	419,000	5,000	6,974	407,026										
Residential Strata Lots:			7,692,900	56,900	25,106	7,610,894										

REDACTED

Note 1: 95% of Suggested List Price without Court Approval.

SCHEDULE "Q"
ESTIMATED COST TO COMPLETE CONSTRUCTION

AS OF: February 5, 2020
 FILE: 3-8674
 CLAIM: No.1

LENDER:
 DEVELOPER:

Receiver & Manager: D. Manning & Associates Inc. March 13, 2020
 Censorio Group (Hastings & Carleton) Holdings Ltd.

PROGRESS CLAIM FORM
 'Hastings & Carleton'
 4223 Hastings Street, Burnaby, BC

CODE	ELEMENT	(1) ORIGINAL BUDGET	(2a) PRIOR BUDGET REVISIONS	(2b) CURRENT BUDGET REVISIONS	(2) TOTAL BUDGET REVISIONS	(3) REVISED BUDGET (1+2)
------	---------	---------------------------	--------------------------------------	--	-------------------------------------	-----------------------------------

(4) PREVIOUS CLAIM	(5) CURRENT CLAIM	(6) TOTAL CLAIM (4+5)	(7) COST TO COMPLETE (3-6)
--------------------------	-------------------------	--------------------------------	-------------------------------------

1000	GENERAL REQUIREMENTS	261,152	0	0	0	261,152
2000	SITE WORK	38,163	0	0	0	38,163
3000	CONCRETE	8,000	0	0	0	8,000
4000	MASONRY	5,275	0	0	0	5,275
5000	METALS	92,236	0	0	0	92,236
6000	WOOD & PLASTICS	60,000	0	0	0	60,000
7000	THERMAL & MOISTURE	118,800	0	0	0	118,800
8000	DOORS & WINDOWS	59,302	0	0	0	59,302
9000	FINISHES	186,819	0	0	0	186,819
10000	SPECIALTIES	141,004	0	0	0	141,004
11000	EQUIPMENT	175,000	0	0	0	175,000
12000	FURNISHINGS	43,313	0	0	0	43,313
13000	SPECIAL CONSTRUCTION	0	0	0	0	0
14000	CONVEYING SYSTEMS	5,000	0	0	0	5,000
15000	MECHANICAL	252,900	0	0	0	252,900
16000	ELECTRICAL	149,000	0	0	0	149,000
TOTAL CONSTRUCTION		1,595,964	0	0	0	1,595,964

0	0%	0	0%	0	0%	261,152	100%
0	0%	0	0%	0	0%	38,163	100%
0	0%	0	0%	0	0%	8,000	100%
0	0%	0	0%	0	0%	5,275	100%
0	0%	0	0%	0	0%	92,236	100%
0	0%	0	0%	0	0%	60,000	100%
0	0%	0	0%	0	0%	118,800	100%
0	0%	0	0%	0	0%	59,302	100%
0	0%	0	0%	0	0%	186,819	100%
0	0%	0	0%	0	0%	141,004	100%
0	0%	0	0%	0	0%	175,000	100%
0	0%	0	0%	0	0%	43,313	100%
0	0%	0	0%	0	0%	0	0%
0	0%	0	0%	0	0%	5,000	100%
0	0%	0	0%	0	0%	252,900	100%
0	0%	0	0%	0	0%	149,000	100%
0	0%	0	0%	0	0%	1,595,964	100%

20000	LAND	0	0	0	0	0
21000	CONSULTANTS	59,087	0	0	0	59,087
22000	DEVELOPMENT	121,000	0	0	0	121,000
23000	GOVERNMENT TAXES & LEVIES	1,726	0	0	0	1,726
24000	MARKETING	0	0	0	0	0
25000	FINANCING	0	0	0	0	0
26000	INTEREST RESERVE - 1ST MORTGAGE	0	0	0	0	0
26500	INTEREST RESERVE - 2ND MORTGAGE	0	0	0	0	0
27000	CONTINGENCY 12.53%	200,000	0	0	0	200,000
TOTAL DEVELOPMENT		381,814	0	0	0	381,814

0	0%	0	0%	0	0%	0	0%
0	0%	0	0%	0	0%	59,087	100%
0	0%	0	0%	0	0%	121,000	100%
0	0%	0	0%	0	0%	1,726	100%
0	0%	0	0%	0	0%	0	0%
0	0%	0	0%	0	0%	0	0%
0	0%	0	0%	0	0%	0	100%
0	0%	0	0%	0	0%	0	0%
0	0%	0	0%	0	0%	200,000	100%
0	0%	0	0%	0	0%	381,814	100%

