

A LEADER SINCE 1913

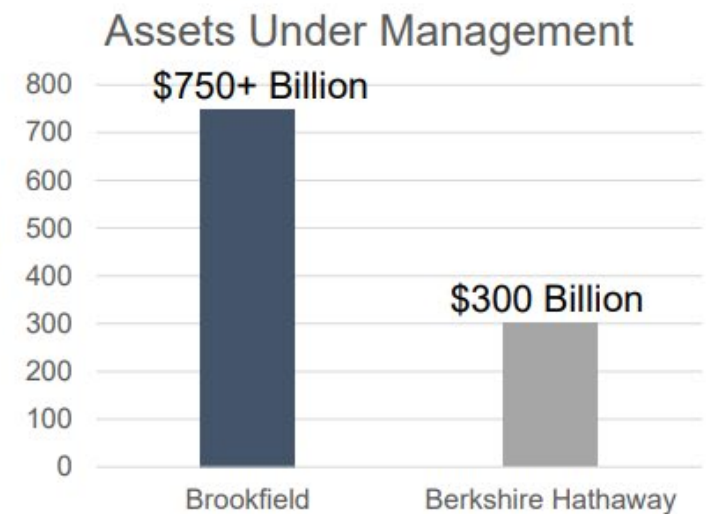


 ROYAL LePAGE®
COMMERCIAL™ | LAND & INVESTMENT
GROUP

PART OF THE LARGEST GLOBAL REAL ESTATE COMPANY

Brookfield
A Strong, Savvy Parent Company

The **Largest** And Most
Impactful Real Estate
Company In The World
as Ranked By Forbes'
on the Global 2000*



*2021 The Global 2000. Berkshire Hathaway AUM as at August 8, 2022. Source: Wallmine

