

Multigenerational Family Real Estate

Helping Families Maximize Their Assets

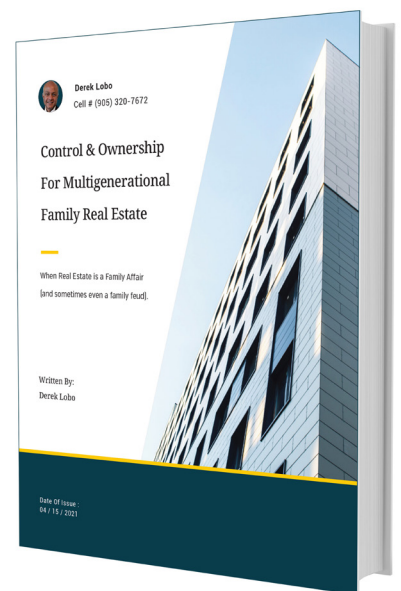
SVN Rock Advisors Inc. Brokerage

Multigenerational Family Real Estate is anything but simple. A typical portfolio is large in scope and includes diverse asset classes. At times, family members find themselves in what seems like an impossible situation due to differing focus, goals, and objectives.

Our 30+ years of experience have brought us to the aid of many families that did not know where to turn for help. Every situation is unique and every situation requires the expertise of a veteran **quarterback!** Knowing how to handle different personalities, strategize the alternatives, assemble professional resources, and formulate the best path forward, are all essential for your success.

We are excited to announce the release of our White Paper, the first of its kind, titled ***Control & Ownership For Multigenerational Family Real Estate***. The subtitle speaks to the potential difficulties that perhaps you may be facing: *When Real Estate is a Family Affair [and sometimes even a family feud]*. Regardless of the complexities, we are problem solvers and solution providers.

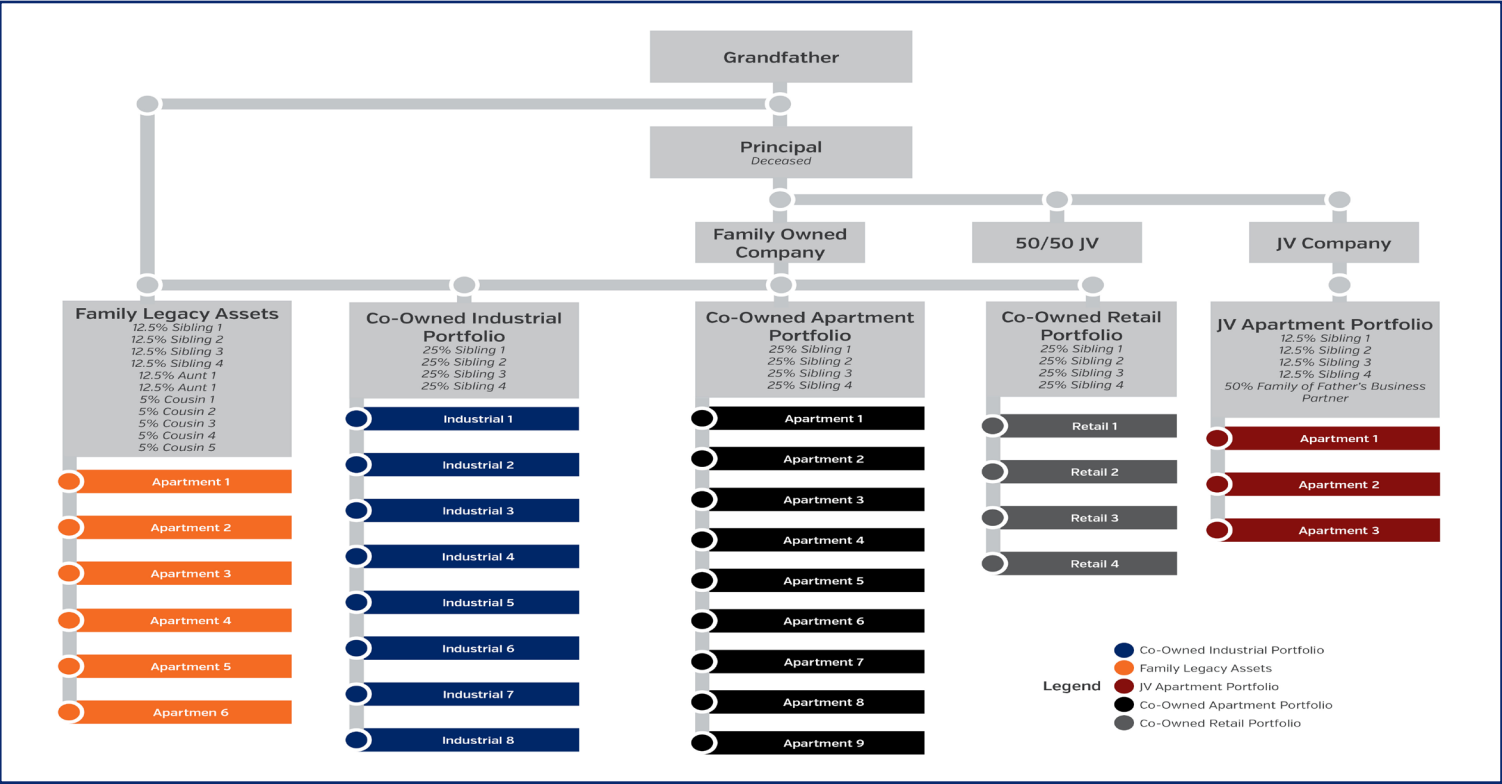
Connect with us today to start the conversation and learn about our unique proprietary systems and processes. We have been helping families solve challenges for quite some time and we're ready to help you develop a plan for your future.



