

## WEBINAR SERIES • 2022

### PORTFOLIO SALES INVOLVING MULTIPLE PROPERTIES - What Value Goes Where?

Date: Tuesday, March 29, 2022

Time: 11:30 am -12:30 pm (EST)



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**FEE: \$50.00 for IMA/IPTI members**

**\$65.00 for non-members**

#### PREAMBLE:

Portfolio sales most often occur for investment grade properties. These sales can include many specific properties in the portfolio transfer. In an increasingly uncertain economic environment, some corporations are turning to their existing real estate as a source of liquidity, with the sale of portfolios becoming a common strategy. Acceleration of portfolio sale-and-leasebacks is already being attributed to the current coronavirus (COVID-19) volatility. In the U.S, the likes of Bed Bath & Beyond and Macy's sold their real estate prior to Covid-19. Sale-and-leaseback deals, where companies sell their own real estate to unlock capital then lease the asset back, are set to continue in popularity, building on the momentum of the past five years. This webinar will explore these sorts of transactions, provide a real example, and propose best practice course of action for segregating out individual values for analysis and defense.

#### PRESENTER:

John Glen , MA AACI FRICS M.I.M.A.

John Glen is a well-known international lecturer who has specialized in valuation and property tax consulting relative to retail, office, shopping centres, hospitality properties, multi-residential, recreation and industrial facilities. He has worked in the Public Sector for Municipal and Provincial governments to assist in the development of and implement mass appraisal procedures for Ontario, Alberta, New Brunswick, Winnipeg and New York City. John has also worked as a private sector commercial appraiser specializing in real estate portfolio asset valuations for Private Real Estate Corporations, Insurance Companies, Pension Funds and REITs.



#### CHAIR:

Carlos Resendes, M.I.M.A.

Carlos has thirty-five years of property valuation, tax administration and senior management experience. Prior to joining IPTI, Carlos was VP Business and Innovation Services for the Property Valuation Services Corporation in Nova Scotia. He held several senior positions with MPAC including Senior Manager of commercial, industrial and multi-residential properties for the City of Toronto and Assessment Commissioner for the City of North York. He also served as Manager for the Revenue Department at the City of London Ontario.



**NOTE: ACCESS DETAILS WILL BE PROVIDED AFTER RECEIPT OF PAYMENT**