LARGEST AND FASTEST GROWING BROKERAGE IN THE COUNTRY



#1

Royal LePage Commercial

+60%

Colliers -2%

CBRE 1%

Cushman & Wakefield -3%

Avison Young +20%



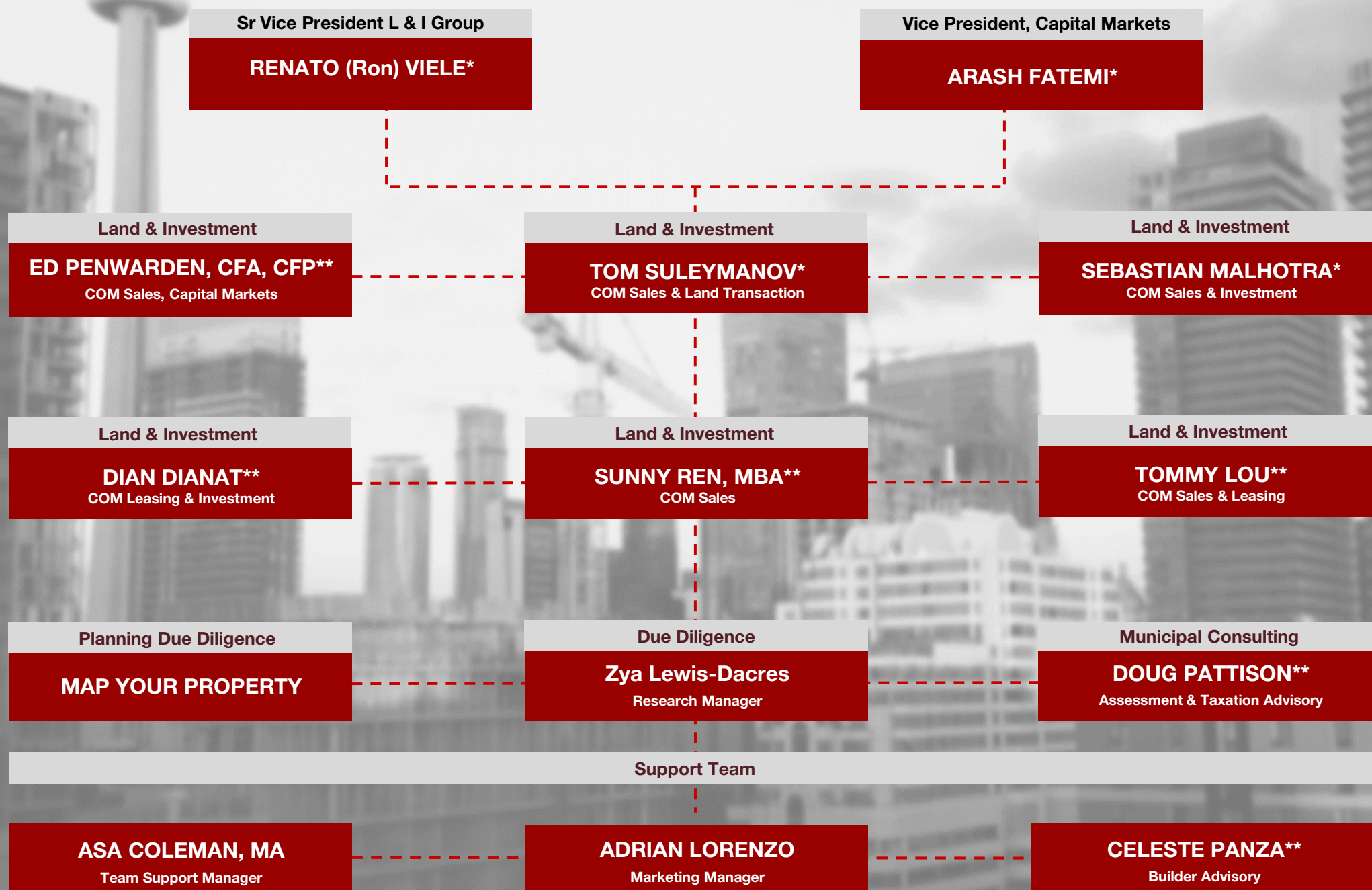
ABOUT US

- Over **Five Decades** of collective commercial real estate experience
- Focus on Land for Development in the GTA
- Ranked Top 1% Nationwide
- Skilled and strategic approach for achieving the highest value
- An in-depth understanding of GTA planning, transportation, economic and political risks in local markets
- In-depth market knowledge and understanding of housing trends

We are active Members of the following associations:



MEET THE TEAM



*Com Broker

**Sales Rep

NATIONAL MARKET REACH

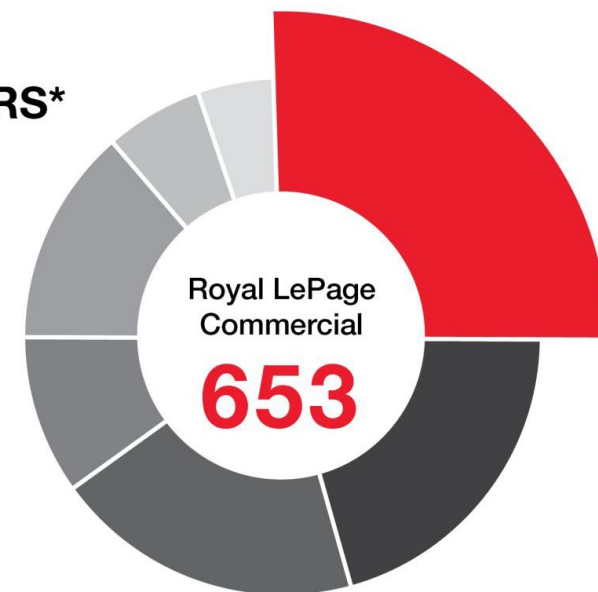


LARGEST COMMERCIAL BROKERAGE IN CANADA

- Ability to build a team of local experts
- More than 600 Commercial specialists in over 70 Offices, the Largest in the Industry
- Over 20,000 professionals across Canada in more than 650 locations
- Unmatched expertise and relationships in local markets

NUMBER OF BROKERS*

Royal LePage Commercial	653
CBRE	444
Colliers	433
Cushman & Wakefield	297
Avison Young	215
Lennard	148
JLL	102



TEAM LEADS



Renato (Ron) Viele*

Sr. Vice President, Land & Investment Group

A senior level Commercial Real Estate Broker, with over 25 years of industry experience Highly knowledgeable in analyzing commercial real estate opportunities, understanding valuation and presenting unique market perspectives to optimize value. Ranked Top 1% in Canada, oversees our team of select agents and guides the service process.



Arash Fatemi*

Vice President, Capital Markets

An Experienced Executive Commercial Advisor with over 15 years of experience with a focus on Land & Investment within the Greater Toronto Area. As a commercial real estate Broker specializing in land development in the Greater Toronto Area and greater Golden horseshoe, being among the top 50 Commercial brokers across the country with more than 40 land/development/commercial transactions.

