

SESSIONS

CHAIRS' RECEPTION - 22/04/2025

Vancouver Real Estate Forum

April 23-24, 2025

Vancouver Convention Centre (West)

Forum Chairs' Reception – April 22

Chairs' Reception

16:45 - 18:15

Break

Location:

Vancouver Convention Centre West

Ballroom Foyer & West Pacific Terrace

This reception is for attendees of the Western Canada Apartment Investment Conference and the Vancouver Real Estate Forum.

Pre-event badge pick-up is available for Forum attendees.

SCHEDULE

CHAIRS' RECEPTION - 22/04/2025

Vancouver Real Estate Forum

April 23-24, 2025
Vancouver Convention Centre (West)
Forum Chairs' Reception – April 22

TIME	BREAK
16:00	16:45 - Chairs' Reception

SESSIONS

FORUM DAY 1 - 23/04/2025

Vancouver Real Estate Forum

April 23-24, 2025

Vancouver Convention Centre (West)

Forum Chairs' Reception – April 22

Thank you to our Title, Platinum, Gold, PropTech & On-demand sponsors

06:55 - 07:05

Break

Registration & light breakfast

07:05 - 08:00

Break

Registration sponsored by City of Airdrie & Salthill

Breakfast sponsored by Macdonald Commercial & Starlight Investments

Coffee & tea on arrival

08:00 - 08:05

Break

Sponsored by Grosvenor

Introduction of forum chairs & opening remarks

08:05 - 08:15

Plenary

Introduction of Forum Co-Chairs:

Nik Gandhorkia, Co-Founder & Director, Foresight Recruitment Group

Opening remarks sponsored by CREW Vancouver

Participants

Welcome Address: Roelof van Dijk - Deputy Managing Director, North American Real Estate, Building and Construction, Informa Connect

Co-Chair: Tim Grant - President, PCI Developments

Co-Chair: Elizabeth Model - Chief Executive Officer, Downtown Surrey Business Improvement Association

Land acknowledgement

08:15 - 08:20

Plenary

Participants

Speaker: Bob Baker (S7aplek) - Spokesperson, Spakus Slulem/Eagle Song (Squamish Nation)

Economic outlook: a global, national and provincial perspective

08:20 - 09:00

Plenary

An update on key economic fundamentals as the first quarter of 2025 comes to a close. What kind of an economy can Canada and B.C. expect for the remainder of 2025? How much turbulence will there likely be? How can you navigate the zigzag through the economic trends? How temporary is the softness or is there any permanent damage? What will be the impact of the significant government debt at all levels and how will it likely be managed? Where are employment, inflation, interest rates, immigration and housing affordability heading for the remainder of 2025?

Session sponsored by Cadillac Fairview

Participants

Speaker: Benjamin Tal - Managing Director and Deputy Chief Economist, CIBC Capital Markets

The Canadian commercial real estate outlook

09:00 - 09:30

Plenary

Commercial real estate is being transformed against a background of political and economic uncertainty. With all that noise, it is essential to discern between short-term blips and long-term shifts. What are the implications to CRE of this unprecedented level of volatility? Assess the opportunities and growing risks that lay ahead.

Session sponsored by CBRE

Participants

Speaker: Paul Morassutti - Chairman, CBRE Limited

The path forward for the Lower Mainland: A conversation with the cities of Vancouver, Burnaby and Coquitlam

09:30 - 10:15

Plenary

The Government of Canada has set a range of ambitious targets to realize the Right to Housing, address housing affordability and end homelessness, but it is no easy task. Hear from the City of Vancouver, Burnaby and Coquitlam as they address the plan forward for how we can develop smart policies, direct strategic investments, and implement innovative solutions to aid in the vision is for growth and economic prosperity in the years ahead. How is the region likely to evolve over the next decade?

Session sponsored by First National Financial

Participants

Moderator: Walter Pela - Regional Managing Partner, GVA, KPMG Canada

Speaker: Mike Hurley - Mayor, City of Burnaby

Speaker: Mike Klassen - Deputy Mayor, City of Vancouver

Speaker: Richard Stewart - Mayor, City of Coquitlam

Morning refreshments

10:15 - 11:00

Break

Sponsored by Realtech Capital Group Inc.

Demography & demand 2.0: What does the future hold for the region?

