

Case Studies



Colliers International Realty Advisors has the opportunity to showcase its full range of services. In 2003, a national retailer with outlet locations from coast to coast contacted our office inquiring about our capabilities in the business and property tax areas. The client was impressed with Colliers' local and national capabilities and appreciated the depth of knowledge that one would expect from a company whose sole focus is Real Estate. Previous to our engagement, the client had retained an accounting firm to review their annual real estate taxes nationally. Our client subsequently made a top-level decision to separate their consulting and auditing functions. Since signing a multi-year tax representation deal, this client has also retained Colliers International Realty Advisors to provide a lease audit reviews as well as design/cost consulting. Like many businesses in today's busy world, our clients appreciate a single point of contact, a structured reporting system, and the resources and experience to address any number of real estate related issues.

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Calloway Real Estate Investment Trust, a Calgary based REIT, was proceeding with the purchase of 12 shopping centres from First Pro Shopping Centres, the primary development partner for Wal Mart Stores in Canada. The portfolio was comprised of centres in various locations across Canada from Courtney, BC to Halifax, Nova Scotia. Calloway contacted Colliers International Realty Advisors in November to commission independent appraisals of each of the properties to substantiate the value of the transaction to satisfy regulatory reporting requirements with the various provincial and territorial securities commissions. Given the nature of the transaction, timing was critical to Calloway who required the reports within 30 days. Through a collaborative effort that included CIRA professionals from across Canada, the valuations were completed within the required time frame, facilitating Calloway's filings with the respective commissions.



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