TOTAL PROJECT		1,977,778	0	0	0	1,977,778
----------------------	--	------------------	----------	----------	----------	------------------

0	0%	-	0%	0	0%	1,977,778	100%
---	----	---	----	---	----	------------------	-------------

1010	Project Manager - 1/2 time	26,000			0	26,000
1020	Superintendent	0			0	0

	0%		0%	0	0%	26,000	100%
	0%		0%	0	0%	0	0%

AS OF: February 5, 2020
 FILE: 3-8674
 CLAIM: No.1

LENDER:
 DEVELOPER:

Receiver & Manager: D. Manning & Associates Inc. March 13, 2020
 Censorio Group (Hastings & Carleton) Holdings Ltd.

PROGRESS CLAIM FORM
 'Hastings & Carleton'
 4223 Hastings Street, Burnaby, BC

CODE ELEMENT	(1)	(2a)	(2b)	(2)	(3)
	ORIGINAL BUDGET	PRIOR BUDGET REVISIONS	CURRENT BUDGET REVISIONS	TOTAL BUDGET REVISIONS	REVISED BUDGET (1+2)
1030 Project Coordinator	0			0	0
1040 Safety Officer	16,000			0	16,000
1050 Project Accountant - 1/2 time	22,000			0	22,000
1060 Building Survey	0			0	0
1070 Legal Survey	10,000			0	10,000
1080 Safety Supplies	0			0	0
1090 Temp Telephone	800			0	800
1100 Temp Office Equipment	0			0	0
1110 Temp Field Office Supplies	0			0	0
1120 Temp Fencing/Hoarding	500			0	500
1130 Temp Site Storage	0			0	0
1140 Temp Site Office	0			0	0
1150 Temp Field Supplies	0			0	0
1160 Temp Power	0			0	0
1170 Weather Enclosures	0			0	0
1180 Project Signage	0			0	0
1190 Temp Labour	15,000			0	15,000
1200 Small Tools & Repairs	0			0	0
1210 Temp Power	12,000			0	12,000
1220 Temp Toilets	650			0	650
1230 Mobile Crane	0			0	0
1240 Covered Walkways	0			0	0
1250 Cartage	0			0	0
1260 Winter Conditions	0			0	0
1270 Progressive Clean up(Garbage)	20,000			0	20,000
1280 Final Clean up	20,000			0	20,000
1290 Flag Man	0			0	0
1300 Guard Rails	0			0	0
1310 Deficiencies	15,000			0	15,000
1320 Protect Finishes	0			0	0
1330 Site Security	3,200			0	3,200
1340 Maintenance/1 yr warranty	80,000			0	80,000
1350 Job Photographs	0			0	0
1360 Blue Printing / Drafting	0			0	0
1370 Construction Fee	20,000			0	20,000
1000 Subtotal General Requirements	261,152	0	0	0	261,152

(4)	(5)	(6)	(7)		
			COST TO COMPLETE	(3-6)	
PREVIOUS CLAIM	CURRENT CLAIM	TOTAL CLAIM (4+5)			
	0%	0	0%	0	0%
	0%	0	0%	16,000	100%
	0%	0	0%	22,000	100%
	0%	0	0%	0	0%
	0%	0	0%	10,000	100%
	0%	0	0%	0	0%
	0%	0	0%	800	100%
	0%	0	0%	0	0%
	0%	0	0%	0	100%
	0%	0	0%	500	100%
	0%	0	0%	0	0%
	0%	0	0%	0	100%
	0%	0	0%	0	100%
	0%	0	0%	0	0%
	0%	0	0%	0	0%
	0%	0	0%	0	0%
	0%	0	0%	15,000	100%
	0%	0	0%	0	100%
	0%	0	0%	12,000	100%
	0%	0	0%	650	100%
	0%	0	0%	0	100%
	0%	0	0%	0	100%
	0%	0	0%	0	100%
	0%	0	0%	20,000	100%
	0%	0	0%	20,000	100%
	0%	0	0%	0	0%
	0%	0	0%	0	0%
	0%	0	0%	15,000	100%
	0%	0	0%	0	100%
	0%	0	0%	3,200	100%
	0%	0	0%	80,000	100%
	0%	0	0%	0	0%
	0%	0	0%	0	100%
	0%	0	0%	20,000	100%
	0	0	0	261,152	100%

2010 Demolition	0			0	0
2020 Hazmat Removal	0			0	0
2030 Excavation & Disposal	0			0	0

	0%	0	0%	0	100%
	0%	0	0%	0	0%
	0%	0	0%	0	100%

AS OF: February 5, 2020
 FILE: 3-8674
 CLAIM: No.1

LENDER:
 DEVELOPER:

Receiver & Manager: D. Manning & Associates Inc. March 13, 2020
 Censorio Group (Hastings & Carleton) Holdings Ltd.

