

# dream office REIT

Real Estate Strategy & Leasing Conference

October 6, 2016



## Dream Office REIT Quebec portfolio

Type	<b>CLASS A &amp; B OFFICE</b> Quebec City, St-Hyacinthe Suburban Montreal
Size	967,000 SF
Price	\$143.85M
Buyer	Various private
Seller	Dream Office REIT



**Portfolio Sale of Secondary Market Assets**

# CHALLENGES

- ❑ Right of First Refusal (to Purchase)
- ❑ Capital Expenditure Obligations
- ❑ Leasing Doesn't Stop During a Sale Process!



**Increased Transaction Risk, Threat to Net Proceeds**

- ❑ Right of First Refusal (to Purchase)
  - ✓ ROFO vs ROFR
  - ✓ Due Diligence Credit
  - ✓ Package into a Portfolio



**Achieved Competitive Process and Maximized Proceeds**

## ❑ Capital Expenditure Obligations

- ✓ Clearly Define Scope
- ✓ Build in Flexibility
- ✓ Recoverability



**Reduced Current & Future Risk**



❑ Leasing Doesn't Stop During a Sale Process!

- ✓ New Leasing = Extra Income
- ✓ Minimize Renewal Risk
- ✓ Know your Tenants!



**Minimized Transaction Risk, Maximized Proceeds**

**dream**   
office REIT

**thank  
you.**

