



WHITNEY & COMPANY

The property was put on the market for sale and an existing tenant contacted John Whitney about the sale offering.

Client Objectives

The tenant occupies about a third of the building space and wanted to consider a purchase or a partial purchase of the property. They had invested significant improvements to their leased area and wanted to ensure their long-term occupancy in the building.

Transaction Profile

Ginger Whitney & John Whitney met with the client and reviewed the project valuation and the other tenants in the Project. They also conducted a full building and site audit and provided a detailed analysis of the offering for presentation to the Audit Committee.

Solution

The tenant was interested in participating in a purchase but asked to find an equity partner that had investment real estate experience. John and Ginger brought in an investor group who partnered with the tenant to purchase and manage the 3-building property. They sourced financing for the purchase and finalized a partnership agreement so the sale could be finalized.



John R. Whitney, SIOR
WHITNEY & Company
Realty Limited
Waterloo, Ontario, Canada



**Ginger Whitney, SIOR,
CCIM**
WHITNEY & Company
Realty Limited
Waterloo, Ontario, Canada

Transaction Type & Details

Transaction Date:
September 19, 2016

Transaction Type:
Investment

Building Type:
Office

Building Size:
155,000 SF
10.7 Acres

Sold Price:
\$30,900,000 CAD