White Paper
16 Pages plus 12 videos

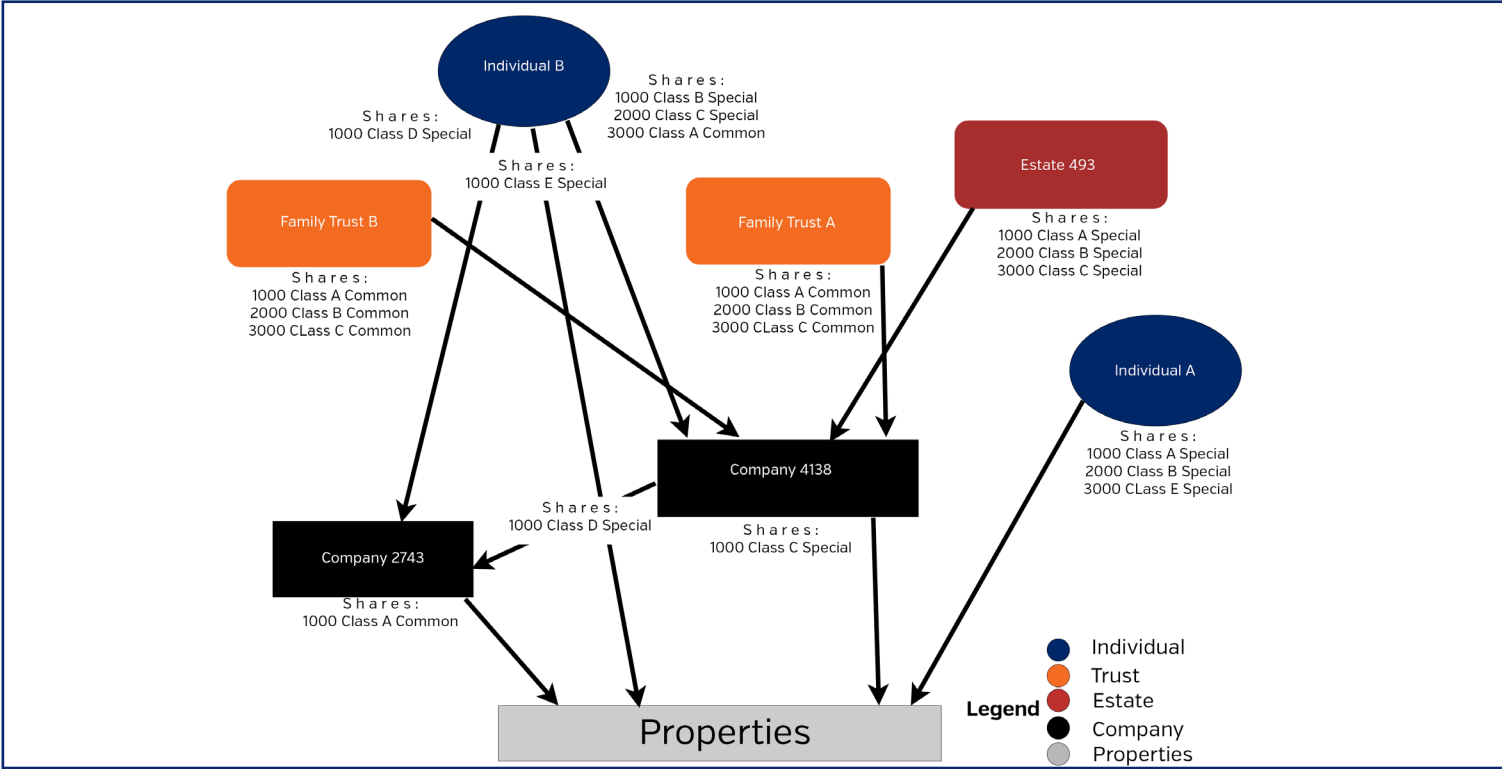
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Multigenerational family businesses are complex, with multiple asset classes and often comprising of majority and minority partners. It's not uncommon to see structures similar to this:



A Trust allows a trustee to hold assets on behalf of beneficiaries. They can be arranged in many ways and specify how and when the assets are passed to the beneficiaries. There are many benefits of Trusts, such as wealth preservation, legacy, privacy, probate savings, timeframes, and taxes. Unwinding a Trust is complex.

