



CLIENT REPORT

S U M M E R 2 0 2 3

WELCOME

It's summertime in Canada!

Today we're exploring the technological future with talk of how to use the newest tech for the advancement of your portfolio and the real estate sector in general. However, with that, the discussion of which tech is the right tech to lean into for the betterment of the industry is a pertinent line of inquiry that must accompany any talk of new and emerging solutions.

First off, however, I want to acknowledge the most important part of real estate investing, the facet that is often hardest to control, given our natural human instincts: the virtue of patience, the subtle art of 'waiting' which is often overlooked in today's fast-paced lifestyle.

In the developed world, we have become accustomed to immediate gratification. In most areas of our lives, we expect to get what we want quickly and efficiently. That is why it is hard to adjust expectations to the things that require time and effort, the times when patience is the correct response.

Patience is one's ability to wait for something without getting too emotional, frustrated, or troubled. Not giving up when a situation arises requires the self-control to delay gratification and potentially go through a tough stretch or the acceptance of less optimal situations. Patience is the most important factor for success in most businesses, but especially investing in real estate; it's probably more important as it becomes harder to do and further away from our everyday norms. Being patient is about being persistent and consistent in our efforts.

Perspective gets blocked when we're focused on our own needs and desires. If we can shift the focus to the needs and desires of others, we can gain a broader perspective and develop empathy and compassion. This manifests for me in thinking about our clients and the wealth that we can help them build. Patience is an essential skill for navigating life's challenges and being successful.

As always, we hope you enjoy our Client Report. We publish these for you with your interests in mind.

In this edition of the TCS Client Report you'll meet an international lawyer, read about what TCS is doing in the community, witness an AI conversation; all in addition to the discussion about the future of tech in real estate. And speaking of patience, it is finally time to announce TCS Miami, the same TCS that you know from Toronto, with access to premium opportunities in south Florida.

Enjoy!

Kind Regards,

A handwritten signature in black ink, appearing to read "Simon Mann". The signature is fluid and cursive, with a large, sweeping "S" and a stylized "M".

Chief Executive Officer

Technology & Real Estate

The proliferation of technology through society is constant and unwavering; it’s here and there’s more coming whether we are ready for it or not. However, we give pause to ask: what is residential real estate facing with the new rage of AI and chatbots?

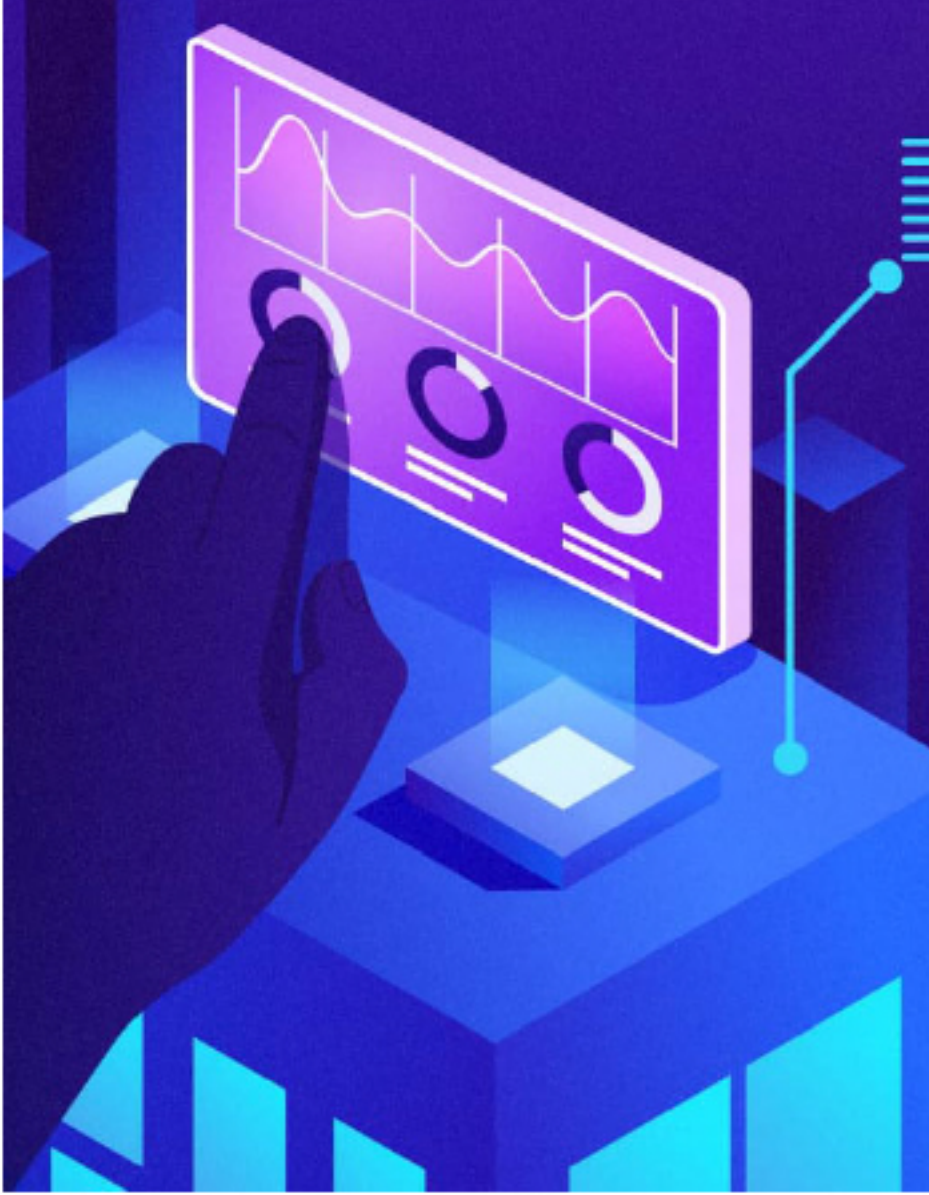


Will we be in a futuristic world where the technology is able to generate rapid and accurate home valuations based on market data? Can we pass off some of the tediousness of paperwork to the machines? Will the technology take us all the way to mining potential owner profiles of individuals and families that are ready to sell, buy, or lease?

