

# ACQUISITION UPDATE

October 25, 2024



## CURRENT ACQUISITION PIPELINE

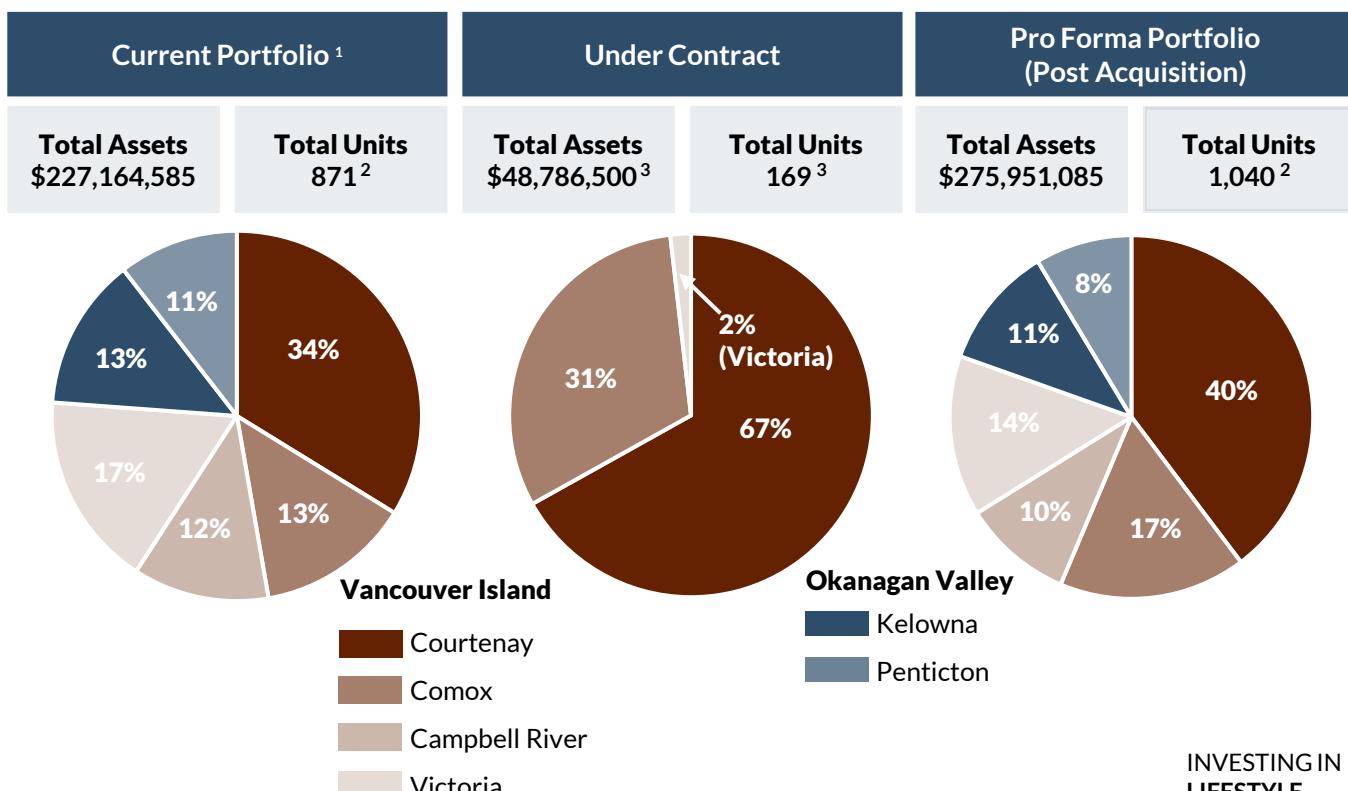
Given the high-interest rate environment through the first half of 2024, the inflationary pressure on operating and capital expenditures, and the regulatory uncertainty at both the federal and provincial levels, All Island Equity REIT ("All Island REIT") has taken a conservative approach in underwriting new acquisitions for the portfolio.

While All Island REIT's approach may be conservative, management is continuously investigating and underwriting potential assets. To pass our high bar, potential assets need to be centrally located in our core communities, have below-market in-place rents, offer re-development potential, and be accretive to our unitholders. Management also negotiates advantageous terms when securing assets under contract, including extended due diligence and closing periods, assumable CHMC secured financing, and control over lease terms and commitments through the contract period.

Through this approach, All Island REIT has secured two properties in our core region, the Comox Valley. The first acquisition is scheduled to close in late 2024/early 2025 and the second acquisition opportunity remains under conditional contract as we perform due diligence.

