

# 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.