

Sell and Leaseback Opportunity

WHEN IT MAKES MORE SENSE TO LEASE THAN OWN

MCGUIRE'S OFFER:

For a business or business owner that holds title to real estate where they operate, there is potential for the business to unlock value through a sale-leaseback transaction. This type of transaction can help a business realize its financial and operational objectives, whether during a growth period or challenging economic times.

In a typical sale-leaseback, the business or owner sells their real estate asset to a buyer, and then leases back the same property on a long-term basis. The transaction may involve renovation and/or expanding an existing building, as well as constructing a new building. McGuire Development's experienced team can help your business consider the pros and cons of a sale-leaseback transaction.

WHY MCGUIRE?

With a successful track record in acquiring, developing, and managing a diverse portfolio of building types, as well as representing tenants and landlords across a wide range of real estate transactions, we understand and appreciate what drives both sides of the business. Our team comes from a variety of backgrounds and offer expertise across the following property types: office, medical, educational, retail, residential, mixed use, warehouse, and industrial.

We align our objectives with those of our partners and clients. We call this approach "**philosophy over fee**," where the interests of our partners and clients stay at the forefront. We have established a transparent, streamlined process adaptable for both large and small transactions, and we have deal experience throughout Western New York and Florida.



*Above pictured: SKF Aeroengine Building in Falconer, NY
Sale-leaseback by McGuire Development Company*

SELLER BENEFITS IN SALE-LEASEBACK:

- Provide a source of capital for business owners interested in expanding their business.
- Provide a source of capital for addressing short-term operational challenges while staying at the same location.
- Create potential tax breaks through deduction of lease payments as expenses (in contrast to a mortgage's interest-only deduction).
- Flexibility in structuring lease payments (in contrast to a mortgage amortized into a single lump payment).
- Full service development, property, and asset management services provided so that a business can focus on its business.

McGuireDevelopment Co

See the Difference at: McGuireDevelopment.com

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