Both properties are located in the Comox Valley and will increase our presence in both the Courtenay and Comox markets. This will allow All Island REIT to gain operational efficiencies through holding a newly constructed asset and continued concentration of our portfolio within the Comox Valley.

In addition, All Island REIT continues to acquire units within our leasehold properties in Victoria from the individual sub-leaseholders. These units typically are priced <\$400,000 individually and generate rental yields of +5%, significantly outpacing the Victoria market. Year to date October 25, 2024, All Island REIT has acquired 4 of these units totaling \$1,242,500.



## 1600 RIVERSIDE LANE – COURtenay BC (CLOSING LATE 2024/EARLY 2025)

All Island REIT is set to acquire the freehold interest in 1600 Riverside Lane, a 92-unit apartment complex located in Courtenay, BC. The property consists of an existing 42-unit building extensively renovated in 2021 (Phase 1) and a new 50-unit building (Phase 2). Phase 2, constructed by Island West Coast Development, received occupancy permit in August 2024. Riverside will allow All Island REIT to gain operational efficiencies through holding a newly constructed asset and continued concentration of our portfolio within the Comox Valley.

1600 Riverside Lane	
<b>Market</b>	Courtenay, BC
<b>Asset Class / Strategy</b>	Multifamily
<b>Purchase Price (incl closing costs)</b>	\$32,640,000
<b>Debt Financing (CMHC)</b>	\$24,460,000
<b>Equity</b>	\$8,180,000
<b>Financing Terms</b>	Phase 1 – 4.05%/40yr Amort Phase 2 – 3.62%/50yr Amort



Phase 2 Front - Newly Constructed 50 Unit Apartments

## 1600 RIVERSIDE LANE – COURtenay BC (CONTINUED)



River Views Offered in Phase 2

The property is centrally located in Courtenay and is within walking distance to key amenities such as a grocery store, a pharmacy, and transit. The two buildings are made up of a mixture of studio, premium studio, 1-bed, and 2-bed suites. The 42-suite improved building was renovated in 2021 and provides spacious rental options. The new building is currently 76% leased up and suites are renting at approximately 3% above pro forma rents.



Phase 2 Roof Top Amenity



Phase 2 Efficient Floor Plans

**1600 RIVERSIDE LANE – COURtenay BC (CONTINUED)**
**Property Statistics:**

Phase 2 Lease Up Status	Pro forma	Oct 25, 2024	Variance
Average Rent per unit	\$1,630	\$1,679	\$49 / 3%
Average Rent per sqft	\$3.03	\$3.12	\$.09 / 3%
Leased %		76%	
	Phase 1	Phase2	Total
Net Rentable Area	30,397	26,940	57,337
Number of Units	42	50	92
Average Unit Size	724	539	623
Building Completion/Renovation	1979 / 2017	2024	
Studios	2	10	12
Premium Studios	-	15	15
1-Bed	31	25	56
2-Bed	9	-	9



Phase 2 Rear - Newly Constructed 50 Unit Apartments

## 2187 COMOX AVENUE – COMOX BC (UNDER CONTRACT ESTIMATED CLOSING APRIL 2025)

All Island REIT is currently completing due diligence on a property located at 2187 Comox Avenue in Comox. If the purchase agreement conditions are waived, All Island REIT expects to close the sale April 15, 2025.

The property holds an improved 74-suite multifamily building. The southern elevation of the building and all balconies were recently replaced by Lacasse Construction (a trusted service provider of All Island REIT). The purchase price is \$14,400,000, plus closing costs.

Management is confident it can secure a strong CMHC insured financing package, especially with interest rate decreases.

	2187 Comox Avenue
Market	Comox, BC
Asset Class / Strategy	Multifamily
Purchase Price (incl closing costs)	\$15,254,000
Debt Financing	Tbd – targeting \$10-\$12m
Equity	Tbd – targeting \$3-\$5m



Garden view Balconies

## 2187 COMOX AVENUE – COMOX BC (UNDER CONTRACT ESTIMATED CLOSING APRIL 2025)

The property is centrally located on Comox Avenue. The building is made up of a mixture of 1-bed and 2-bed suites, some offering premium ocean views with in-place rents approximately 35% below market.

### Property Statistics:

2187 Comox Avenue	
Net Rentable Area	48,215
Number of Units	74
Average Unit Size	652
Vintage	1976
Average Rent per unit	\$1,088 (35% below market)
Average Rent per sqft	\$1.67
Occupancy (9/30)	100%
Unit Mix	
1-Bed	21
2-Bed	15
<b>Total</b>	<b>36</b>
Ocean View	Garden View
18	39
20	35
<b>38</b>	<b>74</b>




Ocean View Apartments

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### ADDITIONAL INFORMATION

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