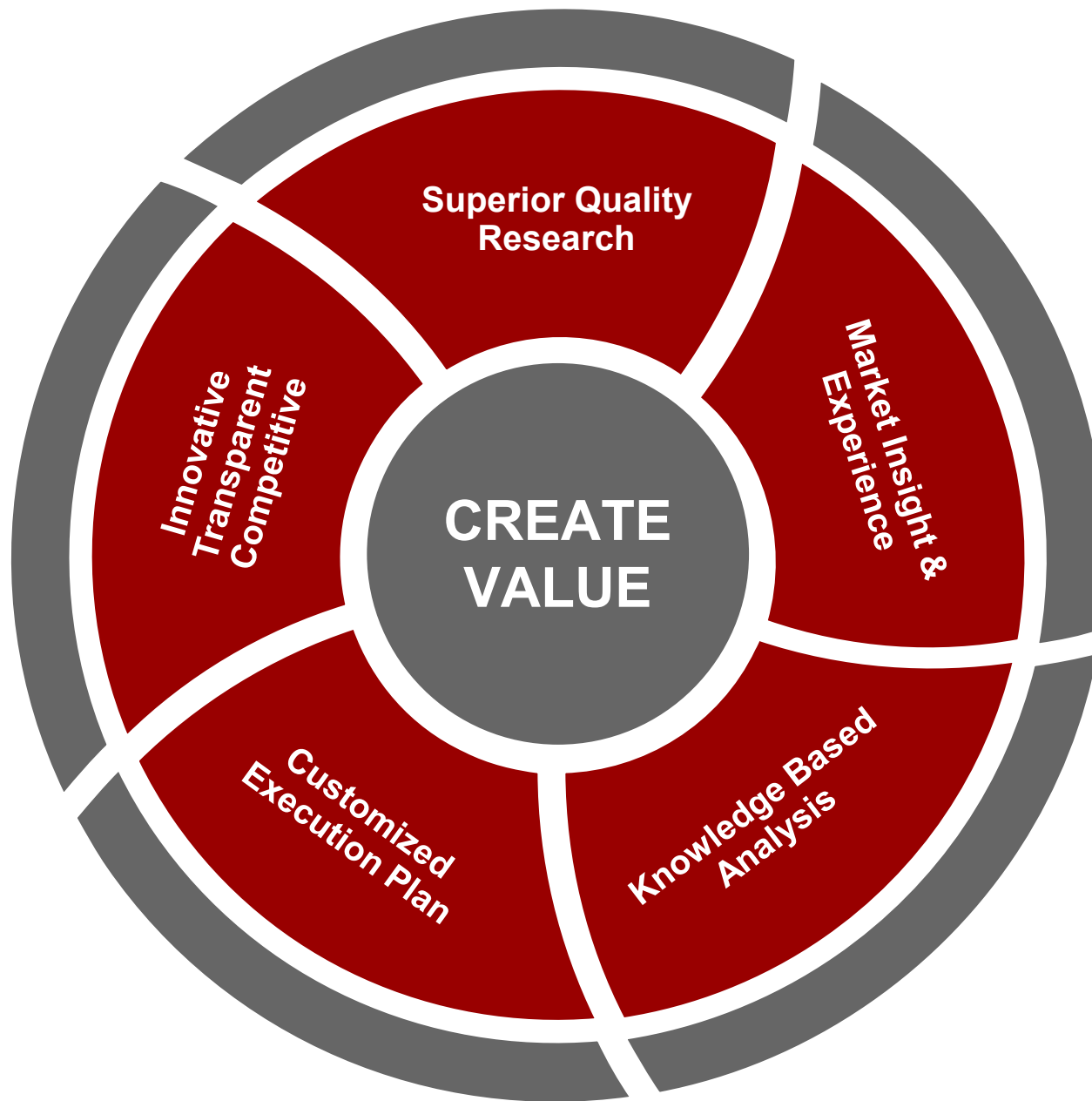
*Real Estate Broker

OUR CORE SERVICES

- **ADVISORY**
- **VALUATION**
- **ACQUISITION/DISPOSITION**
- **COMMERCIAL LEASING**



BUSINESS MODEL



ASSET CLASSES WE SERVICE

- LAND
- MULTI-FAMILY
- INDUSTRIAL
- INSTITUTIONAL
- RETAIL
- OFFICE
- MEDICAL

PARTNERING WITH THE BEST IN THE INDUSTRY

- Economic Data Research
- Property Data Research
- Planning & Consulting
- Legal Counsel





TRANSACTION ANALYSIS



QUALITY RESEARCH

We pride ourselves in “**going the extra mile**” to generate high quality research that includes Reviewing housing stock, resale market trends, new construction trends, transit, Development Policy review, local competition, and consultations with city planners and local councilors.

Quality research often reveals hidden opportunities and guides our analysis to produce acquisition/disposition strategies that consistently deliver higher value for our clients.