As with every boom or new trend, some companies will adopt and go all-in. Some companies will reject the chance, or simply tiptoe into the water. Whether either strategy leads to success we won’t know until things have settled many years from now. But rest assured you will see and hear (and read) all sides of the argument for adoption and against.

The history of prop tech is riddled with inconsistencies. Large U.S. venture capital firms were big fans of the use of crypto/web3 tech in real estate, and then that saw a big spike in 2021 before quickly retreating to the underground.

Brian Lent, CEO and co-founder of Plunk, a U.S.-based startup focused on using tech to more accurately value homes, says that his firm wants to be “Bloomberg for residential real estate.” Plunk claims to use double the amount of data sources in home valuation as Zillow’s Zestimate. In theory, this would create a faster and more reliable home valuation. For example, if you are thinking about a new home but wondering how much value a basement renovation or kitchen redesign would add, this new tech claims to have you covered: simply upload pictures of the kitchen remodel and get a near-immediate recalculation of the home’s value.




This is a great example of value creation and market leadership contributing to a positive outcome for all involved. But who has the power in all this? The answer just might be the same as always: the big guy with all the data.

For example, Milestones.AI, an Austin-based startup has built a home management system, thinking they can feed data-rich profiles of residential property into their AI to suggest when the right time to sell, buy, call a repairman about the furnace, etc. comes around. But this and many other algorithms need data and data entry to truly come into their own and realize their destiny. The threshold for sufficient data might not be crossed until 5, 10, or 15 years into the future. In the meantime, algorithmically driven decisions based myopically on limited data could prove to set back the whole industry.


Some firms have the data, some don’t; some companies have the right platform, some are behind. But what is widely known and seems to be the way forward with AI and other technologies in the residential real estate space, is that it’s all about figuring out what is smoke and mirrors and what is an actual value-add for the industry; something that can be an actual product.



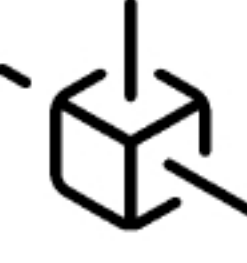
When looking at the future, it should be expected that trends in real estate are dominated by green initiatives. The industry is already seeing a significant investment (with further opportunity) in green buildings. Reports are starting to show now that there has been some time lag to study the impact of greening in real estate; for example, that green buildings are able to achieve a higher rental income. Alongside green buildings and the technology needed inside them, there are a few other initiatives in real estate technology to keep an eye on (if you aren’t watching these things already):




Wellness and Community, on demand buildings with flexible spaces



Tenant and User Platforms, connected amenities, security options, and content



Blockchain, altered operations and potentially utility services and data-driven urban logistics



Cloud-based Property Management, software in a one-platform approach

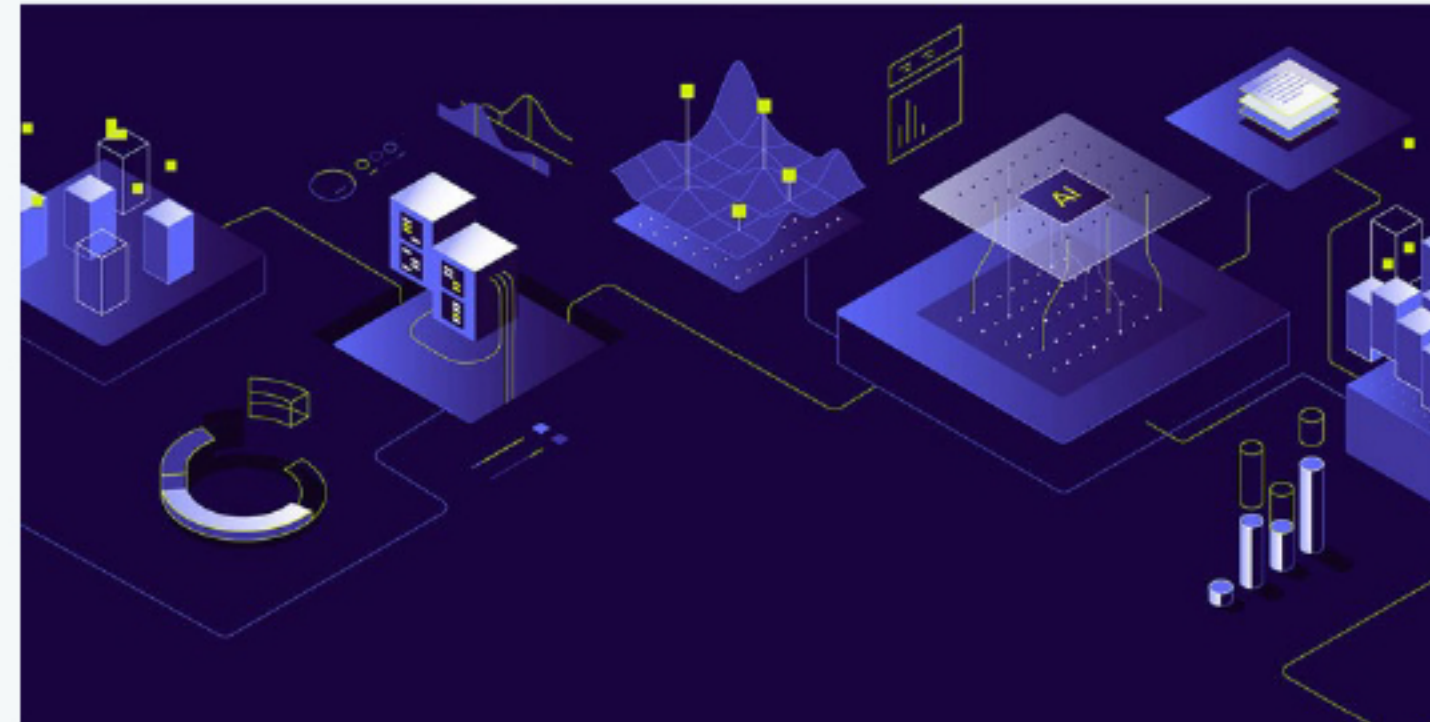
Real estate technology trends are continuing to advance and push boundaries, with more real estate companies jumping on the trend and turning to tech-based solutions for their real estate needs. From property aggregation software and even drones to predictive analytics and custom software; there's no denying the real estate industry is in for some exciting changes fuelled by technology.