11:00 - 11:40

Plenary

In the coming years, the population in BC's Lower Mainland/Southwest region is projected to continue to grow, but it will do so at a declining rate compared to what has been seen historically. What are the main factors contributing to this trend? From the urgent need for new homes to the ongoing exodus of talent from the real estate sector, based on a research series developed for the Real Estate Institute of BC, this data-rich presentation reveals challenges and opportunities for real estate markets throughout the province. What is the forecasted growth for the Lower Mainland region specifically?

Session sponsored by Peakhill Capital

Participants

Speaker: Andrew Ramlo - Vice President, Advisory, rennie

SESSIONS

FORUM DAY 1 - 23/04/2025

How AI is reshaping our physical world - from cities and workplaces to communities and infrastructure

11:40 - 12:25
Plenary

A presentation of leading-edge thinking and significant insights on how the concept of work is changing and what this means for commercial real estate. This presentation will help the audience understand how new technologies, future innovations and systemic changes in demand will come together to influence how our cities will look in the years to come.

Participants

Speaker: Dror Poleg - Author, Expert on the future of work and cities

Followed by Q&A with: Carla Marchant - Canadian Real Estate Tax Leader, EY

Networking luncheon & refreshments

12:25 - 13:45
Break

Luncheon sponsored by Citifund Capital Corporation & Shape Capital

Luncheon refreshments sponsored by Fengate

I1 - Investment in Vancouver: What are the risks, challenges, and best opportunities in B.C. for investors?

13:50 - 14:40
Investment Stage

This panel will examine investment activity in a cross-section of real estate asset classes including office, retail, industrial, multi-residential and land. What transpired over the first quarter of 2025? Who have been buyers of what type of assets in which markets? Why? What have been the most desirable property classes? How has the Vancouver market competed with the rest of Canada? Under ideal terms, what would your portfolio look like for the remainder of 2025 and into 2026?

Participants

Moderator: Jim Szabo - Vice Chairman, Capital Markets, CBRE Limited

Panel: Samantha Adams - Senior Vice President, Investments, Boardwalk REIT

Panel: Colin Catherwood - Managing Director, Investments, Fengate

Panel: Simon Holmes - Chief Investment Officer and Portfolio Manager, BGO Canada

Panel: Jamie Manley - Executive Vice President, Canadian Investments, QuadReal Property Group

S1 - Decarbonizing Vancouver's commercial real estate: A conversation on the barriers and solutions to making it work

13:50 - 14:40
Sustainability Stage

Decarbonization requires clear strategies, ambitious targets, and well-defined roadmaps. But the clock is ticking—over the next decade, companies must prepare for significant changes. Most new federal land developments (such as for housing) and leasing (all current and future leases) will need to meet net zero and be climate resilient. Starting now for 2025 and by 2030, with every new/lease renewal, the leased space is expected to have some type of performance certification regarding net zero. This is just a glimpse of the rapid and significant shift happening by occupiers to drive carbon leadership outcomes. What are the barriers owners face in decarbonizing their assets and portfolios? What are the possible policy solutions to assist the industry with their decarbonization efforts – across all asset classes, locations, and building sizes? This panel will dive into the ins and outs of decarbonization and will provide key takeaways on the facts and fallacies surrounding it.

Participants

Moderator: Jennifer Davis - Director, Decarb Accelerator Program, BOMA BC

Panel: Colin Guldemann - Director, Sustainable Finance, RBC

Panel: Chris Kasianchuk - Vice President, Sustainability, Warrington PCI Management

Panel: Jonas Locke - Head of Valuation Advisory – Canada, Altus Group

Panel: Sean Pander - Manager, Green & Resilient Building Branch, City of Vancouver

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I2 - Fireside Chat: An investment decision-makers guide to making a deal

14:50 - 15:40
Investment Stage

Join our panel of investment decision-makers from different asset classes who will be sharing their perspectives, and examining trends and issues of investment from the perspectives of institutional investors, REITs, private equity funds, and other real estate owners. How does this market meet their investment criteria and compete against other alternatives? What are these investors looking for in order to have a successful transaction? How are deals getting structured in Vancouver and how do they compare to other markets? How will the cost of capital affect investment decision-making?