Sample Chart for High Density Precedent Comparison

Address	Total Land Size (AC)	OP Designation	R.O.W	# of Tower	Height	Land Size/Tower	Density	500 M LRT Transit	800 M GO Station	500 M Subway Line	Properties surrounding the sites	Site Characteristics	Characteristic comps
xxxx Eglinton Ave E	0.84	Mixed Use	36 M	1	25-35	0.84	7X to 9X	Eglinton LRT	KENNEDY GO	Scarborough Subway Line	All the property surrounding the site are designated as mixed use and apartment	No Shadow issues	
2400 Eglinton Ave W	0.93	Mixed Use	27 M	1	35	0.93	8.1	Eglinton LRT	CALEDONIA GO	None	Property to the North and East are Lowrise neighborhood, Property to the South and West are Mixed Use	No Shadow issues	Inferior
2956-2990 Eglinton Ave E	2.31	Mixed Use	36 M	3	25,30,37	0.77	7.46	Eglinton LRT	EGLINTON GO	None	All the property surrounding the site are designated as mixed use and apartment	No Shadow Issues	Same
4121 Kingston Rd	3.92	Mixed Use	36 M	4	10,12,25,35	0.98	7.73	FUTURE EGLINTON LRT	GUILDWOOD GO	None	Property to the North and East are Lowrise neighborhood, Property to the South and West are Mixed Use	Shadow Issues on the East & North	Inferior
1801 Eglinton Ave W	0.48	Mixed Use	27 M	1	30	0.48	11.48	Eglinton LRT	None	None	All the property surrounding the site are designated as mixed use and apartment	No Shadow issues	Inferior
8 Locust Ave	0.66	Mixed Use	18 M	1	25	0.66	9.5	Eglinton LRT	Mt Dennis GO	None	All the property surrounding the site are designated as mixed use and apartment	No Shadow issues	Inferior
15-21 Hollis St	0.44	Mixed Use	18 M	1	34	0.44	13	Eglinton LRT	Mt Dennis GO	None	All the property surrounding the site are designated as mixed use and apartment	No Shadow issues	Inferior

MARKET CONDITION ANALYSIS

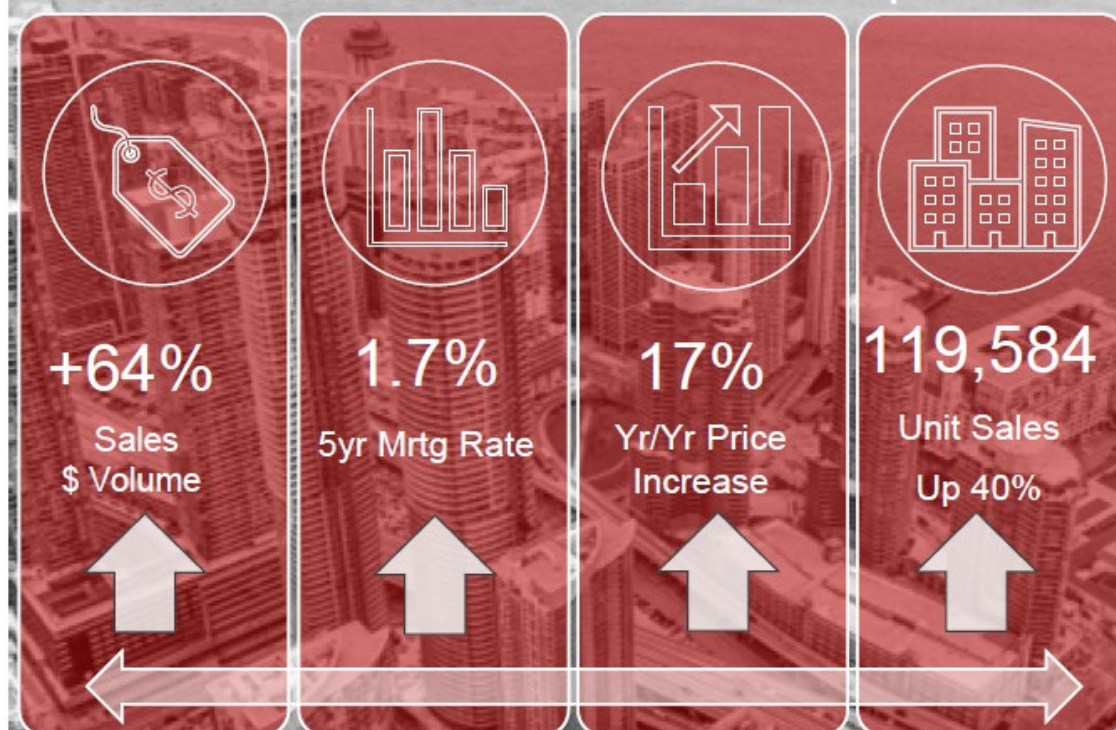
It's in the details... execution and know-how are cornerstones of our service. In the competitive GTA market, it's not enough to just know some facts. We provide our clients with the edge by knowing the relevant conditions of the market and understanding the Buyers' sentiment at a given time. Together with a well thought out marketing strategy, our clients achieve superior results.