PROGRESS CLAIM FORM
 'Hastings & Carleton'
 4223 Hastings Street, Burnaby, BC

CODE	ELEMENT	(1) ORIGINAL BUDGET	(2a) PRIOR BUDGET REVISIONS	(2b) CURRENT BUDGET REVISIONS	(2) TOTAL BUDGET REVISIONS	(3) REVISED BUDGET (1+2)
5010	Structural Steel (balcony)	0			0	0
5020	Misc. Metals	5,000			0	5,000
5030	Brick Angle	0			0	0
5040	Canopy	0			0	0
5050	Aluminum Balcony Rails	37,236			0	37,236
5060	Aluminum Stair Rails	20,000			0	20,000
5070	Additional Structural Steel/balconies	30,000			0	30,000
Subtotal Metals		92,236	0	0	0	92,236

(4) PREVIOUS CLAIM		(5) CURRENT CLAIM		(6) TOTAL CLAIM (4+5)		(7) COST TO COMPLETE (3-6)	
	0%		0%	0	0%	0	100%
	0%		0%	0	0%	5,000	100%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	37,236	100%
	0%		0%	0	0%	20,000	100%
	0%		0%	0	0%	30,000	100%
0	0%	0	0%	0	0%	92,236	100%

6010	Framing - Labour	0			0	0
6020	Framing - Materials	0			0	0
6030	Misc Framing Materials	0			0	0
6040	R/I Backing & Blocking	0			0	0
6050	Finish Carpentry	30,000			0	30,000
6060	Millwork(kitchen/vanity install)	30,000			0	30,000
Subtotal Wood & Plastics		60,000	0	0	0	60,000

	0%		0%	0	0%	0	0%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	30,000	100%
	0%		0%	0	0%	30,000	100%
0	0%	0	0%	0	0%	60,000	100%

7010	Damproofing	0			0	0
7020	Canopy Gutter Coating	0			0	0
7030	SBS Roofing	25,000			0	25,000
7040	Batt Insulation	0			0	0
7050	Spray Insulation	5,000			0	5,000
7060	Cement Board Siding	75,000			0	75,000
7070	Wood Soffits	0			0	0
7080	Firestopping	0			0	0
7090	Sealants & Caulking	13,800			0	13,800
Subtotal Thermal & Moisture		118,800	0	0	0	118,800

	0%		0%	0	0%	0	0%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	25,000	100%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	5,000	100%
	0%		0%	0	0%	75,000	100%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	0	100%
	0%		0%	0	0%	13,800	100%
0	0%	0	0%	0	0%	118,800	100%

8010	Metal Doors & Frames	0			0	0
8020	Wood Doors & Frames - Suite Entry	0			0	0
8040	Curtain Wall	29,302			0	29,302
8050	Vinyl Windows	0			0	0
8060	Vinyl Swing Patio Doors	0			0	0
8070	Custom Divider Panel Doors	30,000			0	30,000
Subtotal Doors & Windows		59,302	0	0	0	59,302

	0%		0%	0	0%	0	100%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	29,302	100%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	30,000	100%
0	0%	0	0%	0	0%	59,302	100%

9010	Steel Stud	0			0	0
9020	Drywall - Residential	22,000			0	22,000
9030	Drywall - Commercial	0			0	0
9040	Tile	0			0	0

	0%		0%	0	0%	0	100%
	0%		0%	0	0%	22,000	100%
	0%		0%	0	0%	0	100%
	0%		0%	0	0%	0	100%

AS OF: February 5, 2020
 FILE: 3-8674
 CLAIM: No.1

LENDER:
 DEVELOPER:

Receiver & Manager: D. Manning & Associates Inc. March 13, 2020
 Censorio Group (Hastings & Carleton) Holdings Ltd.