Participants

Moderator: Norm Taylor - President and Country Head, Canada, Newmark

Panel: Robert Duteau - Senior Vice President, Investment, Grosvenor

Panel: David Ferguson - Chief Investment Officer, Low Tide Properties

Panel: Julian Schonfeldt - Chief Investment Officer, CAPREIT

Panel: Vera Liu - Executive Director, Investments, KingSett Capital

S2 - Sustainability workshop: Building code changes, accessibility requirements and retrofits – making the proforma work

14:50 - 15:40
Sustainability Stage

The increase in activity and attention to creating a more sustainable and resilient future cannot be ignored. In an economic environment of high interest rates and elevated inflation, occupiers and investors have been tasked with future-proofing their real estate portfolios and it's no easy task. Is it possible to generate long-term competitive returns while supporting positive environmental, social and governance changes? How do you achieve this? What are institutional real estate investors doing at this level? What are some of the best practices in this field? Where is ESG heading over the next year? Five years?

Participants

Moderator: Ashley Willard Bauman - Principal, Beyond the Buildings

In conversation with: Erin Gibault - President & Founder, Headwater Projects

In conversation with: Peter Odegaard - Partner, Peter Odegaard Architect Ltd., Architect, MCM Architects

In conversation with: Meaghan Tullis - Executive Vice President, Income Producing Properties, SHAPE

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Networking reception

15:40 - 16:40
Break

Sponsored by Concert Properties Ltd. & Stewart Title

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TIME	BREAK	PLENARY	INVESTMENT STAGE	SUSTAINABILITY STAGE
06:00	06:55 - Thank you to our Title, Platinum, Gold, PropTech & On-demand sponsors			
07:00	07:05 - Registration & light breakfast			
08:00	08:00 - Coffee & tea on arrival	08:05 - Introduction of forum chairs & opening remarks 08:15 - Land acknowledgement 08:20 - Economic outlook: a global, national and provincial prospective		
09:00		09:00 - The Canadian commercial real estate outlook 09:30 - The path forward for the Lower Mainland: A conversation with the cities of Vancouver, Burnaby and Coquitlam		
10:00	10:15 - Morning refreshments			
11:00		11:00 - Demography & demand 2.0: What does the future hold for the region? 11:40 - How AI is reshaping our physical world - from cities and workplaces to communities and infrastructure		
12:00	12:25 - Networking luncheon & refreshments			
13:00			13:50 - I1 - Investment in Vancouver: What are the risks, challenges, and best opportunities in B.C. for investors?	13:50 - S1 - Decarbonizing Vancouver's commercial real estate: A conversation on the barriers and solutions to making it work

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14:00			14:50 - I2 - Fireside Chat: An investment decision-makers guide to making a deal	14:50 - S2 - Sustainability workshop: Building code changes, accessibility requirements and retrofits – making the proforma work
15:00	15:40 - Networking reception			

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Thank you to our Title, Platinum, Gold, PropTech & On-demand sponsors

06:55 - 07:00
Break

New Addition REF Fitness: Yoga & Run

07:00 - 08:00
Break

Join us for a morning yoga session or run prior to the start of Day 2!

Participants registered for the Forum can choose from one of the following options (on a first-come, first-served basis):

- Yoga session
- 3 km run
- 5 km run
- 8 km run

Pre-registration required, limited capacity

Sponsored by PCI Developments & WPM Management

Registration & light breakfast with coffee & tea on arrival

08:00 - 09:00
Break

Registration sponsored by City of Airdrie & Salthill

Coffee & Tea on arrival sponsored by BuildingLink

Summary of day 1 & focus of day 2

09:00 - 09:10
Plenary

Participants

Co-Chair: Tim Grant - President, PCI Developments

Co-Chair: Elizabeth Model - Chief Executive Officer, Downtown Surrey Business Improvement Association

Trump Analysis: the good, the bad and the ugly and what it means for Canada

09:10 - 09:50
Plenary

It's been three months since President Donald Trump has taken office for a second term. Throughout his campaign, there were many promises made that significantly impacted the Canadian economy, most notably the threat of imposed tariffs. Fast forward three months, and where does this stand today? What has transpired during his first quarter in office? What can we expect from the U.S. economy for the remainder of the year and what it means for Canada?

Participants

Speaker: David Frum - Staff Writer, The Atlantic

Global capital flows into the Vancouver market: a look at the strength of the region and how it stacks up against other global markets

09:50 - 10:30
Plenary

The return of international investment activity in the Q1 of 2024 was led by two transactions, one being the purchase of the two Vancouver office buildings by Deka Immobilien. Looking at investment in and out of the region, how does Vancouver and the Canadian market stack up against other major cities in a global context?