QUICKLIST

Five technologies that have made their way into real estate, or could soon.

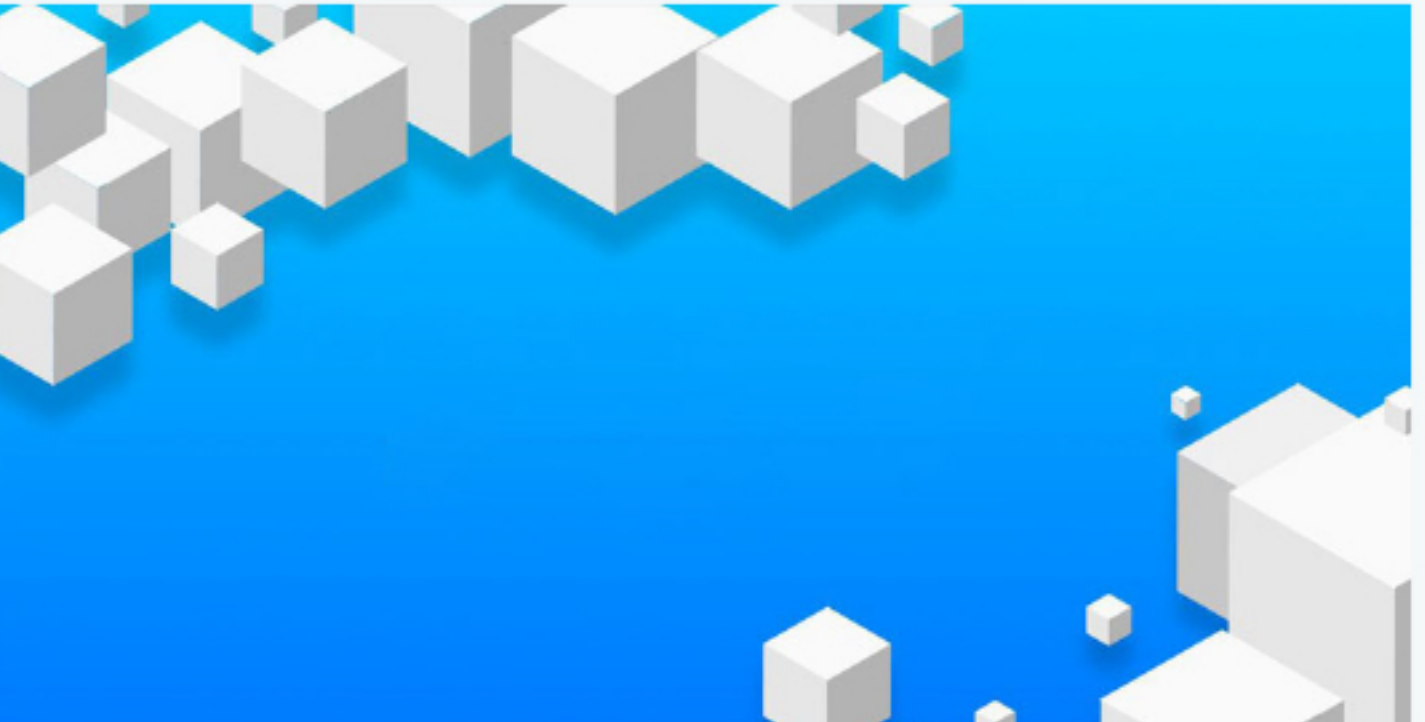
#1 Virtual Reality

Accelerated by the pandemic, virtual property tours serve as an alternative to live showings. This practice did exhibit some benefits over traditional showings, showing that it has a place in the future lineup of products.



#2 AI-Enhanced Analytics

Property investors can find and analyze deals at an incredible rate, not seen before. Will AI and quantum computing create a strong-hold in real estate? So far it has been limited, but the time will surely come.



