



## assignment | challenge

## AIC Ventures - Fund IV

AIC Ventures is a private equity real estate fund and active buyer of corporate real estate, focused on providing capital via sale/leaseback financings to middle-market companies.

AIC engaged IRES to assist with the sale advisory and execution services regarding its Fund IV Portfolio comprising of eleven industrial and office assets totaling 1,379,544 square feet located across ten different states. Specific challenges for this assignment were as follows:

- The portfolio was geographically dispersed across a wide spectrum of suburban markets
- Most were critical, capital intensive facilities and most tenancies represented private, sub-investment grade credit
- Some properties had mitigated environmental concerns requiring additional studies and pre-marketing due diligence
- The properties were of various age and physical conditions requiring an in-depth upfront understanding prior to active marketing
- Defeasance of existing debt was required for certain assets within the portfolio

## outcome | results

IRES organized a team with the comprehensive real estate, financial, legal and marketing skill sets required to develop and implement a multifaceted portfolio marketing and disposition strategy. IRES was able to focus on its disciplined programmatic approach to strategic dispositions, including execution of all necessary investor due diligence packaging prior to active marketing. The strategy resulted in shortening the marketing and closing time frame to just 105 days. The Colliers team utilized the full breadth of its investor relationships and local markets knowledge to achieve a \$115.4 million sales price.

*“As an active buyer of commercial real estate, we have the opportunity to work with many brokers from around the country. However when it came time to sell our portfolio, we turned to Bret Hardy and his team from Colliers. Bret and his team exceeded my expectations throughout the entire process. They presented the portfolio beautifully and thoughtfully and handled the entire process with a level of unparalleled professionalism. Their communication with me was superb and their execution of the process was truly exceptional. The end result was a closed transaction at a price that I did not believe was achievable in the marketplace. I thank the team for their efforts and I am strongly committed to a strategic relationship with Colliers for the future.”*

**Peter S. Carlsen, President, AIC Ventures**

### QUICK FACTS

#### INVESTMENT SALES *Investment Portfolio Sale*

1,379,554 square feet  
\$115,400,000 / 7.25% CAP  
Eleven assets in ten states

Buyer: Welsh Invest

### IRES CONTACT

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### CLIENT REFERENCE

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