Session sponsored by Lawson Lundell

Participants

Moderator: Nurit Altman - Managing Director, RBC Capital Markets

Panel: Jim Costello - Head of Real Estate Economics, MSCI

Panel: Milos Dajic - Head of Canadian Investments, Oxford Properties Group

Panel: Avi Tesciuba - Senior Managing Director, Country Head, Hines

Morning refreshments

10:30 - 11:00
Break

Retail resurgence: What is the story behind the growing demand in the region?

11:00 - 11:55
Session A1

With increased lease rates, retailer growth and expansion, increased offerings and solid investment volumes, this asset class is making a splash. With several shopping centres slated for completion in the region (i.e., The Post, Oakridge Park, Everything RC and Concord Metrotown) there is reason for optimism in this sector. This session will examine the key leasing, investment and development trends and issues as well as provide an outlook for retail activity in Vancouver and the Lower Mainland. When it comes to exclusivity clauses, how has the federal Competition Act impacted lease transactions for grocery tenants and other food retailers? What can be expected in the long term with regard to the impact of this initiative on the retail experience?

Session sponsored by Coast Capital

Participants

Moderator: Tony Letvinchuk - Managing Director, Macdonald Commercial

Panel: Maria Holly - Senior Vice President, Retail, SHAPE

Panel: Kieran Janes - Senior Manager, Real Estate, Western Canada, Loblaw Companies Limited

Panel: Michael Penalosa - Principal, Vamos Development Advisors Ltd.

Panel: Peter Tolensky - Partner, Lawson Lundell LLP

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The industrial market update: Is the market starting to balance? What is on the horizon for new development?

11:00 - 11:55

Session A2

The industrial market in the GVRD has seen a shift in the last 18 months and while it is still one of the most competitive markets in Canada, the region has started to stabilize for the first time in years. Is this stabilization here to stay? To what extent can it still be categorized as a tale of two submarkets comprised of new modern warehousing buildings vs. older vintage properties with marginal applications for various users? While supply and demand pressures are starting to ease, there is still a need of new development in order to get to a balanced market. How are developers navigating the challenges facing the permitting and approvals process? How is the shortage of available land impacting innovation and design for new facilities? Is stratification becoming a popular option? This panel will dive into the fundamentals facing the industrial market and will tackle these and many other questions.

Session sponsored by CanFirst Capital Management

Participants

Moderator: Joshua Gaglardi - Founder & President, Orion Construction

Panel: Taylor Archer - Vice President, Leasing, Beedie

Panel: Ryan Kerr - Principal, Avison Young

Panel: Jean Batie - Senior Director, Leasing, Wesgroup Properties

Panel: Bill Bates - Vice President, Investment Officer, Prologis

The office market across the Lower Mainland: What key factors are affecting growth in demand? How are the needs of occupiers changing and affecting this property class?

11:00 - 11:55

Session A3

The first quarter of 2024 saw the national office availability rate stabilize across Canada at 17%, according to Altus Group. According to Statistics Canada, the hybrid work model is the preferred work arrangement, having tripled since the start of the pandemic. What does that mean for office space demand in Vancouver and the Lower Mainland? How does this demand shift from AAA to C class buildings? What strategies are being considered to reinvent the workplace environment? To what extent is the remote working experience causing occupiers to rethink their space requirements? What are landlords doing to re-amenitize their buildings? This panel will examine these and other issues facing the office market currently and going forward.

Session sponsored by Oxford Properties Group

Participants

Moderator: Devin Ringham - Principal, Avison Young

Panel: Bart Corbett - Vice Chair, Office Leasing, Cushman & Wakefield

Panel: Ted Mildon - VP, Office Leasing & Operations, Oxford Properties Group

Panel: Adam Mitchell - Senior Vice President, Low Tide Properties

Panel: Kristy Pennock - Senior Vice President, People & Culture, O2E Brands

A look at the multi-residential market across Vancouver and the Lower Mainland: How is the industry navigating the challenges?

11:00 - 11:55

Session A4

It is no secret that Canada has a housing shortage. As demand for housing intensifies, so do the challenges facing many new market-based rental projects. Projects are stalling for multiple reasons including increased interest rates, high government taxes fees/charges, insurance premiums, and higher production input costs. How are developers navigating these challenges to getting their projects off the ground? How are government programs and policies from CMHC impacting the market in B.C.? Where are demand and vacancy rates heading now? How is the federal government challenging multi-residential REITs? This session will address these and many other questions.

