



TRANSACTION REAL ESTATE SERVICES



What you can expect working with us

We are one of Canada's leading real estate professional services team. Objective and independent, our clients consider us to be their trusted business advisors by acting as the gateway to the full breadth of services offered by EY.

Whether deploying, optimizing, preserving or raising capital, EY's Transaction Real Estate team can support all of your real estate objectives and needs. Our focus areas, led by a national team with deep local experience and well recognized credentials, allow you to make well-informed real estate decisions based on a proven track record of trusted, independent and value-added advice.

REAL RESULTS

✔ We are more than just real estate professionals.

We will help you understand the broader implications that real estate brings to your business.

✔ We will show you how to unlock the value in your real estate assets.

We are objective and independent and will provide you with a clear set of recommendations.

✔ We will enhance portfolio performance.

We will provide a roadmap to optimize the performance of your real estate assets.

✔ We believe in evidence based and informed decision making.

We believe in the power of data driven decisions that will further strengthen and empower people and processes.

✔ We are outside the box thinkers.

Our clients recognize our ability to work on complex transactions, while never forgetting to ensure that their objectives are paramount.

💡 DID YOU KNOW

Our team reviews, values and analyzes over

\$50 billion

of commercial real estate properties annually.

Our team completed portfolio strategies for over

200M sq ft

throughout Canada.

Our team advises on more than


\$1 billion

in real estate transactions every year.

Explore our services

EY has one of the largest integrated real estate practices in Canada, providing advisory and transaction services to real estate owners, developers, investors, lenders and users.

Our experienced professionals can help you address complex and demanding challenges and provide connected service around the globe. Working with you, we draw on our industry knowledge, experience and insight to help you develop and implement your real estate strategy.

 Click on each of our three core service offerings below to explore how we can support your business needs.

01

Strategic advisory services

- ▶ Strategic capital allocation and portfolio planning
- ▶ Real estate development advisory services
- ▶ Workplace and accommodation strategies
- ▶ Operating model reviews and process enhancement
- ▶ Investment attraction and business location services
- ▶ ESG advisory services

02

Valuation advisory services

- ▶ Portfolio and asset valuation
- ▶ Appraisal services
- ▶ Dispute resolution
- ▶ Expropriation advisory services
- ▶ Purchase price allocation

03

Transaction advisory services

- ▶ Restructuring and distressed real estate advisory services
- ▶ Capital sourcing and financing
- ▶ Buy-side and sell-side due diligence
- ▶ Deal structuring
- ▶ Brokerage services



KEY CONTACTS



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Strategic advisory services

Service offering

Our multi-disciplinary approach brings together the deep experience and market insights covering all property types. We help clients to achieve their potential from development to disposition of assets and all steps in between, including oversight, governance, highest and best use and portfolio rationalization.

STRATEGIC CAPITAL ALLOCATION AND PORTFOLIO PLANNING

EY provides real estate owners and investors with strategic advice on driving optimization of their real asset portfolios. Our end to end approach to portfolio strategy, including services such as prioritization frameworks, funding and financing options analysis, as well as tax implications helps our clients facilitate capital decisions and manage the portfolio from acquisition, operational management, reinvestment right through to divestment.

REAL ESTATE DEVELOPMENT ADVISORY SERVICES

EY services equip our clients in developing a full understanding of an optimal development strategy, including feasibility evaluation supported by robust financial modelling and pro forma development, joint venture structuring and risk analysis. We also assist with Flagship developments which are complex and high-profile mixed-use projects with significant community impact. EY supports clients in a spectrum of analyses identifying opportunities to unlock value, mitigate risks and improve project delivery.

WORKPLACE AND ACCOMMODATION STRATEGIES

EY helps clients to develop short and long term accommodation plans that align with their business goals and objectives. Determining the optimal footprint by including workplace considerations around metrics, hybrid workspace, utilization, flexibility and occupancy costs will allow the client to get the greatest return on their investment.

OPERATING MODEL REVIEWS AND PROCESS ENHANCEMENT

EY provides operating model reviews and process enhancement to ensure an organization and/or its function is well equipped and enabled to deliver on it's mandate and strategic KPIs. This service offering brings together project management and organizational transformation with a laser focus on real asset and capital development sector specifics.

INVESTMENT ATTRACTION AND BUSINESS LOCATION SERVICES

EY provides comprehensive support for the whole business location process. Our integrated team includes real estate, tax and economic advisory professionals to support clients in site selection, government negotiations and maximizing available incentives. Our team also supports local jurisdictions in developing competitive offerings and in negotiations that attract investment and economic growth.

ESG ADVISORY SERVICES

ESG in real estate can be an element of compliance, risk management or value creation. EY can help you on your ESG journey as you navigate through what it means to you as a real estate owner or investor. From blended finance solutions, to structuring social and affordable housing transactions, to helping you understand the framework and landscape of debt financing options available to you for different projects (i.e. green and sustainable bond offerings), our EY team is well versed in this emerging area that we believe will become increasingly significant to our clients over the coming years.



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Valuation advisory services

Service offering

Our team offers world class experience with local knowledge to clients with complex and challenging real estate valuation needs. Our perspectives on real estate asset values can help clients advance their strategic, financial and tax agendas.