#3 Fractional Ownership

Not new in real estate by any stretch of the imagination, however, technology is further accelerating this trend in a way that many see as the democratization of the real estate market. More access, more data, more flexibility, and geographic easing.



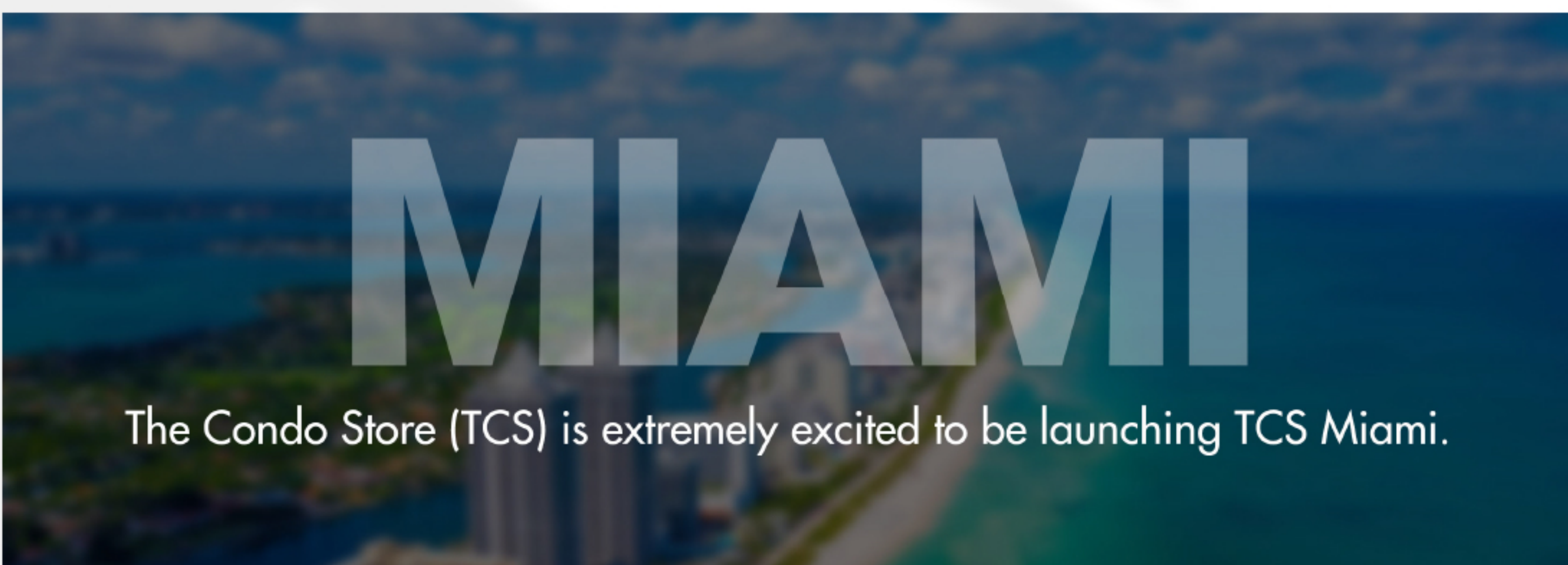
#4 Streamlining Of All Processes

Enhanced efficiency has already shown its benefits and the benefits of technology in real estate in general. All different types of players in the real estate sector can automate many tedious day-to-day responsibilities, allowing them to complete tasks faster and better than ever before.



#5 The Metaverse

Buying assets in a virtual world is still a relatively new concept, so investors will likely continue to proceed cautiously. However, the global metaverse real estate market was valued at \$821.9 million in 2021, with a projected increase to \$5.95 billion by 2028.



The Condo Store (TCS) is extremely excited to be launching TCS Miami.

Visit Website

The same tried and true real estate investment platform that created the pre-construction sector in Toronto is opening in the U.S., to provide our loyal clients with never-seen-before opportunities in South Florida.

To carve out the market leadership that we occupy today, TCS has been working with developers for 20+ years in Toronto. The methods that we have used to cultivate our existing partnerships and relationships are the same we will use in Miami and surrounding areas. Many of the largest and most powerful Miami developers are already familiar with TCS, allowing us to be ready to make incredible and exclusive offerings to our high-net-worth clientele.

Canada is high on the list of foreign buyers in the U.S. (second only to China), with approximately \$9.5 billion in transactions annually. In general, Canadians love to buy property in the U.S., and Florida real estate ranks the highest among those investors. The fact is that 58% of Canadians are more likely than the average foreign buyer to buy U.S. real estate for vacations, and the U.S. real estate market presents quality investment opportunities of all kinds.

In fact, the demand and purchase history for Canadians in the U.S. shows Florida is far ahead of the next two states on the list, and it isn’t even close. Compare that 45% of total annual purchases are in Florida to the 23% in Arizona and the mere 12% in California.

The demand and supply equation gives compelling reason for optimism, leading to significant ROI opportunities in the south Florida market. There is more demand than supply in the U.S. real estate market overall, so home prices have continued to rise. Florida continues to be the most successful state to encourage and grow their real estate sector with new condominium projects.

As we break into this new and exciting market in sunny Florida, we will be bringing forth investment offerings on a much smaller scale than our programs in Toronto, where we are able to secure up to 25-50% of an entire pre-construction project with hundreds of units for our clients. But comparison is the thief of joy, as they say! We’ll start on a smaller scale to feed the demand of our Canadian investor clients who are looking to the U.S., and plan to grow the Miami division over the coming years.