PROGRESS CLAIM FORM
 'Hastings & Carleton'
 4223 Hastings Street, Burnaby, BC

CODE	ELEMENT	(1) ORIGINAL BUDGET	(2a) PRIOR BUDGET REVISIONS	(2b) CURRENT BUDGET REVISIONS	(2) TOTAL BUDGET REVISIONS	(3) REVISED BUDGET (1+2)
9050	Flooring	60,000			0	60,000
9060	Painting - Exterior	44,818			0	44,818
9070	Painting - Interior	60,000			0	60,000
	Subtotal Finishes	186,819	0	0	0	186,819
10010	Identifying Devices	3,000			0	3,000
10020	Bike Enclosures	20,000			0	20,000
10030	Shower Doors	0			0	0
10040	Canopy Glass	8,000			0	8,000
10050	Mirrors	8,400			0	8,400
10060	Misc. Glazing	1,000			0	1,000
10070	Rolling Overhead Doors	0			0	0
10080	Postal Specialties	0			0	0
10090	Closet Shelving	96,404			0	96,404
10100	Washroom Accessories	4,200			0	4,200
	Subtotal Specialties	141,004	0	0	0	141,004
11010	Appliances	175,000			0	175,000
	Subtotal Equipment	175,000	0	0	0	175,000
12010	Window Coverings	18,000			0	18,000
12020	Cabinets	0			0	0
12030	Countertops	25,313			0	25,313
	Subtotal Furnishings	43,313	0	0	0	43,313
13010	Fire Safety Plan	0	0		0	0
	Subtotal Fire Safety Plan	0	0	0	0	0
14010	Elevator	5,000			0	5,000
	Subtotal Conveying Systems	5,000	0	0	0	5,000
15010	Mechanical	177,900			0	177,900
15020	Plumbing Fixtures	75,000			0	75,000
	Subtotal Mechanical	252,900	0	0	0	252,900
16010	Electrical Work	118,000			0	118,000
16020	Electrical Work - Light Fittings	22,000			0	22,000
16030	Security Access System	9,000			0	9,000
16040	Communications	0			0	0
	Subtotal Electrical	149,000	0	0	0	149,000

(4) PREVIOUS CLAIM		(5) CURRENT CLAIM		(6) TOTAL CLAIM (4+5)		(7) COST TO COMPLETE (3-6)	
	0%		0%	0	0%	60,000	100%
	0%		0%	0	0%	44,818	100%
	0%		0%	0	0%	60,000	100%
0	0%	0	0%	0	0%	186,819	100%
	0%		0%	0	0%	3,000	100%
	0%		0%	0	0%	20,000	100%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	8,000	100%
	0%		0%	0	0%	8,400	100%
	0%		0%	0	0%	1,000	100%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	0	0%
	0%		0%	0	0%	96,404	100%
	0%		0%	0	0%	4,200	100%
0	0%	0	0%	0	0%	141,004	100%
	0%		0%	0	0%	175,000	100%
0	0%	0	0%	0	0%	175,000	100%
	0%		0%	0	0%	18,000	100%
	0%		0%	0	0%	0	100%
	0%		0%	0	0%	25,313	100%
0	0%	0	0%	0	0%	43,313	100%
0	0%		0%	0	0%	0	0%
0	0%	0	0%	0	0%	0	0%
	0%		0%	0	0%	5,000	100%
0	0%	0	0%	0	0%	5,000	100%
	0%		0%	0	0%	177,900	100%
	0%		0%	0	0%	75,000	100%
0	0%	0	0%	0	0%	252,900	100%
	0%		0%	0	0%	118,000	100%
	0%		0%	0	0%	22,000	100%
	0%		0%	0	0%	9,000	100%
	0%		0%	0	0%	0	0%
0	0%	0	0%	0	0%	149,000	100%

AS OF: February 5, 2020
 FILE: 3-8674
 CLAIM: No.1

LENDER:
 DEVELOPER:

Receiver & Manager: D. Manning & Associates Inc. March 13, 2020
 Censorio Group (Hastings & Carleton) Holdings Ltd.

