

October 14, 2022

"Canada is calling for investment"

Brian Toole, partner at RECan Global, is president and one of the founding partners of Partners Global, a leading real estate advisory firm headquartered in Halifax, Nova Scotia, Canada.

Brian, you attended EXPO REAL in Munich this year, what is your impression?

It is indeed inspiring and exciting to be here in Munich, to see and meet people after the pandemic. It is a very interesting trade show. And, again, it's great to be here.



A word please about the quality of this fair?

The fair has a very high quality. There are a lot of big names here, a lot of interesting people. Our discussions at EXPO REAL were very successful. To put it in a nutshell: It was very productive to be here.

You came to Munich from Canada to get institutional investors excited about the Canadian real estate market. What are the current arguments in favor of this?

Canada is a great place and at the same time a reliable partner for investments. We have a stable and steadily growing real estate market, high immigration, and a wide range of opportunities to invest safely.

In addition, Canada is an energy exporting country, has a strong banking system with lower inflation than in the EU or the US, and has a AAA currency in the form of the CAD. In addition, Canada is largely independent of economic developments in Eastern Europe.

We also have immigration in Germany. But immigration policy in Canada is different than here in Germany, right?

Yes, we do indeed have a different approach to immigration policy in Canada. It is very targeted and focused on highly qualified skilled workers. It's very targeted. Every year, in terms of our population, more than one percent immigrates to Canada, which is also having a very positive impact on the real estate market, both on the residential and commercial side, and it's just calling out for investment.

In your opinion, when is the best time for investors to invest in Canada?

Clear answer: at any time. I have been involved in the Canadian real estate market for 30 years now. There has never been a bad time. Even though there are currently some macroeconomic problems, such as the current energy crisis or rising interest rates, Canada is very stable and a safe harbor for investment. We expect prices in the Canadian real estate market to have adjusted in Q2 2023.

Brian, thank you very much for the interview!