

**STOLTZ GREENVILLE PORTFOLIO
ROUTE 52
GREENVILLE, DE 19807**

Services Provided ACQUISITIONS ADVISORY

Acquisitions Advisory
Investment Sales

Project Outline:

Wye Realty Advisors represented Pettinaro Companies in the underwriting & analysis of its acquisition of a five property, 330,000sf portfolio of office, retail, and mixed use character, at a total purchase price of \$110.5 million.

The client had the opportunity to acquire the portfolio in an “off-market” transaction, provided it could expedite underwriting and complete the offer process on a very-short-timeframe.

Wye Realty Advisors provided expedited underwriting and financial analysis of the properties, including constructing pro-forma operating statements for each individual property, with space-by-space analysis of over 120 leases/tenant spaces, comparison of in-place vs. market rents, and projections of lease-up and tenant fit-up costs of vacant suites.

In addition, Wye evaluated existing debt terms on to-be-assumed mortgages in conjunction with two of the five properties, and projected new debt terms/capacity for the remaining assets. With the above information, Wye prepared a portfolio compilation pro forma detailing how the aggregate portfolio would perform financially.

Finally, in conjunction with the client/purchaser’s operations & leasing team, Wye coordinated property tours and space-by-space inspections to validate the underlying assumptions used in the analysis.

Value Added:

Wye Realty Advisors performed valuable financial analysis on an expedited basis, facilitating client/purchaser’s ability to put-under-contract high quality, well leased, mixed-use assets in a high-barrier-to-entry market. Wye’s timely work enabled the client to control the assets in a negotiated transaction with the seller and keep the properties from being offered in the open market.

Our portfolio compilation work enabled the client to evaluate the financial performance of the aggregate investment, including capitalization with a combination of existing/assumed and new debt.



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WYE REALTY ADVISORS