

INVESTOR INTEREST IN SASKATCHEWAN WHO WANTS TO INCREASE THEIR PRESENCE IN THIS MARKET?



SPONSORED BY:



STACY DYVBIG

PARTNER, SENIOR SALES ASSOCIATE
ICR COMMERCIAL REAL ESTATE

- ICR is Saskatoon's largest privately owned real estate company with two offices in Saskatoon and one in Regina. ICR specializes in the sales & leasing of commercial property, commercial development, and property management.
- Stacy is currently one of the managing partners at ICR



CRAIG BELL

**CHIEF OPERATING OFFICER
PIC INVESTMENT GROUP INC.**

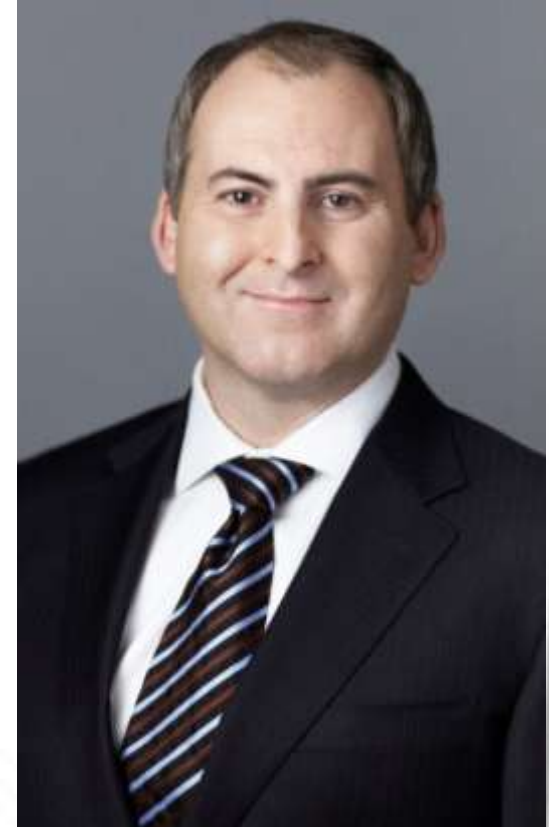
- PIC Investment Group is a venture capital investment company focused on growth financing in a variety of different industries. Round Table Management, a wholly owned subsidiary of PIC, is a real estate investment and development company with holdings across Canada and the United States.
- Craig is currently the Chief Operating Officer



JOHN MCKINLAY

SENIOR VICE PRESIDENT, INVESTMENT
BENTALL KENNEDY (CANADA) LP

- Bentall Kennedy is one of North America's largest real estate investment advisory and services firms, serving the interests of over 550 institutional investors and 132 million square feet of office, retail, industrial and multi-residential property throughout the United States and Canada.
- John is responsible for acquisitions primarily throughout Eastern Canada, but operates nationally as well.



BLAIR SINCLAIR

EXECUTIVE VICE PRESIDENT, INVESTMENT AND DEVELOPMENT
TRIOVEST REALTY ADVISORS

- Triovest Realty Advisors Inc. is a full service, privately held Canadian real estate investment and management. Portfolio consists of 214 properties across the country and comprises of 34.2 million square feet of office, retail, and industrial properties valued at \$7.2 billion.
- Blair oversees the leasing and development throughout Western Canada



SCOTT THOMSON

VICE PRESIDENT, REAL ESTATE & FRANCHISE DEVELOPMENT

MOXIES GRILL BAR | CHOP STEAKHOUSE BAR | SHARK CLUB SPORTS BAR GRILL

- Northland Properties Corp is the largest privately held hospitality company in Canada with over 150 restaurants and 50 hotels in Canada, the UK, and the United States.
- Scott is the leader of land acquisition and development division and is actively involved in all aspects of the site acquisition process



MARKET OVERVIEW: **ATTRACTIVENESS OF** **SASKATCHEWAN REAL** **ESTATE MARKET**

MARKET STABILITY: IMPACT ON FUTURE DEVELOPMENT



INVESTOR PROFILE: CAP RATES & SIZE OF DEALS

REAL ESTATE HOLDINGS: VALUATION OF REAL ESTATE ASSESTS

SUPPLY & DEMAND: **INTEREST RATES &** **INVESTMENTS**



Saskatoon

Regional Economic Development Authority

POLITICAL LANDSCAPE: **EFFECT ON INVESTING**



MARKET TRENDS: SUBURBAN vs DOWNTOWN GROWTH



OPEN FLOOR: ANY ADDITIONAL QUESTIONS?



Saskatoon

Regional Economic Development Authority