Session sponsored by McCarthy Tétrault LLP

Participants

Moderator: Cynthia Jagger - Executive Vice President, National Investment Team, CBRE Limited

Panel: Brad Jones - Chief Development Officer, Wesgroup Properties

Panel: Cyrus Navabi - President, Qualex Landmark

Panel: Wendy Waters - Vice President, Research Services & Strategy, GWL Realty Advisors

Panel: Brad Wise - Senior Vice President & Managing Director, Western Canada, Cameron Stephens

Networking Luncheon

12:00 - 13:00

Break

F1 – Debt & construction financing outlook for the remainder of 2025: What lies ahead?

13:15 - 14:00
Financing Stage

What lies ahead with respect to the cost, availability and sources of debt for construction, short and long term needs? This panel discussion will examine what borrowers can expect in the Vancouver market for the second half of 2025. Will lenders be more or less aggressive in the remainder of 2025? What impact are provincial and federal government policies having on capital and the real estate market generally? How are lenders assessing risk and stress testing transactions? Are there any property classes that they are avoiding, reducing exposure to, or increasing pricing for? How will BOC interest rate policies affect lending for the rest of 2025? Have appraisers been able to quantify ESG?

Session sponsored by Laurentian Bank

Participants

Moderator: Kristen Devaney - Group Chief Financial Officer, PCI Developments

Panel: Peter Block - Vice President, Real Estate Finance, CIBC

Panel: Kasey Chauhan - Senior Vice President, Origination & Syndication, MarshallZehr

Panel: Matt Muir - Vice President, Commercial Real Estate, Coast Capital

Panel: Justin Walton - Managing Director, Mortgage Investments, KingSett Capital

D1 – First Nations developments and the impactful role they play in the region

13:15 - 14:00
Development Stage

Significant indigenous-led developments are taking shape in and around the Lower Mainland. From the largest indigenous-led housing project in Canadian history, spearheaded by the Squamish Nation, to the Jericho Lands project in West Point Grey, Vancouver is poised to see changes to its development pipeline. How are the First Nation Developers assessing opportunities in the face of construction costs, potential tariffs, and other development pressures? How will these developments reshape the current environment and the future? How are these large-scale developments addressing Vancouver's most pressing challenges regarding rental shortage, climate change, and housing affordability? The session will also examine case studies and what can be learned from these experiences.

Participants

Moderator: Michael Hungerford - Partner, Hungerford Properties & Seven Generations Capital

In conversation with: Babu Kadiyala - Vice President, Real Estate, Musqueam Capital Corp.

In conversation with: Sarah Silva - Vice President, Real Estate & Development, Nch'kay Development Corporation

In conversation with: Graham Wood - Chief Executive Officer, Sacred Waters Developments

L1 – Art of the equity deal: Structuring equity transactions and navigating potential challenges

13:15 - 14:00
Legal Stage

In the world of equity partnerships, there is no "one size, or structure, fits all". This conversation will dive into the complexities of structuring equity partnerships and will discuss the potential issues and roadblocks that may arise during the dealmaking process and how to navigate them effectively.

Participants

Moderator: Bavia Bisetty - Partner, Real Estate, Osler, Hoskin & Harcourt LLP

In conversation with: Alex Messina - Managing Director, Nicola Wealth Real Estate

In conversation with: Zach Pendley - Transaction Real Estate Leader, EY

AT1 – Alternative assets: From self-storage & seniors & student housing to data centres, life sciences, healthcare, and infrastructure – where is investor interest heading?

13:15 - 14:00
Alternative Assets Stage

The rise of alternatives has been noticeable – investment in the sector has more than tripled since 2010. Investors are increasingly attracted to various assets that are alternatives to the four major traditional ones in gateway cities and mid-markets. They see an opportunity to take advantage of more attractive yields, long-term growth prospects and to diversify their portfolios. They range from storage and infrastructure to life sciences, data centres, seniors & student housing and healthcare facilities among many others that are gaining this attention. This session will briefly examine a cross-section of examples, what is the outlook for growth, what is the degree of risk associated with these assets, which assets offer the greatest opportunities, and to what extent are there challenges and barriers to entry.

