



# Dream Office REIT Quebec portfolio

Туре	CLASS A & B OFFICE 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!

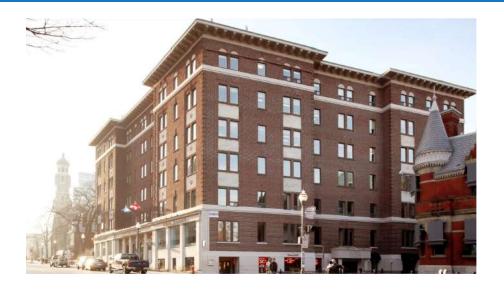


#### **Increased Transaction Risk, Threat to Net Proceeds**



### SOLUTIONS

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



**Achieved Competitive Process and Maximized Proceeds** 



## SOLUTIONS

- ☐ Capital Expenditure Obligations
  - ✓ Clearly Define Scope
  - ✓ Build in Flexibility
  - √ Recoverability



#### **Reduced Current & Future Risk**



### SOLUTIONS

- ☐ Leasing Doesn't Stop During a Sale Process!
  - ✓ New Leasing = Extra Income
  - ✓ Minimize Renewal Risk
  - ✓ Know your Tenants!



#### **Minimized Transaction Risk, Maximized Proceeds**

dream 11 office REIT

thank you.

