



REAL STRATEGY

Commercial Real Estate Strategy
& Implementation Solutions



*Lansdowne Park
979 Bank Street
20,000 Sq. Ft.*



COMPANY SIZE: 100-150



INDUSTRY: Non-profit





The Canadian Internet Registration Authority (CIRA) wanted to re-brand itself as a cool, high tech company with space that demonstrated management's commitment to making their company a great place to work. Darren Fleming and his team helped CIRA secure a breathtaking space in Ottawa's trendiest urban development at Lansdowne Park in the Glebe. *They even have their own patio.*

SERVICES PROVIDED

Strategic Planning
Transaction Management
Lease Negotiation
Financial Analysis
Market Intelligence

SOLUTION

Our client successfully relocated to Lansdowne Park into eye popping space that still met their budget.

COLLABORATIVE SPACE



TEAM MEMBERS

Darren Fleming,
Broker

OUR CLIENT SAID

"You took the time to appreciate our organizational imperative to create a unique open space that could be a strong expression of our intentional culture.

Your advice and insight was instrumental in securing favourable lease terms, in particular with respect to a substantial cash allowance, the allocation ratio for employee parking spaces and material costs to be covered under the base building under Landlord's Work."

*J. Paul Havey, CPA, CA
Vice President Corporate Services*

Darren Fleming
Broker of Record
613.216.0130 ext 2
dfleming@realstrategy.com

Office:
1280 Baseline Road, Suite 200
Ottawa, ON
K2C 0A9