PROGRESS CLAIM FORM
 'Hastings & Carleton'
 4223 Hastings Street, Burnaby, BC

CODE	ELEMENT	(1) ORIGINAL BUDGET	(2a) PRIOR BUDGET REVISIONS	(2b) CURRENT BUDGET REVISIONS	(2) TOTAL BUDGET REVISIONS	(3) REVISED BUDGET (1+2)
20010	Land Costs	0			0	0
20020	Property Transfer Tax	0			0	0
	Subtotal Land	0	0	0	0	0

(4) PREVIOUS CLAIM	(5) CURRENT CLAIM	(6) TOTAL CLAIM (4+5)	(7) COST TO COMPLETE (3-6)
	0%	0	0
	0%	0	0
0	0%	0	0

21010	Architect	20,000			0	20,000
21020	Landscape Architect	0			0	0
21030	Civil Engineer	4,086			0	4,086
21040	Building Envelope	25,000			0	25,000
21050	Structural Engineer	2,500			0	2,500
21060	Mechanical Engineer	2,500			0	2,500
21070	Electrical Engineer	2,500			0	2,500
21080	Geotechnical Engineer	0			0	0
21090	Certified Professional	0			0	0
21100	Other Consultants	0			0	0
21110	Code Consultant	2,500			0	2,500
21120	Acoustic Engineer	0			0	0
21130	Traffic Engineer	0			0	0
21140	Environmental Consultant	0			0	0
21150	Interior Design	0			0	0
21160	Consultant Disbursements	0			0	0
21170	Plans / Prints / Drawings	0			0	0
	Subtotal Consultants	59,087	0	0	0	59,087

	0%	0	20,000	100%
	0%	0	0	0%
	0%	0	4,086	100%
	0%	0	25,000	100%
	0%	0	2,500	100%
	0%	0	2,500	100%
	0%	0	2,500	100%
	0%	0	0	100%
	0%	0	0	0%
	0%	0	2,500	100%
	0%	0	0	0%
	0%	0	0	0%
	0%	0	0	0%
	0%	0	0	0%
	0%	0	0	0%
	0%	0	0	100%
	0%	0	0	0%
0	0%	0	59,087	100%

22010	Development Management	0			0	0
22020	Appraisal	0			0	0
22030	Insurance	116,000			0	116,000
22040	Home Warranty	0			0	0
22050	Survey - Strata	0			0	0
22060	Survey - Legal	0			0	0
22070	Rendering	0			0	0
22080	Carrying Costs - Strata Fees	5,000			0	5,000
22090	Legal - Acquisition / Closing	0			0	0
	Subtotal Development	121,000	0	0	0	121,000

	0%	0	0	0%
	0%	0	0	0%
	0%	0	116,000	100%
	0%	0	0	0%
	0%	0	0	100%
	0%	0	0	0%
	0%	0	0	0%
	0%	0	0	0%
	0%	0	5,000	100%
	0%	0	0	0%
0	0%	0	121,000	100%

23010	Development Permit / Rezoning	0			0	0
23020	Subdivision / Phased Strata	0			0	0
23030	Municipal Engineering Fees	0			0	0
23040	Building Permit	500			0	500
23050	Cap Off Fees (Sewer & Water)	0			0	0

