

Research, Valuation and Advisory

- **Focuses on determining the value of properties for acquisitions, annual reporting, lending and related activities.**
- **Provides legal support through expert witness, as well as decision support, financial due diligence and customized research.**

**LITIGATION SUPPORT THAT INVOLVES
WRITTEN REPORTS OR EXPERT WITNESS
RELATED TO REAL ESTATE VALUE OR
CONTRACT DISPUTES.**

VALUATION AND APPRAISAL

The preparation of reports supporting property value, based on reasoned interpretation of market conditions, usually prepared in connection with acquisitions, annual reporting, lending or other similar activities.

LEGAL SUPPORT

Litigation support that involves written reports or expert witness related to real estate value or contract disputes. Examples include: landlord/tenant disputes; expropriation proceedings; land claims; tax assessment support; and mortgage enforcement.

TARGETED RESEARCH

Preparing highly customized reports and presentation materials that benchmark and/or analyze industry activity, evaluating specific market conditions and property trends across Canada. Examples include: occupancy studies for specific tenant types; consolidated lease expiry studies; and asset class specific national land value analysis.

FINANCIAL DUE DILIGENCE

Comprehensive property investigations usually conducted to support acquisitions and dispositions, which verify current revenue and expenses and estimate future income. Elements include: lease reviews; tenant interviews and review of tenant covenant strength; comparison of projected cash flow relative to a) broker estimates, b) historical performance, c) year-to-date performance, d) pre-bill charges, e) bank deposits and f) estoppels; service contract review; and accounts receivable and accounts payable analysis.