Cap Rate Report by RLP Commercial

DOWNTOWN OFFICE	Q/Q
AA	4.00% - 4.50% ◀▶
A	4.25% - 4.75% ◀▶
B	4.75% - 5.25% ◀▶
SUBURBAN OFFICE	
A	5.50% - 6.50%
B	6.50% - 7.50%
INDUSTRIAL	
A	3.25% - 3.75%
B	4.00% - 5.00%
RETAIL	
Regional	4.25% - 6.00% ◀▶
Power	6.00% - 7.25% ◀▶
Neighbourhood	5.00% - 6.25% ◀▶
Strip	4.75% - 6.00% ◀▶
Strip (non-anchored)	6.00% - 7.00% ◀▶
Urban Streetfront	3.75% - 4.50% ◀▶
High Street (Toronto)	3.50% - 4.00% ◀▶
MULTIFAMILY	
High Rise A	2.75% - 3.75% ◀▶
High Rise B	3.00% - 4.00% ◀▶
Low Rise A	2.75% - 3.75% ◀▶
Low Rise B	3.00% - 4.00% ◀▶
SENIORS HOUSING	
Independent/Assisted Living A	5.75% - 6.25% ◀▶
Independent/Assisted Living B	6.75% - 7.50% ◀▶
Long Term Care A	7.00% - 7.50% ◀▶
HOTEL	
Downtown Full Service	4.50% - 6.50% ◀▶
Suburban Limited Service	7.50% - 8.50% ◀▶
Focused Service	7.00% - 8.00% ◀▶

Toronto Region Market Conditions Housing Sector Y/Y to April 2021

Toronto Home Price Index Reached Over \$1 Million for the 1st time in April



VALUATION ANALYSIS

We utilize various evaluation methods to ensure we leave no stone unturned. In evaluating development sites, often the Pro-Forma analysis is most accurate in revealing the true underlying land value. It is the valuation method of choice used by developers in their own site evaluation analysis, as it takes into account the variables that will impact the Buyers' purchasing decision. Such as:

- **Comparative Market Analysis**
- **Capitalization Rate Analysis**
- **Investment Analysis**
- **Risk-Sensitivity & Financing Analysis**
- **Pro-Forma Analysis**

This method best determines the ultimate price a developer can afford to pay for residual land value. By having a thorough understanding of the development process, costs, and market appetite, **we can correctly assess the highest land value a Buyer can afford to pay.**

Sample High-Density Land Valuation Chart

Total Site 5.07 Acre Height Ranges from 15 to 35 Storeys	\$45 Price PSF	\$50 Price PSF	\$55 Price PSF
1,004,919 GCA with 85% Efficiency 4.55 FSI (Weston Consulting)	38,436,043	42,706,714	46,977,385
1,104,246 GCA with 85% Efficiency 5.00 FSI (Our Assumptions)	42,237,410	46,930,455	51,623,501
1,214,671 GCA with 85% Efficiency 5.5 FSI (Our Assumptions)	46,461,150	51,623,501	56,785,851

The image is a composite background. On the left, a tall glass skyscraper is shown at night, its windows glowing with warm yellow light. A large, dark red, angular geometric shape is overlaid on the right side of this building. On the right, a blurred, daytime view of a similar glass building is visible, showing its grid-like structure and reflections. The title 'A HISTORY OF DISTINCTION' is printed in a bold, red, sans-serif font in the upper right area. Below the title is a short red horizontal line. At the bottom right, there is a series of seven vertical gray bars of varying heights, resembling a bar chart or a stylized architectural element.

A HISTORY OF DISTINCTION

OUR HISTORY



1913



A. E. (Eddie) LePage at 26 years old, founded his company



1920

Helped establish the Toronto Real Estate Board, creating standards for ethical conduct, service and professional development



1950's

A commercial department is formed which pursues land & industrial development, around Toronto.

Orchestrated the most complex Real Estate Deal to date by assembling land in 1957 for the construction of the \$125 million **Toronto Dominion Centre**



1960's-80's

Established as a national leader in commercial brokerage services nationwide adding shopping centre consulting, management and leasing to the suite of services.



To 1999

The Residential and Commercial divisions are separately incorporated. The company was purchased by Brookfield Asset Management



2000s

Royal LePage Commercial Inc. becomes Canada's leading full service commercial real estate firm with 520 employees and in 2005, is acquired by Cushman & Wakefield



2012

Royal LePage re-launches its Commercial Division



2014

Altus Group becomes our commercial research partner



2019

Formation of the Land & Investment Group by **Renato Viele & Arash Fatemi**



BROOKFIELD PLACE CALGARY



CANARY WHARF LONDON



**WORLD FINANCIAL CENTER MANHATTAN
WEST – NEW YORK CITY**



BROOKFIELD PLACE TORONTO

Brookfield

Market Cap \$330B

Acquired Royal LePage in 1999

Brookfield Asset Management Inc. is an alternative asset management company. It is focused on real estate, renewable power, infrastructure and private equity.