	0%	0	0	0%
	0%	0	0	0%
	0%	0	0	0%
	0%	0	500	100%
	0%	0	0	0%

SCHEDULE "R"
LIST OF CRITICAL PAYABLES

SENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD. CRITICAL PAYABLES

Contract	Trade	Date	Confirmation	Critical Payable	Negotiated Payable	Cost to Complete	Remarks
Architectural Consultant	Chandler Associates Architecture Inc.	1/24/2020	Yes	129,582.95	105,000.00	20,000.00	Consultant submitted a CBL for higher amount. Negotiated settlement as we require the architect to complete all schedules and coordinate for turn over to city.
Strata Plan EPS5728	Ascent Real Estate Management Corporation	1/24/2020		7,047.75	7,047.75		Developer contribution to commence strata, mandatory by law.
Roofing	Villa Roofing & Sheet Metal Ltd.	1/24/2020		159,658.00	116,000.00	25,000.00	Negotiated critical arrears to \$116,000 now, with the balance remaining as an unsecured claim. Critical as they provide final roof warranty for the project. There were major roofing quality controls in place with this company to ensure the roof was vented and accurately detailed for envelope consultant.
Roofing Envelope Consultant	AUM Building Science & Engineering Ltd.	1/24/2020		4,940.00	4,940.00		Required schedules for occupancy turn over to city. No additional cost to complete.
Glazing	B3 Glass Ltd.	1/24/2020		30,781.05	30,781.05	25,494.00	Critical payment for completion of canopy glass for occupancy. They have balance to complete interior vestibules covered in the cost to complete. Cost will be a lot higher to replace as we will have to remeasure and do all install without main contractor which will cost additional engineering, materials and time delays. Additional costs to complete to be billed as WIP.
Cabinets	BCW Design Inc.	1/24/2020	Yes	93,195.15	63,000.00	26,625.00	To replace will be +/- 200k + 3-4 mths to replace. Will have to rip out existing cabinets and get new pricing and shop drawings and will also affect the countertop pricing as they have been made and measured against original kitchens. Will be tough to find a kitchen company as the door manufacturer is PENTCO (monopoly on door product) and they supply a majority of all cabinet shops with doors.
Structural Engineer	BMZ Structural Engineers	1/24/2020		580.00	580.00	2,500.00	Required Schedules for Occupancy
Doors & Hardware	Rona Inc. dba Dicks Lumber	1/24/2020	Yes	100,815.94	100,815.94	60,000.00	Balance of doors & hardware. New lead time 3-4 months. All existing tracks and door pocket frames will have to rip out drywall to re & re adding more trades required to finish.
Interior painting	Kingsmen Painting	1/24/2020	Yes	21,100.00	0.00	51,962.00	Trade has agreed to wait for the arrears and continue on as a cost to complete project.
Code Consultant	GHL Consultants Ltd.	1/24/2020		2,277.40	2,277.40	2,500.00	Required schedules for occupancy turn over to city.
Legal Survey	Ken K. Wong & Associates	1/24/2020	Yes	3,832.50	3,832.50	10,000.00	Required final strata plans for strata registration for occupancy turn over to city.
Elevator	Kone Inc.	1/24/2020	Yes	62,800.90	62,800.90	5,000.00	Required for BC Safety Authority Approval for occupancy turn over to city. This amount includes their change order and holdback.
Electrical Consultant	Nemetz (S/A) & Associates Ltd.	1/24/2020		420.00	420.00	2,500.00	Required schedules for occupancy turn over to city.
Environmental Consultant	Phoenix Environmental Services Ltd.	1/24/2020		5,517.39	5,517.39	4,420.00	Required for occupancy turn over to city. Estimate for 4 months but we are trying to decommission this now so cost will be minimal, possibly only 1 month.
Flooring	Timeline Floors Inc. dba Quality Sterling Group	1/24/2020		216,570.00	53,000.00	60,000.00	Negotiated critical arrears to \$53,000 now with the balance as an unsecured claim. Trade will confirm the cost to complete.
Envelope Consultant	Spratt Emanuel Engineering Ltd.	1/24/2020		31,884.50	31,884.50	22,000.00	decommission this now so cost will be minimal, possibly only 1 month.
Mechanical Consultant	SRC Engineering Consultants Ltd.	1/24/2020		4,770.58	4,770.58	2,500.00	Required schedules for occupancy turn over to city.
Countertops	Stone Express Enterprises	1/24/2020	Yes	21,937.50	21,937.50	25,313.00	2nd floor ready for delivery. This is required as material not readily available and they have all material in shop to complete project. Delay would cost more than balance of contract and add time delay.
BC Safety Authority	Technical Safety BC	1/24/2020		246.00	246.00		Required for BC Safety Authority for final elevator inspection for occupancy turn over to city. May charge additional inspection fee but have covered in elevator cost to complete line.
ULC Listed Alarm Monitoring	UTC Fire & Security Canada Inc.	1/24/2020		2,726.99	2,726.99	1,060.89	Required for occupancy turn over to city. This is for cost of equipment.
Fire safety Consultant	Vancouver Fire & Radius Security Ltd.	1/24/2020		3,724.00	3,724.00	6,000.00	Required for occupancy turn over to city.
Exterior Envelope	XTR Building Services	1/24/2020	Yes	11,467.50	11,467.50	53,653.45	Envelope completion for sign off. They are a specialized coatings contractor that has worked our envelope consultant, qualified for the 4 different materials we have. Specialized Contractor not easy to replace and ensure qualified warranty for exterior.
Mechanical	MEC Mechanical Inc.	1/24/2020		430,788.92	75,000.00	252,900.00	Complete mechanical including all related warranty. Supply and installation of all fixtures and all related schedules required for final occupancy.
Electrical	Torro Electric Ltd.	1/24/2020	Yes	55,383.10	0.00	118,000.00	Trade has agreed that the arrears are an unsecured claim and will continue on as a cost to complete project. The cost to complete is confirmed.

