



CASE STUDY

SHARP



PROJECT OVERVIEW

Sharp Electronics Corporation (Sharp) owned its facility at 335 Britannia Road East in Mississauga Ontario. The property consisted of a 213,021 SF building with Highway 401 exposure located on 10.97 acres of land.

THE CHALLENGE

The challenge was to sell the property to obtain the benefit of increased property values, while simultaneously negotiating a long-term leaseback to continue to maintain their Canadian headquarters location. Sharp engaged Jesse Micak and team to act as their exclusive representative for this project.

THE SOLUTION

Jesse and team ran a competitive process seeking multiple acquisition and leaseback proposals from a variety of institutional and private investors widely known to be investing in the GTA and Mississauga industrial markets.

RESULTS ACHIEVED

Following strong interest and demand from the investment community, Jesse and team short-listed qualified investors and managed a competitive negotiation on Sharp's behalf.

The strong negotiation position resulted not only in a record price per square foot sale disposition for assets of this type in Mississauga, but was backstopped by a 10-year leaseback with various options to extend the lease for Sharp.

CLIENT

Sharp

LOCATION

Mississauga

REAL ESTATE TYPE

Commercial

SQUARE FOOTAGE

213,021 SF

SERVICES

- Real estate advisory
- Sale leaseback
- RFP Release and negotiations
- Agreement on purchase and sale
- Canadian headquarters disposition and long-term lease