FEATURED CLIENT

RAJ DEWAN

PARTNER, CAPITAL MARKETS & SECURITIES, MCMILLAN LLP



Rajeev (Raj) is a leading business lawyer with a thriving capital markets and securities practice. He regularly acts on behalf of high-growth companies in the eSports, healthcare / life sciences, mining and technology sectors. Raj is the perfect client to highlight for our technology issue.

As part of the Hong Kong office at McMillan LLP, Raj is actively focused on cross-border transactions and listings between Canada and Asia, and regularly advises merchant banks, family offices, public companies and investment banks based in Asia on going public and M&A in North America.

Raj is a recent appointee to the TSX Venture Exchange's Listing Advisory Committee (Ontario), which advises senior management at the TSX Venture Exchange on policy developments and trends in the capital markets. Raj also recently served on the Ontario Securities Commission's (OSC)'s Small and Medium Enterprises (SMEs) Committee, which examined policies and practices affecting SMEs in the interests of capital market efficiency and investor protection.

TCS

What is the relationship and how did you get started with Simon? Could you talk about some of the initial meetings and how you started with offerings that were presented to you, as a relatively new client but with friends/colleagues who have been clients for 20+ years?



It was early 2021. I have two very good friends, both of whom have worked extensively with Simon over the years and have invested in several of the projects which TCS has brought to its clients. There was an opportunity that had come up to get involved in another one, this time in Miami, and it was a very interesting opportunity because I haven't invested outside of Canada, I was very intrigued by the deal. The economics of the project were very compelling from an investment perspective, but equally I was comforted by the fact that two close friends, in particular one close friend, someone who I know and trust and respect, has been working with Simon for many years. Basically, on the back of that referral and this opportunity, I decided to move forward.

TCS

For everyone, the past few years has been a trying period, what has been the biggest insight or takeaway for you or your business that has come from the pandemic?



With respect to investing, I've become more convinced that real estate is a long-term palatable conservative investment. At the end of the day, I'm a very conservative person. I've got three buckets: cash, a portfolio of securities (some of which, quite frankly, are driven by investments which come to my attention through my relationships by virtue of my business, which is a securities lawyer. I deal with people, putting companies together, and sometimes I get opportunities when appropriate to invest), and then the rest is real estate. If anything, given that we've gone through some ups and downs in the market, I actually think it's only reinforced my belief that real estate is – real estate when done right - is a very stable, long-term investment class. I would say that I would be very comfortable in putting most of my investment into real estate.

TCS

When you said “when real estate is done right”, what does that mean for you?



Well, I just think the right feel, the right leverage, making sure the economics make sense, not being too greedy. I think it's just being very principled about how you look at something conservatively, looking at an asset class or an investment opportunity in real estate that is less speculative. In other words, I'd rather think of something that's a little bit boring and consistent as opposed to something that may have a high potential for an equity return but also a loss. That's just the way I look at it. Build a portfolio, Carl Icahn says “cash flow is king”. I think there's something to be said for that and I think real estate as an asset class is very conducive to that result.

TCS

Simon writes about patience in this report, what is the role of patience to an investor?



From my perspective, it just reinforces the point that you need to be conservative in terms of how you approach your investments. You need to think through various scenarios depending on where we are in the market and you need to be able to have a buffer to deal with some ups and downs that may come about. Whether it's a simple rental property and having a vacancy for six or eight months or something like where you finance and leverage your property and now you're in a situation where your rates are creeping up. I think holistically what you've got to do is look at these things with the mind that if they're long-term that you need to be able to sustain and retain the investment, notwithstanding what's happening around you.

TCS

What about away from the office, what do you like to do when not working?



I love golf. My son plays golf too. I also like cooking. I like to play sports generally, I'm pretty active in tennis. I've got golf with friends and then I like to also just spend some time with my wife and my kids. Travel is great, we're fortunate to have been able to travel a fair amount with our family. So that's a good experience for everybody.

TCS

You have a long career in global law as well as serving many organizations and being an entrepreneur, do you have any non-negotiables in terms of being at work, getting deals done, partnerships or general business and professional behaviour?



That's a good question. I think over the years as you mature, you learn that you want to do business with people who you enjoy working with and who you enjoy making money for and with; and who have the same value set as you. There's integrity and there's a sense of the right way to do business. There are always clients out there who you can do business with and make money for and with, but you may not necessarily enjoy working with them or they may have principles which you may not necessarily agree with or want to be exposed to.

Those are difficult things, when you're younger and establishing yourself to turn away from. It's difficult to say I don't want to work with someone when someone's at your door offering to pay you to do that. But I think over the years, I've learned that two things are very important. One is your reputation, and that can change overnight. Second, is you have to be able to go to bed at night and you want to be able to not have to deal with people and circumstances that you don't trust or believe in.

I think, we have in our mind, everything in this world ultimately is made up and no one's in charge; and so we have a huge amount of flexibility to control what we do, how we do it, and how much of it we do. And that's one of the beauties, quite frankly, of being an entrepreneur; I think of myself an entrepreneur because I've built up a legal practice from nothing over the last 13 years, and that's what I enjoy about it.

TCS

Staying with entrepreneurship, do you have a take on the state of entrepreneurship, whether in Canada or abroad?



