



1119 Fennell Avenue East, Hamilton

The 5.02 acre corner site is improved with two buildings totalling 109,083 square feet comprised of a two storey 88,683 square foot plaza and a two storey 20,400 square foot municipal library.

Lead tenants are TD Canada Trust, Rexall Pharmacy and Golden Griddle.

What We Have Learned

The plaza had been owned and well managed by the same family for an excess of thirty years. Our pre-due-diligence process covered all the financial analysis of lease terms, tenant operating cost recovery schedules, comparative historical financial results. The vendor under our advice also had all pre due diligence reports conducted including a vendor's form of offer. All the due diligence information was web-enabled accessed through password-protection and was made available only to those who had executed and returned the Acknowledgement Agreement.

The conditional price led to a closing without any amendment to the terms of sale as our pre-due diligence was flawless.

Our Value Enhancement Results

We have achieved maximum pricing through our pre-due-diligence process and aggressive marketing supported by impressive marketing material deliverables. As well, our ongoing business relationship with all stakeholders including mortgage lenders, lawyers, property managers, appraisers, and consultants lead to a seamless closing of the sale to the satisfaction of both the vendor and the purchaser.