

Notable Transaction

Le Cambridge

- RBC was the exclusive advisor
- 100% freehold interest in a 533-unit independent living residence located in Pointe-Claire
 - Comprised of two 6-storey and two 7-storey apartment buildings developed between 2004 and 2008
 - Located in the sought-after West Island market
 - Institutional-quality asset with a superior living environment, ample amenities and unparalleled common areas
 - Occupancy rate of 89.9%
- RBC contacted 85 investors and received 11 executed confidentiality agreements
- Transaction closed in April 2013
 - Purchaser: Revera and Réseau Sélection
 - Price: \$111.0 million (\$208,255 per unit)
 - Cap rate: 7.09%



Notable Transaction

Côte Saint-Luc Properties

- RBC was the exclusive advisor
- 100% freehold interest in a multi-residential complex totalling 328 units in Côte Saint-Luc
 - Comprised of one 14-storey and two 9-storey apartment buildings developed between 1962 and 1964
 - Significantly upgraded and modernized over the last five years with significant upside potential
 - Good location in a market with strong demographics and rental fundamentals
 - Occupancy rate of 97.6%
- RBC contacted 253 investors and received 21 executed confidentiality agreements
- Transaction closed in April 2013
 - Purchaser: InterRent REIT
 - Price: \$35.0 million (\$106,700 per unit)
 - Cap rate: 5.29%



Notable Transaction

Place Papineau

- RBC was the exclusive advisor
- 100% freehold interest in a multi-residential complex with 237 residential units and 3,655 square feet of ancillary retail space located in Montréal
 - Comprised of an 11-storey apartment building developed in 1977
 - Excellent location east of the downtown core and in close proximity of public transport
 - Occupancy rate of 97.5%
- RBC contacted 378 investors and received 24 executed confidentiality agreements
- Transaction closed in June 2013
 - Purchaser: Sun Life
 - Price: \$33.2 million (\$140,085 per unit)
 - Cap rate: 5.39%