HISTORIC TRANSACTIONS

Royal Bank Plaza



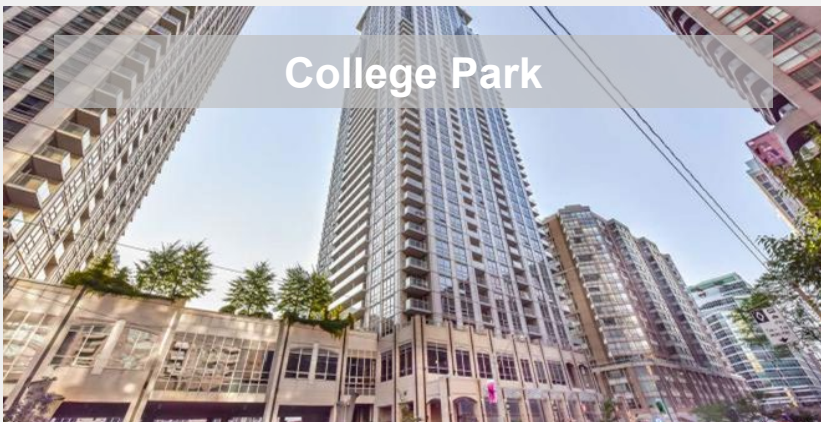
O'Keefe Centre



Meadowvale Center



College Park

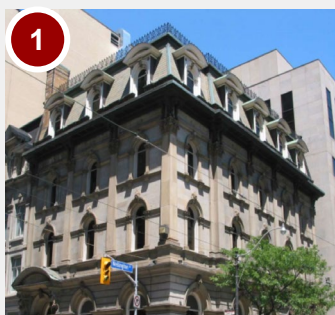


Toronto Dominion Centre

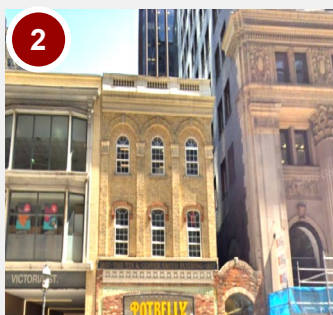


TORONTO YONGE STREET TRANSACTIONS

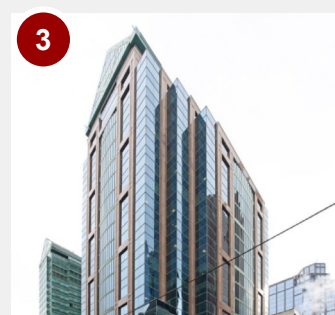
COMPLETED BY ROYAL LEPAGE



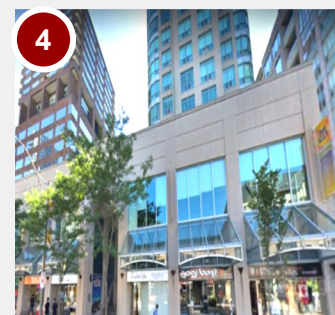
49 YONGE
.09 AC - 15,608 GFA



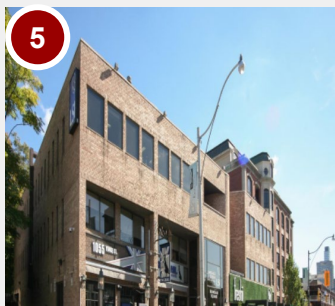
81-83 YONGE
.11 AC - 10,856 GFA



151 YONGE
.65 AC - 299,216 GFA



932-950 YONGE
.19 AC - 8,170 GFA



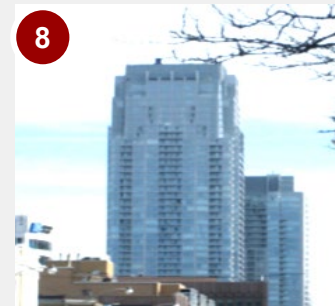
1055 YONGE
.32 AC - 26,737 GFA



1910 YONGE
.99 AC - 234,822 GFA



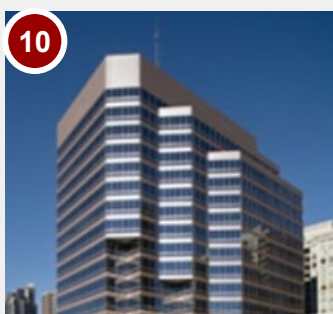
1495-1499 YONGE
.18 AC - 20,732 GFA



2195 YONGE
1.92 AC - 998,116 GFA



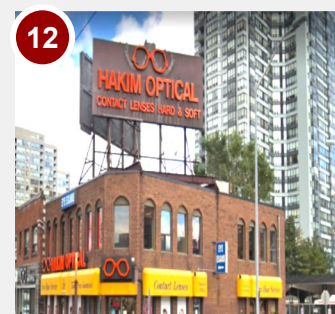
4576 YONGE
.69 AC - 97,237 GFA