Transparent, robust and accurate valuation models are the foundation of successful corporate strategies and transactions. We are dedicated to providing focused analysis to inform our clients on key decisions.

Our team has been involved with some of the largest and most challenging real estate valuations for the purposes of disposition, purchase price allocation of multi-billion dollar transactions, shareholder disputes, butterfly transactions, litigation and restructuring.

PORTFOLIO & ASSET VALUATION

EY has a team of real estate valuation professionals across Canada, comprised of Accredited Appraisers as well as Chartered Business Valuators, with experience in the valuation and financial analysis of complex real estate assets and portfolios. We produce and peer review real estate valuation reports for clients contemplating large transactions, alternative means of financing, purchase price accounting, succession planning or for strategic reasons, such as value creation strategies. We serve our clients as trusted, independent consultants aiming to provide clear and evidence-based market insights, technical expertise and flexible solutions to meet every real estate requirement.

APPRAISAL SERVICES

EY's valuation team provides independent, accurate and forward-looking market insights grounded in a strong understanding of appraisal standards and methodologies. We can accommodate complex, multi-market portfolios across-Canada, special-use appraisals and have valuation experience with virtually every type of real estate asset.

DISPUTE RESOLUTION

EY is experienced in providing mediatory, advisory and expert testimony services for real estate assets that are the subject of disputes, ranging from private family disputes to conflict between stakeholders positioned throughout the capital structure of the assets involved. EY's past success as a mediator in both informal and formal capacities is a testament to the trust placed in the firm's ability to resolve disputes.

EXPROPRIATION ADVISORY SERVICES

EY provides dedicated valuation advisory services for expropriation authorities or property owners whose land is being expropriated.

PURCHASE PRICE ALLOCATION

EY assists in the valuation of real estate assets that are part of a larger business-based transaction, such as mergers or acquisitions, where valuation must be assigned to underlying assets.



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Transaction advisory services

Service offering

Our transaction real estate professionals help clients make strategic decisions with objective and independent advice. We understand the challenges clients face throughout the entire real estate investment life cycle.

We offer an integrated service offering that supports the client through every step of the transaction process from strategy development through to transaction execution and closing. We have the ability to take on more complex real estate mandates involving transactions that require unique perspectives and expertise from a variety of workstreams and specialists.

Our clients include owners, operators, developers, managers, financial institutions and lenders, corporations, colleges/universities and public sector/governments.

RESTRUCTURING AND DISTRESSED REAL ESTATE ADVISORY SERVICES

EY has extensive experience resolving complex, contentious situations, bringing objectivity to our analysis and interaction with all stakeholders, often in court-supervised proceedings. We regularly work with lenders, borrowers and court-appointed officers to help improve asset performance prior to launching a sales campaign.

CAPITAL SOURCING AND FINANCING

EY can assist firms with decisions on capital structure arrangements in support of real estate acquisitions and/or developments, leveraging deep industry insights and innovative financial solutions. Our expertise enables clients to navigate complex transactions, optimize capital structures, and achieve strategic objectives efficiently.

DUE DILIGENCE AND ADVISORY SERVICES

EY can support its clients in developing a detailed understanding of the historical and current performance of the assets they are acquiring or disposing with buy-side or sell-side real estate reviews to assess value, portfolio strategies, asset strategies and feasibility of transactions.

DEAL STRUCTURING

EY can help clients craft and navigate complex deal structures, including but not limited to joint ventures, vendor take backs and private funds. Our strategic approach aims to maximize value, mitigate risk, and ensure an optimal outcome for our client.

BROKERAGE SERVICES

EY can provide the full breadth of buy side and sell side real estate brokerage services through EY Real Estate Services Inc. We also have established relationships with many brokerage firms who we regularly partner with when advising clients on the disposition or acquisition of real estate.



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Strategy and Transaction Real Estate Services and other EY Groups



The EY Transaction Real Estate Services team is uniquely positioned to offer a diverse set of services in collaboration with other EY departments, including but not limited to the following:

PEOPLE ADVISORY SERVICES

- ▶ Organizational structure for real estate entities
- ▶ Change management for workplace and accommodation strategies

ESG ADVISORY SERVICES

- ▶ Integration and impact of ESG on real estate

TAX

- ▶ Tax strategy on real estate transactions
- ▶ Tax saving opportunities on real estate

M&A

- ▶ Buy-side and sell-side business transactions with significant real estate holdings

RESTRUCTURING

- ▶ Distressed real estate
- ▶ Companies' Creditors Arrangement Act ("CCA") proceedings

CAPITAL EQUIPMENT

- ▶ Comprehensive real property valuation including land, building and equipment

ECONOMIC IMPACT

- ▶ Real estate implications within a wider city-building project

INFRASTRUCTURE ADVISORY

- ▶ Joint projects where real estate and infrastructure are interconnected

LITIGATION

- ▶ Real estate disputes

TRANSACTION DILIGENCE

- ▶ Diligence services on transactions involving real estate

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EY | Building a better working world

EY exists to build a better working world, helping to create long-term value for clients, people and society and build trust in the capital markets.

Enabled by data and technology, diverse EY teams in over 150 countries provide trust through assurance and help clients grow, transform and operate.

Working across assurance, consulting, law, strategy, tax and transactions, EY teams ask better questions to find new answers for the complex issues facing our world today.

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