I'd say that some people have stepped back and recognized, perhaps during the pandemic, the value of life and the value of having quality time with family and friends and loved ones. Some people have recognized that the path they may have been following pre-pandemic is maybe not the path that gives them fulfillment. Whether people have chosen to change careers or pursue opportunities in business, whether as entrepreneurs or otherwise, I think a lot of people have had a reset of their perspective of life. I think that's a good thing. I think about it this way, some people have moved towards entrepreneurship in this environment where we've gone through something like COVID because it's made people think about what's important to them and what they actually want to do and they realize that life is shorter than some of us expect. Therefore we have to do what we want to do now, what we have passion for.

TCS

As a leader in your field and specifically as a cross-border and regulatory leader, you need to give a lot of advice; what advice would you give to someone that is looking to invest in the condo market, what would be the top considerations that they should be focused on?



Paramount is to understand the economics of the project. You've got to be comfortable with the reputation of the people behind it. You've got to look at their track record and what their ability, or lack of ability, is based on prior projects. Ultimately, you've got to look at and understand geographically where this is located and what it looks like. I like investing in Midtown Toronto and I invested in it a long time ago because I thought there's a limited area for development around this area. This is going to be a nice place for people to live and be still in a jurisdiction where you can commute to Toronto. I think you've just got to understand your market and the opportunity. You've got to be comfortable with the builder and where the deal is coming from, and go from there.

TCS

You have a love for real estate in general, can you talk about that and perhaps the opportunities seen in real estate versus other investment vehicles?



What I like about real estate is its stability. I like the fact that you can get cash flow and I like the fact that you own the underlying asset, it's yours. So, you have a yield on the asset if you require it and you have ownership of an underlying asset which can grow your equity through appreciation. As well, if you ever need to monetize the asset, you have the ability to do that, and it's typically done at a low cost of capital. It's nice and simple, and there is nothing wrong with that. For me, it's about the safety of real estate as a vehicle and being able to go to bed each night.

TCS

Travel is part of your work and life. Describe the perception Toronto has across the globe in your dealings with technology firms and other high growth sectors?



Toronto and Canada are recognized as safe and stable and a very welcoming place to do business. Canadians are well liked for their business disposition, versus the U.S. specifically. Canada is also looked at as a safe and professional place to setup business on the path to growing to all North America. People across the world do recognize that real estate here in Canada is much cheaper than it is in many parts of the world, specifically compared to emerging markets like Hong Kong, Singapore, Dubai, etc. but it's safe and secure and people and businesses like that.

It's known that Canada has great tech, we have a really strong AI sector right now and have built many amazing companies here.



AI is everywhere and as we have been discussing, real estate is not immune to the newest trends and technologies. This is a real-life discussion between the team at TCS and ChatGPT (artificial intelligence). We started simple and then tried to ratchet up the discussion in terms of in-depth knowledge and specificity. We'll let you be the judge in terms of the aptitude and accuracy of the data but our TCS team was certainly impressed by the strength and validity of the content that was produced instantly. What would you ask it about Toronto or Canadian real estate?



TCS

What is the historical increase in the Toronto real estate market from 2000 to 2023



The Toronto real estate market has experienced significant appreciation over the years, but it's important to note that past performance does not guarantee future results. Here is a general overview of the historical increase in the Toronto real estate market during that timeframe:

1. Early 2000s: The Toronto real estate market experienced moderate growth, with average annual price increases ranging from 3% to 5%.
2. Mid-2000s to 2008: The market experienced a significant upswing during this period, driven by factors such as low interest rates, strong economic growth, and increased demand. Average annual price increases were in the double digits.
3. 2008 Financial Crisis: The global financial crisis had a temporary impact on the real estate market, resulting in a slowdown and a decrease in prices. However, the market quickly rebounded in the following years.
4. 2010 to 2017: The Toronto real estate market experienced a prolonged period of strong growth during this period. Factors such as low mortgage rates, population growth, foreign investment, and limited housing supply contributed to significant price increases. Average annual price growth ranged from 5% to 15%.
5. 2017 to 2020: The market saw a period of rapid price growth and high demand, particularly in the single-family home segment. However, the market began to cool down towards the end of 2017 due to various policy interventions aimed at improving affordability.
6. 2020 to 2023: The COVID-19 pandemic had an impact on the Toronto real estate market, causing a brief slowdown in activity during the early months of the pandemic. However, the market rebounded quickly, with prices reaching new highs in many segments due to factors such as low interest rates, pent-up demand, and shifting housing preferences.

It's important to note that these historical trends are generalized, and the performance of specific properties or neighborhoods within Toronto may have varied. Additionally, the real estate market can be influenced by a range of factors that are difficult to predict. Therefore, it's advisable to consult local real estate experts or professionals for the most up-to-date and accurate information about the Toronto market.

TCS

Name some world class cities? Let's say 7. Use livability indexes and safety as key metrics. |



Here are 7 world-class cities known for their livability and safety, based on various indexes and rankings:

1. Vienna, Austria: Vienna consistently ranks high in global livability indexes, offering a high quality of life, excellent infrastructure, and a strong emphasis on safety and security.
2. Melbourne, Australia: Melbourne often ranks as one of the world's most livable cities, with a vibrant cultural scene, high-quality healthcare, and a safe environment.
3. Tokyo, Japan: Tokyo is renowned for its safety, efficient public transportation, cleanliness, and overall livability. It offers a unique blend of modernity and rich cultural heritage.
4. Copenhagen, Denmark: Copenhagen is known for its bike-friendly infrastructure, sustainable practices, and high safety standards.
5. Toronto, Canada: Toronto is recognized for its diverse culture, strong economy, and safety. It consistently performs well in various livability indexes, offering a high standard of living.
6. Zurich, Switzerland: Zurich is often praised for its high safety levels, cleanliness, and excellent public services. It offers a high quality of life, with a well-functioning infrastructure.
7. Helsinki, Finland: Helsinki is known for its high livability, safety, and education system. It boasts a blend of modern urban living and beautiful natural surroundings.