Participants

Moderator: Edgar Buksevis - Executive Vice President, JLL

Panel: Shaun Blythen - Vice President, Real Estate Investments & Portfolio Strategy, Nicola Wealth Real Estate

Panel: Jonathan Boulakia - Chief Investment Officer & Chief Legal Officer, Chartwell Retirement Residences

Panel: Angelo Lamanna - Vice President, National Advisory, CMLS

Panel: Jonathan Turnbull - Head of Canada, Harrison Street

SESSIONS

FORUM DAY 2 - 24/04/2025

F2 – Capital raising: A conversation on equity in today's uncertain economic environment

14:10 - 14:55
Financing Stage

This panel will be sharing their perspectives, examining trends and issues in raising equity, and recycling capital from the perspectives of institutional investors, family offices, private equity funds, and other real estate owners. How keen are investors in allocating capital to what real estate asset class and which cities across Canada? What are key attributes and criteria for investors to say yes in funding? What are the dos and don'ts when real estate developers pitch their ideas? How are deals getting structured given today's market conditions? What were key trends in 2024 and what is in store for the remainder of 2025?

Session sponsored by Equitable Bank

Participants

Moderator: Andrew Tong - Managing Director, Integral Strategic Real Estate Ltd.

In conversation with: Pierre Bergevin - Senior Vice President, Head of National Advisory, CMLS

In conversation with: Trevor Blakely - Chief Executive Officer, Forgestone Capital

In conversation with: Mark Driman - Managing Director, Real Estate, Global Investment Banking, CIBC Capital Markets

D2 - Development Roundtable: Strategic thinkers look at the most significant challenges, trends, risks and opportunities for investors, owners, and developers across Vancouver

14:10 - 14:55
Development Stage

The development pipeline in Vancouver and the Lower Mainland has seen a significant shift with very few projects slated for development. What needs to happen to spur development activity again? What are the barriers to entry and how can they be rectified? A discussion with senior real estate executives as they provide their insights on what they see occurring over the next 12 to 24 months, and their strategic thinking going forward. What are the key challenges and supply issues affecting available, developable land across the region? How can governments at all levels be more supportive of development? How does this differ by market? What is the path forward to get projects off the ground?

Participants

Moderator: Pedro Tavares - Senior Vice President, JLL

In conversation with: Lilian Arishenkoff - Senior Vice President, Development, Wesbild

In conversation with: Byron Chard - President & CEO, Chard Development Ltd.

In conversation with: Ben Taddei - Partner & COO, Conwest

L2 - What you need to know about navigating the rise in distressed assets and foreclosures

14:10 - 14:55
Legal Stage

Last year was a difficult year, with higher borrowing costs and delinquent loan payments, more financially troubled properties are expected to come up for sale as investors and developers struggle. According to CBRE, they anticipate that distressed deals will continue to represent a significant portion of the residential land market through early 2025. What do you need to be prepared for as distressed sales are on the rise?

Session sponsored by Welbec Properties

Participants

Moderator: Hart Buck - Senior Vice President, Colliers

In conversation with: Doug Chivers - Senior Vice President, MNP

In conversation with: Vicki Tickle - Partner, Cassels

AT2 - Hotels & Resorts: How is this alternative asset class performing compared to core real estate?

14:10 - 14:55
Alternative Assets Stage

Vancouver is a world-renowned travel destination with major sporting events, concerts and more coming into the city and showcasing its beauty on the world stage and injecting the economy with a most-welcomed boost. It's no surprise that hospitality has been one of the fastest growing consumer segments since December 2018. Hotels represent a diverse segment within commercial real estate, encompassing a wide range of property types, from boutique establishments to large-scale resorts. This panel will delve into the intricacies of hotel commercial real estate and will examine key factors investors should consider and strategies to thrive in this specialized market. Are hotels a good hedge against inflation? Which markets in Canada are seeing the most activity in this sector?

Participants

Moderator: Robin McLuskie - Managing Director, Hotels, Colliers

In conversation with: Carrie Russell - Senior Managing Partner, HVS

In conversation with: Bill de Haan - Vice President, Commercial Real Estate Markets, RBC Royal Bank

In conversation with: Jeff Hyslop - Senior Vice President, Asset Management and Investment, InnVest REIT

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Afternoon refreshments

14:55 - 15:25
Break

Sponsored by Industrial Alliance Investment Management Inc.