The following is a typical Trust structure:



Family Transactions

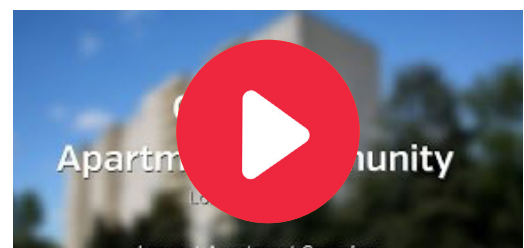
1



\$217mil

Cherryhill Village Apartments
12 buildings | 2326 units
London, ON | 20

We have done some of the largest deals in Canada. At the time of closing, this was the largest deal to date. Here's the story on video:



<https://svnrock.ca/video-1/>



SUCCESS KEY: When there are multiple family owners, engage one at a time for best results.

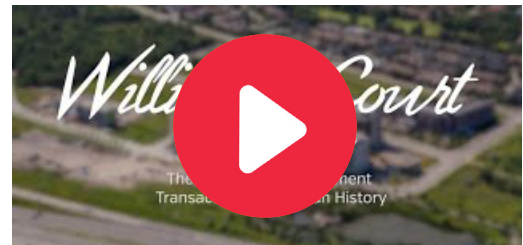
2



\$250mil

William's Court at Kanata Lakes
4 buildings | 739 units
Kanata, ON | 2012

This was the largest new construction deal in Canada. Here's the story on video:



<https://svnrock.ca/video-3/>



SUCCESS KEY: The value of relationships should never be underestimated—they often span generations.

3



\$220mil

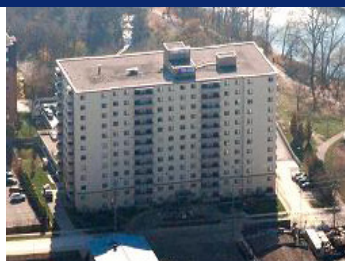
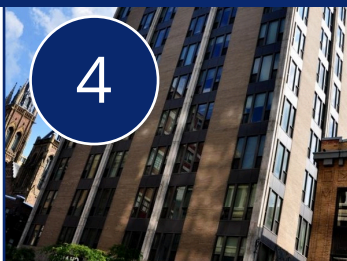
Rossland Park
12 buildings | 911 units
Oshawa, ON | 2019



SUCCESS KEY: Finding common ground is essential when there are challenging scenarios and multiple parties involved—a solution is always possible.

More Transactions

4



\$102.1mil

Developments Student Housing Portfolio
4 buildings | 1687 beds
Montreal, QC and London, ON | 2011 & 2012



SUCCESS KEY: Opportunities are created—creative solutions should be explored for a successful path forward.

5



\$92mil

Foundry Lofts
9 buildings | 1146 beds
Thorold, ON | 2018



SUCCESS KEY: Value the Team of Experts as they ultimately provide the path to success.

6



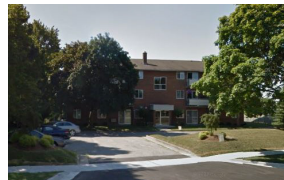
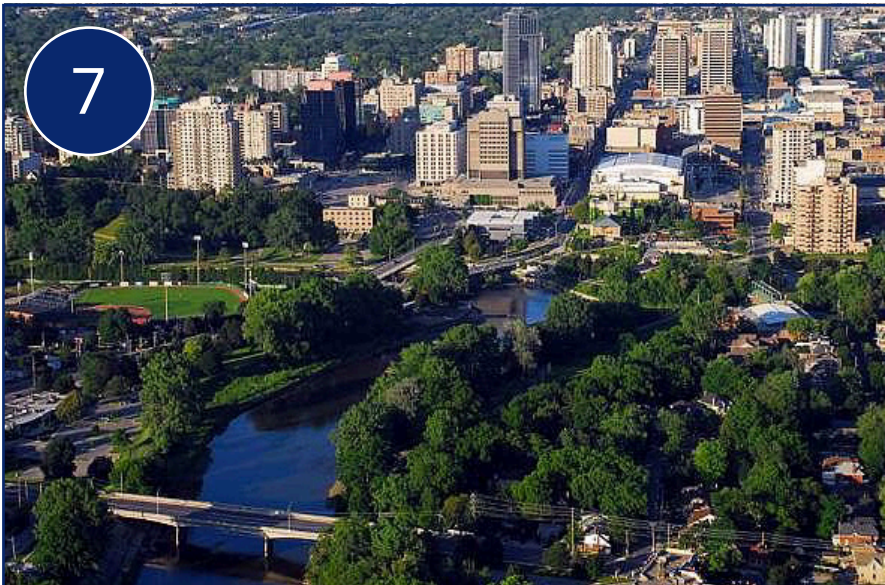
\$58.9mil