TOTAL

1,402,048.12

707,770.00

777,428.34

SCHEDULE "S"

LIST OF UNSECURED CREDITORS

TAB D
Censorio Group (Hastings & Carleton) Holdings Ltd.
Trade and Other Payables

1057127 BC Ltd 777 West Queens Rd North Vancouver BC V7N 2L5	\$52,621.60	LGI Industrial & Construction Supplies Inc. #201-20120 Stewart Crescent Maple Ridge, BC V2X 0T4	\$176.11
4Refuel Canada LP PO Box 7184, Station Terminal Vancouver, BC V6B 4E2	\$520.56	Mainland Crane Service & Trucking Ltd. 46752 Auburn Pl Chilliwack BC V5P 7J5	\$7,163.88
AC Pavings Co. Ltd #300 - 4180 Lougheed Highway Burnaby BC	\$10,779.49	Major Partitions Inc 7360, 137 Street, #330 Surrey BC V3W 1A3	\$10,250.00
Alarm Max Security Incorporated 807 - 6540 Hastings Street Burnaby BC V5B 4Z5	\$8,463.00	Metroline Construction 305-207 W. Hastings St Vancouver, BC V6B 1H7	\$38,414.25
Artic Snow Removal & Salting Catmande Excavating 101 - 4833 Byrne Road Burnaby, BC V5J 3H6	\$1,700.00	Matakana Scaffolding B.C. Inc. 122 - 1085 East Kent Ave North Vancouver BC V5X 4V9	\$4,473.70
Atlas Leasing Ltd 1172 West 15th Street North Vancouver BC V7P 1M9	\$15,217.37	Midland appliances by design 13651 Bridgeport Road Richmond BC V6V 1J6	\$3,609.32
B3 Glass Ltd. 3819 Myrtle Street Burnaby BC V5C 4G1	\$30,781.05	Nemetz (S/A) & Associates Ltd. 2009 West 4th Ave Vancouver BC V6J 1N3	\$420.00
BAP Acoustics Ltd. 201A-101 Klahanie Drive Port Moody, BC V3H 0C3	\$1,554.00	NSD Disposal Ltd. 440 Canfor AVE New Westminster BC V3L 3C9	\$10,208.91
Bayway Construction *(Disputed by Censorio) #32 - 777 West Queens Rd North Vancouver, BC	\$21,893.55	Phenix Environmental Services Ltd. Suite 505 - 1755 West Broadway Burnaby BC V5C 2K8	\$3,638.00
BC Hydro PO Box 9501 Stn Terminal Vancouver BC V6B 4N1	\$1,488.61	Sam's Garage Doors Ltd. 1160-551 Sherling Pl Port Coquitlam BC V3B 0J6	\$29,085.00
Dunbar Lumber Supply dba Benjamin Moore Paints 2930 Arbutus Street Vancouver, BC V6J 3Y9	\$719.60	Spratt Emanuel Engineering Ltd. 2348 Yukon Street Vancouver BC V5Y 3T6	\$31,885.00
Best Concrete 4006 Union Street Burnaby BC V5C 2W8	\$23,194.50	SRC Engineering Consultants Ltd 205- 4180 Lougheed Highway Burnaby BC V5C 6A7	\$4,771.00
Blue dot holding 100A-4233 Hastings Street Burnaby BC V5C 2J5	\$215.60	Starline Windows Ltd 19091 36 Avenue Surrey BC V3Z 0P6	\$905.80
BMZ Structural Engineers Suite # 501-510 Burrard St Vancouver BC V6C 3A8	\$580.00	Stone Express Enterprises Unit 1039-11111 Twigg Place Richmond BC V6V 0B7	\$21,937.50
BTY Quantity surveyor 2288 Manitoba St. Vancouver BC V5Y4B5	\$2,700.00	Stormtec Filtration Inc. 876 Derwent Way Delta BC V3M 5R1	\$554.97
Canadian Springs 6560 McMillan Way Richmond BC V6W 1L2	\$356.89	Super Concrete Cutting & Coring 3495 E. 48TH AVE Vancouver BC V5S 1H6	\$273.00
Censorio Construction Inc 4723 Hastings Street, 2nd floor Burnaby BC V5C 2X8	\$321,747.60	Technical Safety BC Suite 600 - 2889 East 12th Ave Vancouver, BC V5M 4T5	\$246.00
Censorio Development Group Ltd. 4723 Hastings Street, 2nd floor Burnaby BC V5C 2X8	\$70,536.90	Torro Electric Ltd. 2308 Hoskins Rd North Vancouver BC V7J 3A3	\$56,457.00
Empire Masonry Ltd. 19781 - 56th Avenue Langley BC V3A 3X8	\$31,979.01	UTC Fire & Security Canada Inc. P.O. Box 57005 Station A Toronto, ON M5W 5M5	\$2,285.48
Fortis BC- Natural Gas PO Box 6666 Stn. Terminal Vancouver BC V6B 6M9	\$60.71	Vancouver Fire & Radius Security Ltd 22131 Fraserwood Way Richmond BC V6W 1J5	\$3,724.00
GHL Consultants Ltd. 409 Granville St, Suite 950 Vancouver BC V6C 1T2	\$2,277.40	Vanterre Capital Corp Suite 110 - 744 West Hasings Street Vancouver BC V6C 1A5	\$45,000.00
Harbour Development Consulting 2185 Riverside Drive North Vancouver, BC V7H 1V8	\$4,373.28	Villa Roofing & Sheet Metal Ltd. Unit 103 - 8380 St. George Street Vancouver BC V5X 357	\$199,500.00
K&H Dispatch 103-6592 176 Street Surrey BC V3S 4G5	\$44.79	West Coast Mobile Locksmiths 4386 Dawson St Burnaby BC V5C 4B6	\$346.55
Ken K. Wong & Associates 5624 E. Hastings Street Vancouver BC V5B 1R4	\$3,832.50	Wilson M. Beck Insurance Services Inc. #303 - 8678 Greenall Ave Burnaby BC V5J 3M6	\$29,745.00
Kingsmen Painting 2928 Valleyview Court Coquitlam, BC V3E 2P4	\$21,100.00	Xcellence Concrete Pumping Ltd. 12324 95A Ave Surrey BC V3V 1P9	\$904.05
KONE INC Postal Station A P.O. Box 4269 Toronto ON M5W 5V2	\$62,800.90	XTR Building Services #2 - 342 E Esplanade North Vancouver BC V7L 1A4	\$11,467.50
Kuhl Law Corporation 201-4547 Hastings Street Burnaby BC V5C 2K3	\$100.00		
		Less Tucuvan Claim which forms part of 1057127 BC Ltd. Claim:	\$41,027.71
		Unsecured Creditor Total:	\$1,168,053.22