Attendee poll

15:25 - 15:30
Break

Sponsored by Zonda Urban

Assessing the Vancouver market: Its challenges, strengths, and potential for 2025 and beyond

15:30 - 16:20
Plenary

This group of senior leaders will offer a round-up of the major themes covered over the past two days. Representing a divergence of interests and viewpoints, their insights will focus on what risks and opportunities they see in the year ahead, and what courses of action they are likely to follow accordingly. Is 2025 a year to be bolder or more conservative? Are they chasing yield or momentum? What can be expected with respect to investment velocity and deal flow? What asset classes and transactions will likely offer the best possible returns in 2025? How much growth do you anticipate in rental rates in the Vancouver market? Of all the opportunities in the market, what is the most significant one? Are there still good quality development opportunities? In which property classes and markets? How do the economic fundamentals of the region position Vancouver relative to other key markets within Canada and globally?

Participants

Moderator: Tim Grant - President, PCI Developments

Moderator: Elizabeth Model - Chief Executive Officer, Downtown Surrey Business Improvement Association

Panel: Annie Houle - Managing Director, Real Estate, Canada, CDPQ/Ivanhoé Cambridge

Panel: Mark Kenney - President & CEO, CAPREIT

Panel: Colin Lynch - Managing Director & Head of Alternative Investments, TD Asset Management

Panel: Jenn Podmore Russell - Chief Development Officer, Nch'kaŷ Development Corporation

Closing remarks

16:20 - 16:25

Plenary

Sponsored by Desjardins Business

Participants

Speaker: **Roelof van Dijk** - Deputy Managing Director,
North American Real Estate, Building and
Construction, Informa Connect

Networking reception

16:25 - 17:25

Break

Sponsored by Appraisal Institute of Canada - British
Columbia

SCHEDULE

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06:00	06:55 - Thank you to our Title, Platinum, Gold, PropTech & On-demand sponsors									
07:00	07:00 - *New Addition* REF Fitness: Yoga & Run									
08:00	08:00 - Registration & light breakfast with coffee & tea on arrival									

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09:00		<p>09:00 - Summary of day 1 & focus of day 2</p> <p>09:10 - Trump Analysis: the good, the bad and the ugly and what it means for Canada</p> <p>09:50 - Global capital flows into the Vancouver market: a look at the strength of the region and how it stacks up against other global markets</p>								
10:00	10:30 - Morning refreshments									
11:00			<p>11:00 - Retail resurgence: What is the story behind the growing demand in the region?</p>	<p>11:00 - The industrial market update: Is the market starting to balance? What is on the horizon for new development?</p>	<p>11:00 - The office market across the Lower Mainland: What key factors are affecting growth in demand? How are the needs of occupiers changing and affecting this property class?</p>	<p>11:00 - A look at the multi-residential market across Vancouver and the Lower Mainland: How is the industry navigating the challenges?</p>				

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Vancouver Convention Centre (West)

Forum Chairs' Reception – April 22

TIME	BREAK	PLENARY	SESSION A1	SESSION A2	SESSION A3	SESSION A4	FINANCING STAGE	DEVELOPMENT STAGE	LEGAL STAGE	ALTERNATIVE ASSETS STAGE
12:00	12:00 - Networking Luncheon									
13:00							13:15 - F1 – Debt & construction financing outlook for the remainder of 2025: What lies ahead?	13:15 - D1 – First Nations developments and the impactful role they play in the region	13:15 - L1 – Art of the equity deal: Structuring equity transactions and navigating potential challenges	13:15 - AT1 – Alternative assets: From self-storage & seniors & student housing to data centres, life sciences, healthcare, and infrastructure – where is investor interest heading?
14:00	14:55 - Afternoon refreshments						14:10 - F2 – Capital raising: A conversation on equity in today's uncertain economic environment	14:10 - D2 - Development Roundtable: Strategic thinkers look at the most significant challenges, trends, risks and opportunities for investors, owners, and developers across Vancouver	14:10 - L2 - What you need to know about navigating the rise in distressed assets and foreclosures	14:10 - AT2 - Hotels & Resorts: How is this alternative asset class performing compared to core real estate?

SCHEDULE

FORUM DAY 2 - 24/04/2025

Vancouver Real Estate Forum

April 23-24, 2025
Vancouver Convention Centre (West)
Forum Chairs' Reception – April 22

TIME	BREAK	PLENARY	SESSION A1	SESSION A2	SESSION A3	SESSION A4	FINANCING STAGE	DEVELOPMENT STAGE	LEGAL STAGE	ALTERNATIVE ASSETS STAGE
15:00	15:25 - Attendee poll	15:30 - Assessing the Vancouver market: Its challenges, strengths, and potential for 2025 and beyond								
16:00	16:25 - Networking reception	16:20 - Closing remarks								