Bricker Student Apartments
12 buildings | 790 beds
Waterloo, ON | 2012



SUCCESS KEY: The best buyer may be a Strategic Buyer, not always a Price-based Buyer.

7

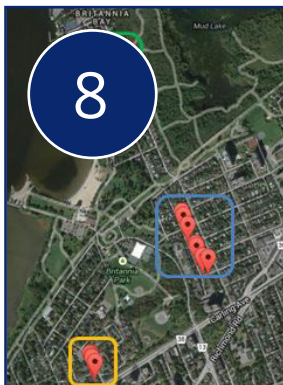


\$40.1mil

Harris Portfolio
6 buildings | 541 units
London, ON | 2016



SUCCESS KEY: A buyer's perception of value and location can change over time—persistence and creativity can lead to a winning solution.

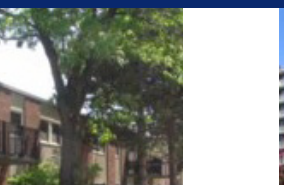
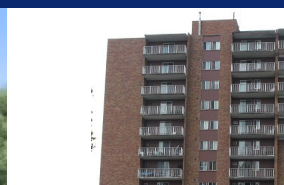


\$27.7mil

Sippolins Portfolio
13 buildings | 286 units
Ottawa, ON | 2015



SUCCESS KEY: Many “obvious” buyers may bypass a deal due to building size, but sometimes the individual pieces can be more valuable than the whole.

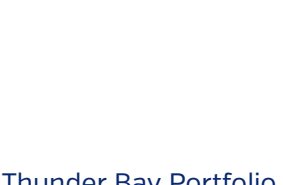
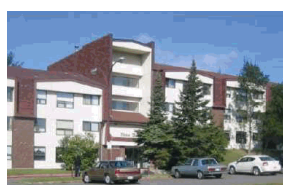


\$24.2mil

Bradlee Portfolio
4 buildings | 348 units
Chatham, ON | 2013



SUCCESS KEY: Multiple buildings, with different values and in different asset classes, may require multiple buyers—match asset classes to buyer targets.



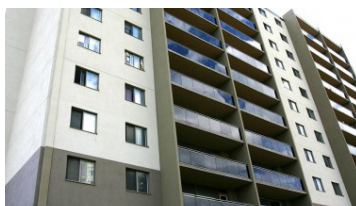
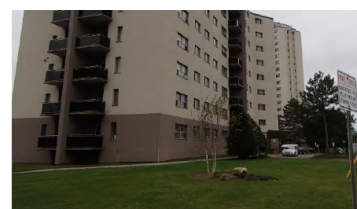
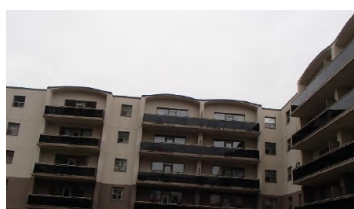
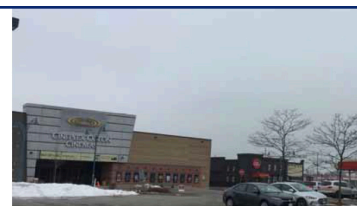
\$22.6mil

Thunder Bay Portfolio
9 buildings | 289 units
Thunder Bay, ON | 2018



SUCCESS KEY: Multiple buyers in a competitive buying environment will lead you to a higher price.

11



Residential, Retail, and Self-Storage
10 buildings
 Durham Region, ON |2019

\$200mil



SUCCESS KEY: Assembling and managing the Team, while staying focused on the end-goal, is the core mindset for success—a veteran quarterback is the solution!

Next Steps...

Connect with us today so we can begin the conversation. We have been helping families solve challenges and create opportunity for quite some time. We are ready to help you develop a plan for your future.

This is the first video from the series. It provides some insight into our proprietary processes for multigenerational Family Real Estate.



<https://svnrock.ca/video-2/>

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