

## Sale/Lease Back Case Study



### Challenge

315 University Ave, is a first-class two story office building located in the heart the Route 128 South Submarket; an area that has seen tremendous activity with the development of a significant mixed-use project at Westwood Station. The owner of 315 University Ave was looking to stay in its current location but also invest capital into their business (located in the building), and not be burdened with ownership/maintenance of a building.

### Results

The NAI Hunneman Investment team of Cathy Minnerly, Ovar Osvold, David Ross, Henry Lieber, and Gina Barroso conducted a thorough analysis of the property as well as the owner's present business situation. After reviewing all details the NAI Hunneman team presented the option of a sale/leaseback transaction. NAI Hunneman began an extensive marketing campaign for the sale-leaseback transaction complete with a full kit of custom branded marketing materials that pointed out all the benefits of a sale/leaseback transaction. In the end, the NAI Hunneman team handled both ends of the transaction, representing not only the company that now had a positive long-term lease in a first class facility but also procured the buyer which acquired the asset at a competitive price per square foot with a high credit tenant locked in place, creating a win for all parties involved.

