

Opportunity: ON5038

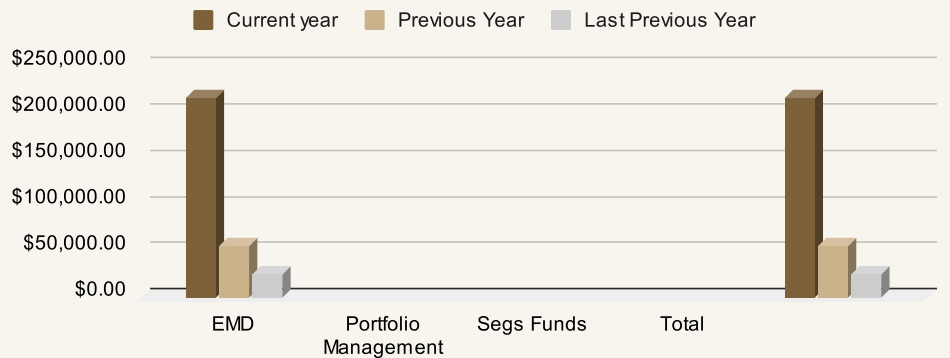
Location	Average 3 year net	Multiple	Sale Price (Net equity+multiple)
Toronto,ON	\$98,705.00	4	\$1,043,455.00

General Information	
Main Region of Clients	ON
Type of transaction	Shares
Network	EMD
General Brokerage Agent	Self
License	Exempt Market
Years in the business	>15 <20 years
Type of investment	R.E.IT
AUM	\$3,537,640
Number of Investors	35
Number of Properties	10
Monthly Lease Income	\$11,875.00
Real Estate Assets	\$1,878,000.00
Mortgage Liability	\$1,127,365.00
Net Real Estate Assets	\$750,635.00
Other Assets	\$138,000.00
Other Liability	\$240,000.00
Net Worth	\$648,635.00

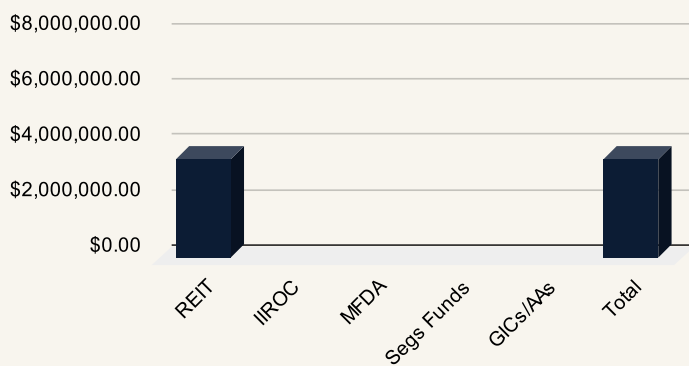
Brief summary

The seller is registered as an Exempt Market Dealer (EMD) in Ontario with a single shareholder owning all the Voting Shares of the dealership (there are several non-voting shareholders). They have a single Real Estate Investment Trust (Private REIT) that they have built up according to invested capital. The REIT currently holds a basket of condo apartments in the Winnipeg area. The seller is looking, ideally, to sell to another dealership with an interest in growing the REIT further through the sale of REIT units to their investors. The seller would prefer to continue working at the REIT on a salary plus bonus basis in order to keep managing the real estate assets. This is a perfect opportunity for anyone licensed as an EMD looking to broaden their portfolio. The seller estimates that their current investors in the REIT hold approximately 50 to 70 million in assets at other institutions, and this could be a great opportunity for any dealership with a broader market access. This opportunity could also be a good fit for someone who is interested in starting a REIT without a large initial legal and accounting expense. The EMD itself owns 10 properties (Condo apartments) in Winnipeg and the sale price represents a controlling interest in the real estate assets, cash, and the value of the client base including recurring commission revenues, as well as the untapped potential of broader market access.

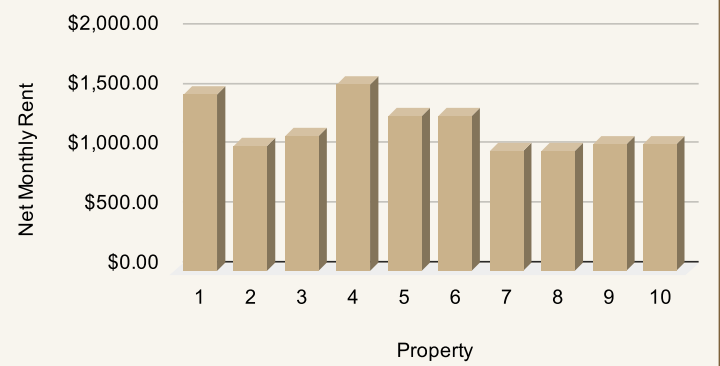
Recurring Revenue Only



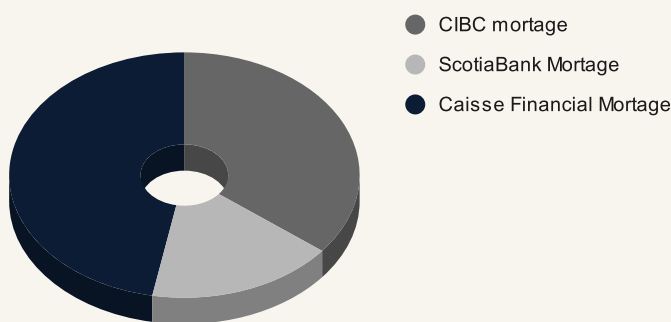
Assets Under Management (AUM)



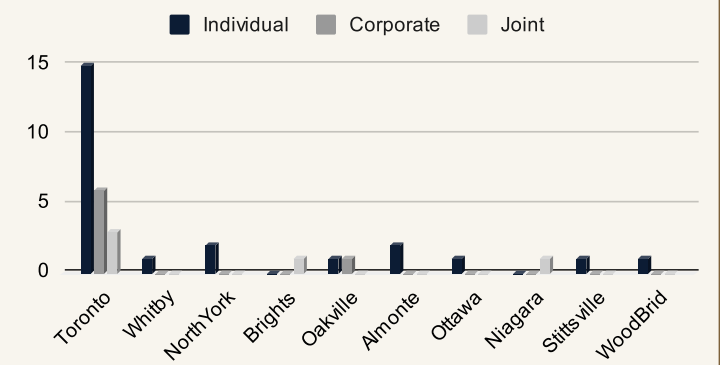
Net Monthly Rent / Property



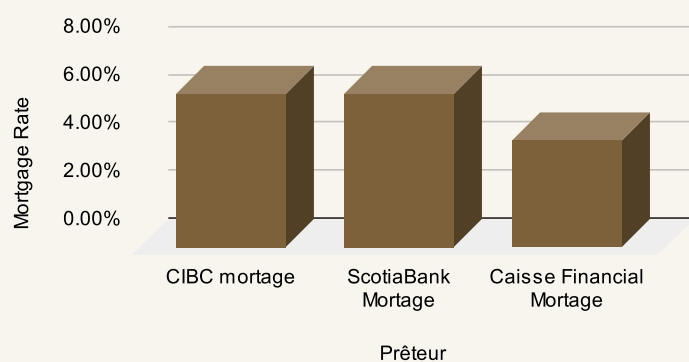
Lender / Mortgage balance Dec 31st 2023



Individual, Corporate and Joint Geographic



Lender / Mortgage Rate



Appraised Value vs. Property