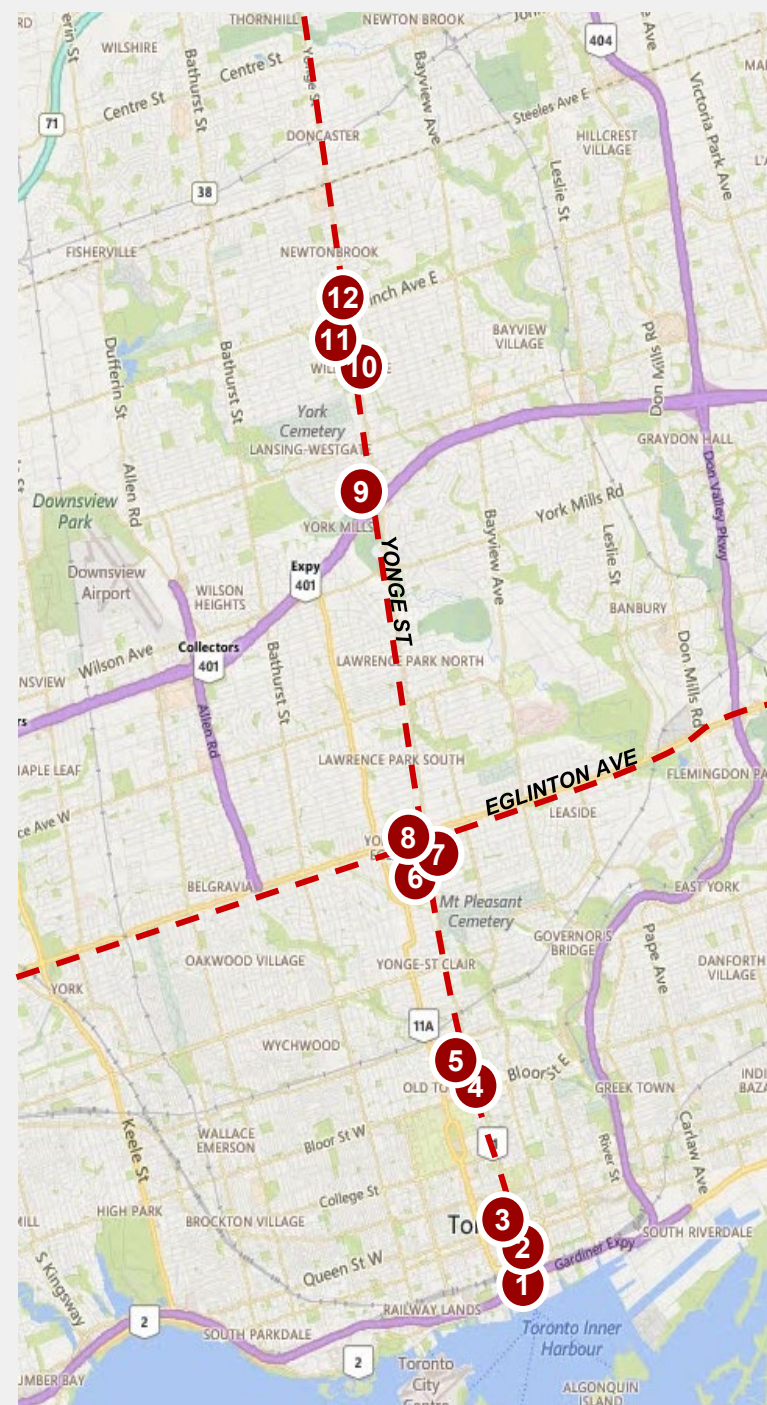
5255 YONGE
.74 AC - 239,853 GFA



5400 YONGE
.52 AC - 30,542 GFA



5643 YONGE
.11 AC - 4,707 GFA



YORK REGION YONGE STREET TRANSACTION

COMPLETED BY ROYAL LEPAGE



8790 YONGE
1.73 AC - 10,200 GFA



8854 YONGE
.79 AC



9050 YONGE
1.92 AC - 86,000 GFA



9144 YONGE
1.91 AC



9608-9618 YONGE
4.26 AC



9675-9699 YONGE
1.8 AC - 318,000 GFA



9825 YONGE
2.05 AC - 379,000 GFA



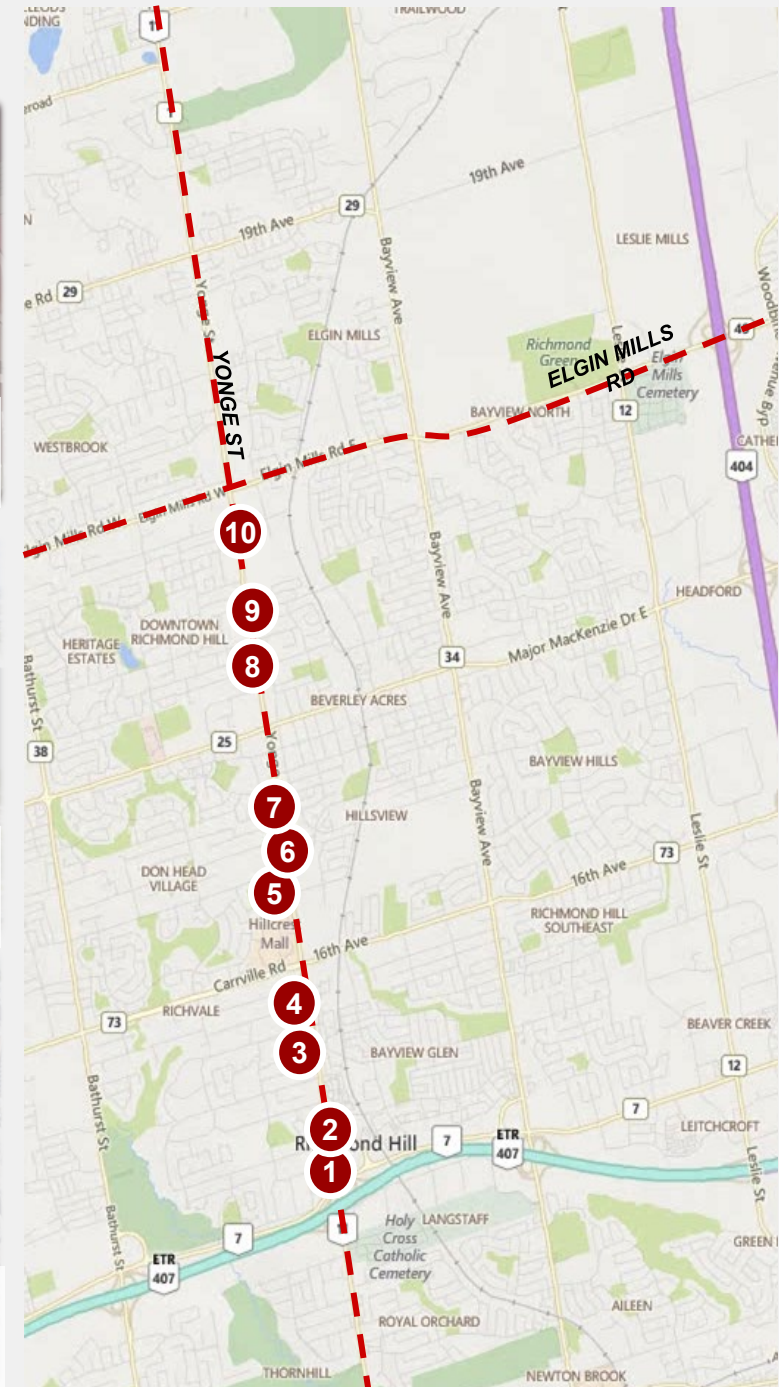
10144 YONGE
2.21 AC



10341 YONGE
1.54 AC - 234,000 GFA



10421 YONGE
2.82 AC - 491,264 GFA



HELPING A GREAT CAUSE

Helping Women And Children Escape Violence And Rebuild Their Lives

Because we are committed to strengthening the communities where we live and work, Royal LePage is the only Canadian real estate company with its own charitable foundation. The Royal LePage Shelter Foundation is Canada's largest public foundation dedicated exclusively to funding women's shelters and violence prevention programs.

Every dollar raised goes directly to helping the more than 50,000 women and children who are served each year by the shelters and support programs we fund. Since 1998, the Shelter Foundation has raised **\$38 million** and currently supports 200 local women's shelters and national partners. Our agents donate a portion of their commissions and Royal LePage offices across Canada hold local fundraising events. Our brokers, agents and staff also volunteer and provide in-kind goods to benefit the women and children residing in their local shelters.





THANK YOU

For The Opportunity To Earn Your Business

Royal LePage YCR, Brokerage
Head Office: 8854 Yonge St, Richmond Hill L4C 0T4
Downtown: 187 King St E, Toronto M5A 1J5
www.land-investmentgroup.ca
905 731 2000 x5106