

# BROKERAGE (SALES) CASE STUDY

## PROVINCIAL BUSINESS

### The Challenge

The Nova Scotia Business Development Corporation (NSBDC) a Provincial entity, had developed three incubator malls. Located in Musquodoboit Harbour, Stellarton and Amherst, they were part of a provincial government program to encourage embryonic businesses establish, survive and grow. Nova Scotia Business Inc. (NSBI), also a Provincial entity, was established to replace NSBDC and, in 2001, the malls were transferred to their ownership. The Nova Scotia Department of Transportation and Infrastructure Renewal continued to manage the malls. The Provincial Government decided to sell them and issued a Request for Proposals. NAI Turner Drake were the successful respondents.

### NAI Turner Drake's Approach

Our Valuation Division inspected each property and measured every tenant space. They compiled a comprehensive Master Sales Prospectus for each property detailing its physical, fiscal and legal attributes. Detailed plans, interior photographs and a full description of the building structure, electrical, sprinkler and HVAC systems were prepared, together with a lease analysis, proforma operating statement and legal description. Only when the Master Sales Prospectuses were complete, did marketing commence.

### Winning Results

**Our Brokerage Division secured private sector purchasers for all three properties.**

