



106 Cumberland Street

A four-tenant fully leased 3,996 square foot building with frontage of 19.4 feet and net income of \$172, 110.

Background

- The Estate hired the Trustee Client to sell and distribute the proceeds amongst a multi-generational estate located in four different countries.

What We Have Learned

- Petrus Commercial Realty Corp. managed the sale process during the pandemic and managed prospective investor/buyers concerns about the retail tenant's unclear financial future stability.
- Petrus elaborated a unique and responsive communication protocol so that all estate members participated in the decision-making process with the Trustee Client

References

• [...] *Good morning, Pierre, Thanks for the hard work to bring the sale to a successful closing. A job well accomplished. Many thanks.*

Henry Hsieh
 Hong Kong

• [...] *"It has been a pleasure working with you and I hope to do so again. Your approach is very bespoke and more enjoyable from what would normally be the case in selling Real Property. Petrus was absolutely the best choice!"*

Greg Woolston, TEP | Director, Senior Trust Officer
 BMO Wealth Management | BMO Trust Company | One Wealth

• [...] *"It has been a pleasure to work with you on this. You have been a tremendous help."*

Dov Tal, Associate
 Kronis, Rotsztein, Margles, Cappel LLP
 Barristers and Solicitors



108 Cumberland Street

A sale-lease back transaction of a 3,321 square foot building with frontage of 16 feet.

Background

- The family had been considering for many years a property sale in the collective context of estate planning matters and the continuation of the business operation.
- A prior formal marketing program for the property sale had to be deferred at the onset of the pandemic.

What We Have Learned

- Petrus Commercial Realty Corp.'s long term business relationship with the Seller provided an opportunity to present the unsolicited offer from the buyer at 106 Cumberland and structure a sales-leaseback seamlessly in a way not to damage the existing relationship with the art gallery artists and not to discourage the existing customer base.

Reference

- Paul Robinson
 Kinsman Robinson Gallery