

SALE LEASEBACK OVERVIEW

Boston Realty Advisors is assisting corporations who own their own real estate to unlock value through Sale/Leasebacks.

WHAT **PROPERTY TYPES** WILL THIS WORK FOR?



WHAT IS THE PROCESS?

Our in-house marketing team will create comprehensive materials to advertise your property to a universe of buyers with your company as the long-term tenant. Buyers will include family offices, REITS, individual investors, 1031 exchanges and the international marketplace.

Once the sale is complete, you decide how to spend the proceeds:

- ✓ Pay down expensive credit lines
- ✓ Pay off any mortgages
- ✓ Reinvest your capital into your business
- ✓ Complete capital improvements
- ✓ Expand your business

WHAT ARE THE CHIEF BENEFITS TO A SALE-LEASEBACK?

- ★ This is off-balance sheet financing (if written as an operating lease)
- ★ You maintain control and occupancy of the asset throughout the lease and any extensions
- ★ The rental rate is based on fair market value – not inflated rents
- ★ You control your operating expenses
- ★ Annual expenses of the lease are deductible as a business expense
- ★ Much less expensive than senior debt or mezzanine financings
- ★ Fully transparent sale process for tax reporting

QUESTIONS? Contact us for an opinion of value and pro forma leaseback financial model.

CAPITAL MARKETS | DEBT & EQUITY

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