These cities are renowned for their commitment to safety, quality of life, and overall livability. However, it's important to note that livability can be subjective, and different individuals may have varying preferences and priorities when it comes to choosing a city to live in or visit.

TCS

What are the most important traits for an individual to have in order to maximize long-term returns as an investor? List 8 factors. |



While investing involves a combination of knowledge, strategy, and decision-making, here are some important traits that can contribute to maximizing long-term returns as an investor:

1. Patience: Successful investors understand that investing is a long-term endeavor and that markets can fluctuate in the short term. Patience allows investors to ride out market volatility and stay committed to their investment goals.
2. Discipline: Maintaining discipline is crucial in sticking to an investment strategy and avoiding impulsive decisions driven by short-term market movements or emotions. A disciplined approach helps investors stay focused on their long-term objectives and avoid making rash or emotionally driven investment choices.
3. Risk management: Effective risk management involves understanding and assessing the risks associated with investments and diversifying portfolios accordingly. A prudent investor aims to strike a balance between risk and reward by diversifying across different asset classes, sectors, and geographic regions.
4. Knowledge and continuous learning: Staying informed about the investment landscape, understanding financial markets, and keeping up with economic trends are important for making informed investment decisions. Continuous learning helps investors adapt to changing market conditions and identify new investment opportunities.
5. Rationality: Emotional decision-making can lead to poor investment choices. Rational investors focus on objective analysis, avoid herd mentality, and base their decisions on thorough research, data, and fundamentals rather than short-term market noise or speculation.
6. Long-term perspective: Successful investors have a long-term perspective and are not swayed by short-term market fluctuations. They understand that compounding returns over time can lead to significant wealth accumulation.
7. Flexibility and adaptability: Markets and economic conditions can change, requiring investors to adapt their strategies. Being flexible and open to adjusting investment approaches based on new information or market trends can contribute to long-term success.
8. Persistence and resilience: Investing can involve ups and downs, and setbacks are a part of the journey. Persistence and resilience allow investors to bounce back from losses, learn from mistakes, and stay committed to their long-term investment goals.

It's worth noting that these traits are not exhaustive, and successful investing involves a combination of factors. Every investor is unique, and personal circumstances and risk tolerance should be taken into account when developing an investment strategy. Seeking advice from professionals can also be valuable in maximizing long-term returns.

TCS

What makes Miami such a popular region to live? Give me a list of 8 reasons.



Miami is a popular area to live for several reasons, including:

1. Climate: Miami's warm and tropical climate is a major draw for many people. With year-round sunshine, mild winters, and hot summers, the region offers an appealing outdoor lifestyle and a wide range of outdoor activities.
2. Beaches: Miami is renowned for its beautiful sandy beaches along the Atlantic Ocean. The area offers a variety of beachfront neighborhoods and a vibrant beach culture, attracting residents and visitors alike.
3. Cultural Diversity: Miami is known for its rich cultural diversity. The city's population is a melting pot of various ethnicities and nationalities, creating a vibrant multicultural environment. This diversity is reflected in the city's cuisine, art, music, and festivals.
4. Entertainment and Nightlife: Miami is famous for its vibrant entertainment and nightlife scene. The city offers numerous world-class restaurants, bars, nightclubs, and live music venues, making it a hub for entertainment and social activities.
5. Outdoor Recreation: Miami provides ample opportunities for outdoor recreation. Beyond the beaches, residents can enjoy activities such as boating, fishing, paddleboarding, and golfing. The region also offers beautiful parks, nature reserves, and the nearby Everglades for nature enthusiasts.
6. Art and Design: Miami is a center for art and design, with numerous art galleries, museums, and cultural institutions. The city hosts the internationally renowned Art Basel Miami Beach, attracting artists, collectors, and art enthusiasts from around the world.
7. Business and Career Opportunities: Miami has a growing and diversified economy, offering a range of job opportunities in various industries, including finance, trade, tourism, hospitality, technology, and creative sectors. The city serves as a gateway to Latin America and is a hub for international business.
8. Real Estate and Investment: Miami's real estate market has attracted investors from around the globe. The region offers a mix of luxury condos, waterfront properties, and diverse housing options. Additionally, Miami has seen significant investment in infrastructure and urban development projects.

It's important to note that while Miami offers many attractions and advantages, the decision to live in any region should consider personal preferences, lifestyle, and individual circumstances.

HIGHLIGHTS



CEO Simon S. Mass Guest Lecture at University of Guelph

Simon was a guest lecturer and spoke to the second year class about real estate financing, starting out in real estate, the TCS origin story, developer relationships, the future of the condo market, and a whole host of other topics.

The main takeaway for the students was how Simon's story about hard work and passion should not deter any of the talented individuals in the class from pursuing a life and career in real estate and investments, but rather motivate any interested hard workers out there to know that hard work in this industry can be extremely rewarding.

The class is taught and supervised by Charles Shearer at the Lang School of Business and Economics - University of Guelph. At TCS, as we have said before when we started our scholarship with U of G, our goal is to challenge students and help push them to think differently.