SCHEDULE "T"

RECEIVER AND MANAGER'S INTERIM STATEMENT OF CASH
RECEIPTS AND DISBURSEMENTS FOR THE PERIOD
FEBRUARY 5, 2020 TO APRIL 16, 2020

CENSORIO GROUP (HASTINGS & CARLETON) HOLDINGS LTD.

RECEIVER and MANAGER'S
 INTERIM STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS
 FOR THE PERIOD FEBRUARY 5, 2020 TO APRIL 16, 2020

	<u>\$</u>	<u>\$</u>	<u>\$</u>
RECEIPTS			
Advances from Peoples Trust Company		950,000.00	
Cash in bank as at February 5, 2020		28,016.78	
GST Refunds		6,224.93	
GST Refunds (Pre-Receivership)		59,063.52	
Interest Revenue		146.38	
		<hr/>	
TOTAL RECEIPTS			1,043,451.61
DISBURSEMENTS			
Advertising (Legal)		656.16	
Alarm and Security		7,675.00	
Bank Charges		102.38	
Building Permit Extension Fee		315.20	
Contracted Services:			
Construction Fees	9,736.85		
Project Accounting Fees	9,736.84		
Project Management Fees	<u>12,657.89</u>	32,131.58	
Development Costs		341,613.13	
Filing Fees		90.00	
GST Paid		23,799.87	
Insurance		93,397.00	
Legal Fees and Disbursements		35,873.60	
Photocopies		729.00	
Postage & Courier		367.83	
Receiver and Manager's Fees		103,322.50	
Rental Expenses:			
Toilet	1,836.48		
Equipment	4,708.00		
Fence	<u>1,551.02</u>	8,095.50	
Telephone & Facsimile		582.09	
Travel		475.42	
Utilities:			
Gas and Hydro	51.05		
Internet	225.65		
Waste Disposal	<u>806.00</u>	1,082.70	
		<hr/>	
TOTAL DISBURSEMENTS			<u>650,308.96</u>
EXCESS OF RECEIPTS OVER DISBURSEMENTS			<u><u>393,142.65</u></u>