



A well maintained 63,635 square foot fully leased 11-unit multi unit industrial building of 16 feet clear height with net operating income of \$459,418

Background

The Client had been considering estate planning matters for years and Petrus Commercial Realty Corp. submitted an unsolicited offer at attractive terms from a reputable and well capitalized buyer with an excellent track record of acquiring similar assets on a timely basis.

What We Have Learned

- The fundamentals of the industrial leasing market at the time lead to 300% to 400% rental increases at unit turnover and as such, current income was not the determinant of value.
- Petrus Commercial Realty Corp. identified the successful buyer who considered the intrinsic asset value, not current income short-term value and who would invest in a significant asset improvement program.
- Petrus confirmed full FINTRAC requirements for both the buyer and the seller.
- Petrus enabled and monitored the due diligence process.
- The property stood the test of due diligence and closed on a timely basis.

Reference

"We have been working with Pierre off and on for about 20 years. His advice and knowledge of the commercial real estate market has been invaluable and we look forward to continuing our long term and fruitful relationship for years to come. We have always felt that he puts our interests ahead of his own and we continue to have our utmost faith in him and his abilities."

Steve Goldberger

Larry Goldberger

Aldgate Construction