

Q4 2020

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INVESTOR UPDATE

# REAL ESTATE CORE TRUST

## BUSINESS AS USUAL

Despite COVID-19 case numbers climbing throughout Q4 and as the provinces across the country began to enter further lockdowns to slow the spread of the virus, Avenue Living continued with business as usual. The deliberate actions taken at the start of the pandemic and maintained as part of our core value of “duty of care” ensured that there was no material effect operationally. This value continues to guide the organization’s actions in the face of the rapidly evolving challenge of COVID-19. Avenue Living has acted quickly to implement pandemic protocols and strategies to help residents, while also keeping its staff safe. Avenue Living’s Duty of Care extends to all stakeholders; the organization always strives to prioritize the needs of its stakeholders, including investors. The organization is tremendously proud of its key performance indicators since the pandemic began, having suffered no COVID-related losses in rent collection and having seen a record number of lease renewals.<sup>(A)</sup> The organization’s performance has remained steady despite the current economic climate, which has prompted it to resume value-add activities through a disciplined and fiscally responsible approach.

## MAKING THE MOST OF OPPORTUNITIES

The deliberate actions Avenue Living has taken through prior years to build a robust, vertically integrated platform of shared services allowed the organization to respond thoughtfully and deliberately to the COVID-19 crisis and take advantage of opportunities that arose in 2020. Investments in technology and Avenue Living’s “going paperless” initiative have led to continued high rent-collection rates and leasing activity. Avenue Living was able to close on 642 units located predominately in primary Prairie markets. As we look forward to 2021, Avenue Living is well-positioned to expand its asset base and deploy capital through accretive acquisitions and capital improvements.

Avenue Living Real Estate Core Trust (the “Core Trust”) is a private real estate investment trust that provides exposure to multi-family residential rental properties across 17 markets in western Canada through the Core Trust’s investment in Avenue Living (2014) LP (“Avenue Living”). Since its beginnings in 2006, Avenue Living has rapidly grown its portfolio to over \$1.6 billion in AUM.

Despite all that is happening in the world, Avenue Living remains in command and in control of its business.

## Highlight of Key Performance Metrics<sup>(A)</sup>

With the end of Q4, Avenue Living has now been able to analyze performance as it relates to COVID-19 over two full quarters. This has provided invaluable information about the results and success of Avenue Living through times of crisis and has set the business up for success going into 2021.

# RENT COLLECTIONS REMAIN HIGH AT 97%

- Average retention rate for Q4 was over 75%
- Outstanding work orders as a percent of overall units remained below Avenue Living’s 3% target
- Stabilized occupancy 92.0%
- Acquired 642 units
- Call Centre maintained a call-answer rate of 97.1% with an average 28 second hold time

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## ACQUISITIONS

During Q4, Avenue Living exceeded its target and took advantage of market opportunities to acquire 642 units for a total purchase price of \$104 Million.<sup>(A)</sup>

ASSET NAME	CITY	PROVINCE	# OF UNITS	CLOSING DATE	PURCHASE PRICE
BARNHART	CALGARY	ALBERTA	25	15-Oct-20	\$4,500,000
LAKWOOD MANOR	SASKATOON	SASKATCHEWAN	120	30-Oct-20	\$13,200,000
SIEBEL TOWNHOMES	RED DEER	ALBERTA	235	30-Sept-20	\$44,690,000
HAYS FARM	CALGARY	ALBERTA	228	18-Nov-20	\$36,800,000
VICTORIA GARDENS	CALGARY	ALBERTA	34	17-Dec-20	\$5,100,000

### DISCLAIMER

Certain information set forth in this Investor Update contains "forward-looking information". Except for statements of historical fact, information contained herein constitutes forward-looking statements and includes, but is not limited to, the (i) projected financial performance of Avenue Living Real Estate Core Trust (the "Trust") or Avenue Living (2014) LP (the "Partnership"); (ii) the expected development of the Partnership's business, projects; (iii) execution of the Partnership's vision and growth strategy; (iv) sources and availability of third-party financing for the Partnership's projects; and (v) future liquidity, working capital, and capital requirements. These statements are not a guarantee of future performance and undue reliance should not be placed on them. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such forward-looking statements. Although forward-looking statements contained in this Investor Update are based upon what management of the Trust and the Partnership believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Avenue Living undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change. The reader is cautioned not to place undue reliance on forward-looking statements.

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### SOURCES:

(A) Avenue Living Internal Data as at December 31, 2020.

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