

# 100 LOWER OSSINGTON AVE & 1001 QUEEN STREET

- ▶ Brookfield was the exclusive advisor
- ▶ Leased fee interest in a mixed-use development completed in 2012
- ▶ Residential
  - ▶ 179 residential units
  - ▶ 100% occupancy
  - ▶ 6 cap / \$140,000/unit
- ▶ Retail
  - ▶ 21,242 sf
  - ▶ Shoppers / Tim Hortons / TD Canada Trust
  - ▶ Triple net lease
  - ▶ 6 cap / \$705 psf
- ▶ 50 year ground lease with CAMH – rent prepaid for 10 years with set escalations thereafter
- ▶ Residential rents limited to 80% of CMHC market rates / realty tax exemption for 25 years



# REVERA INC.

- ▶ Brookfield was the exclusive advisor
- ▶ Sale of a 75% interest in 47 retirement assets (5,041 beds) to Health Care REIT, a leading Ohio-based healthcare REIT with more than \$24 billion of assets
- ▶ The transaction price of \$1.35 billion at a 7.0% cap rate
- ▶ This transaction is the largest Canadian retirement transaction since Retirement Residences REIT was taken private in 2007 and one of the largest asset transaction in the retirement industry in Canadian history
- ▶ The transaction was unique in that it contemplated a profitable future relationship for both parties; including
  - ▶ mutual exclusivity on future acquisitions and developments
  - ▶ ongoing property and capital management for Revera
  - ▶ incentives for NOI growth and IRR promote-hurdles to Revera



# MINTO MULTI-RESIDENTIAL INCOME PARTNERSHIP

- ▶ Brookfield Financial was retained as the exclusive advisor by Minto Apartments Ltd. to market the equity interest in a high quality apartment portfolio located in Ottawa, Oakville and Calgary
- ▶ Raised \$225 million
- ▶ Transaction Highlights:
  - ▶ Total suites – 3,466 units
  - ▶ Occupancy – 99%
  - ▶ Aggregate Price – \$500MM
  - ▶ \$ per suite – \$144,000/suite