TCS Video Series, "Conversations with..." to be released in Q3/Q4 2023

As you might have seen on LinkedIn, TCS CEO Simon Mass recently teased out that TCS is creating, and has indeed already filmed, an exciting video series focused on all things Toronto, with an eye towards how the city's economic growth will impact real estate prices in the short, medium and long-term. Watch for heavy-hitting guests in the fields of medicine, capital investment, sustainability, real estate development, and sports! Each episode will feature topical conversations and news-worthy investment information about Toronto as a city and investing vehicle. Coming soon!



TCS CMO Rich Kuypers visits Ted Rogers School of Management at TMU

In another amazing opportunity to meet and greet with students including our TCS scholarship recipients, TCS CMO Rich Kuypers had the privilege of stopping by to the Ted Rogers School of Management and congratulate our most recent award winner, Yasmine Dabir, on her success to this point.

Having these special evenings once again in person is a big deal for the schools, donors, and students alike. It was great that Rich could make it out to represent TCS and got the chance to meet and greet with our scholarship award winner, on the big night. TCS couldn't be prouder of Yasmine and our continued relationship with the Ted Rogers School of Management at Toronto Metropolitan University. The Condo Store Community Builder Award was designed to be able to help our future leaders get off their feet and soar to great heights!



SECURE YOUR INVESTMENTS WITH TCS' FULL-TIME LICENSED AND DEDICATED BROKERS

Lately we have been receiving a large number of inquiries about leasing, assigning and selling units through our brokerage division. Please note that we have a team of licensed, award winning, and dedicated full time real estate brokers on staff that are specifically retained by TCS to manage our ownership group's own properties as well as all those of our clients. This value-add service is part of our promise to provide full turn-key services so that all your investment needs are met under a one-stop-shop platform.

By working with TCS' broker team members, you will be able to better secure your investments as we always aim to price-protect our investments so that we all win as opposed to outside brokers, who may have one or two listings and most likely won't have the required relationships with the developer, the on-site property management team and the security service providers. A certain high-level expertise and building/project knowledge is needed to manage this intricate process and TCS has that at all its sites.

Don't trust your valuable real estate investment portfolio to outside firms/brokers who aren't in it for the long run and won't protect and serve your needs.

Client Vehicle Incentive Programs



During the month of May, participating clients were connected to the luxury-brand dealership, Grand Touring Automobiles, to start the process of selecting and ordering their very own Polestar 2 all-electric vehicle courtesy of TCS. It's an example of what makes us different. Being able to provide a significant number of clients with a free two-year walk-away lease on the luxury 2023 Polestar 2 is a pleasure and a treat as we continue to help and support our clients with access to the most lucrative pre-construction real estate offerings.

Coming shortly after the mid-pandemic client incentive of a free Jaguar F-Pace, we at TCS are extremely proud that we can – and do – offer our loyal and new clients the best deals in the pre-construction market as well as incredibly valuable client incentives that no other firm can replicate. Both the incentives and the access are not being made by other firms in the industry, that is the TCS advantage.



TCS Gift Collaboration with Parmiss Art

As a holiday surprise and special thank you, TCS collaborated with charitable artist Parmiss Ghooparanloo to purchase and ship nature and environment-friendly art pieces to some key clients, friends, and partners. The program with Parmiss Art is to celebrate her charitable, non-for-profit venture with friends and clients of TCS. The program allows anyone to be able to purchase certain pieces of art online and have it shipped to their home or business with ALL profits going to worthy environmental causes.

We encourage all clients and friends of TCS to explore Parmiss' work and to know that she would be more than happy to consider a commissioned work for you or your organization so that the giving and donations to these worthy causes can grow exponentially.

You can read more about the endeavor here and if you are interested in doing a similar program for your firm or your personal gift giving, please get in touch directly with Parmiss at parmiss@parmissart.com as she is more than happy to create something unique for your specific needs.

Follow Parmiss on Instagram →

[Visit Website](#)



TCS Collaborator Alexis Cogul Lleonorart Installs New Piece in Miami Design District

The world-renowned architect, interior, and furniture designer that TCS has partnered with to handle and curate the bespoke furniture and décor packages for our clients' spaces in a recent project, was recently in the news building a flagship space in Design Miami's VIP Lounge. The art piece will live forever in Miami's Design District as an art installation. It's a fascinating piece and an incredible achievement for any world-renowned architect and artist, we are thrilled for Alexis!

Participating clients of TCS that purchased in the House of Assembly investment offering will have their condominium unit's furniture and décor configurations hand-picked by Alexis and his firm, Doe Architecture, in a bespoke, hotel-inspired aesthetic which will increase and maximize rental income.

We at TCS are excited and fortunate to have this amazing partnership with such a leading-edge creative designer, and we couldn't be happier to have passed this great opportunity to work with Alexis onto our loyal and amazing clients.

Follow Alexis on Instagram →



WHAT WE LIKED

All markets are different, including geographically, but the information is showing that people are just waiting for the rates to drop, on both sides of the equation.



It's a big number and why we need all levels of government and the private sector involved in what will come next for a solution-driven conversation.

Bloomberg

Meanwhile in Canada, job creation from sectors like health care and tech is continuing and it's a great sign for our economy overall.



One thing I can't shake in this discussion is the lack of talk about increasing density where infrastructure already exists.

The New York Times

I did enjoy the actual content in the piece and how it laid out the situation where buying demand is pent up and will resume once there is a small decrease in rates...

THE GLOBE AND MAIL*

... let's celebrate that Canada's population is over 20% foreign-born, cementing the country's global reputation as a welcoming and inclusive nation.

