

Retail & Investment Real Estate Sales

by Barclay Street Real Estate

BARCLAY STREET REAL ESTATE is an established commercial real estate company, headquartered in Calgary, with exceptional knowledge of our local market and at the same time we are a “**Client First**” organization, focussed on dedication to service, helping our clients do what they do best – running their business.

We focus on results through disciplined professionalism, practiced negotiation expertise, committed representation and fostering long-term client relationships. Blair brings a highly organized work ethic and digital resources to his services for successful transaction outcomes.

WE OFFER:

- Vendor Representation
- Buyer Representation
- Divestiture and Acquisition Advisory
- Transaction Management
- Research and Market Analysis.

WE WORK WITH:

Private Investors, Family Businesses, Real Estate Investment Managers, Syndicators, Western Canadian Chains and Real Estate Developers.

MARKETING APPROACH:

The listing approach and sales activities conducted will be paramount to the success of any assignment. Barclay Street has a core set of marketing initiatives proven to be successful and is always evolving. Our level of direct marketing exposes our listed properties directly to known local purchasers and attracts capital into our beloved city.

Barclay Street is a well-respected real estate brokerage which cooperates fully with all other commercial real estate brokerages and agents. On a monthly basis, Barclay Street updates all brokerages on the status of the listing and will distribute all relevant marketing materials. This keeps our listings front of mind and all industry members fully apprised of the offerings.

Barclay Street Real Estate also has strong ties to a pool of active international buyers. As well we are part of the TCN Worldwide network, which is a consortium of independent commercial real estate firms with approximately \$21.6 billion in annual transactions. Furthermore, the network is comprised of 1200 commercial real estate professionals servicing more than 200 markets.



Blair Best

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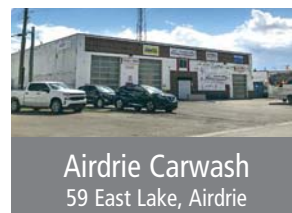
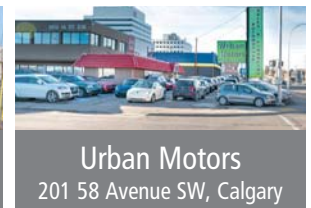
barclaystreet.com

blairbest.ca

As an Investment Sales Associate, BLAIR BEST takes pride in providing market intelligence to his clients and ensuring they have all the tools they need to make timely, educated decisions. He has leveraged his experience in a technical and client-focused environment into Commercial Real Estate with Barclay Street Real Estate. His attention to detail and advisory experience form the foundation of his quality service mandate.

Blair grew up in Red Deer, Alberta and graduated from the University of Alberta with a Bachelor of Science Degree, Specializing in Geology. He spent the first part of his career in the oilfield working in North Dakota, Saskatchewan and Alberta before settling in Calgary to start his family and work at an established and respected petroleum reserves evaluation firm for 14 years as a Senior Geologist.

Recent Transactions





Barclay Street: Your Alberta Market Experts

Founded and operating in Alberta, Barclay Street Real Estate Ltd. is a **full-service commercial real estate brokerage and property management firm** with offices in Calgary and Edmonton.

Over the past 40 years, our team has guided clients in making sound business decisions by providing unique insights into the local market, along with factually accurate information. Committed to always providing unparalleled professional service, we take pride in our tradition of offering you proactive solutions and results. Today, we continue to commit ourselves to bring professionalism, expert negotiating skills, superior market knowledge, and hard work to all our relationships.

Using the same entrepreneurial spirit we were founded on, we continue to enhance our place as the local experts through innovation, calculated risk taking, and business savvy. It is this spirit, along with our ability to adapt to your unique business goals, that allows us to build long-term client relationships.

Through our team, you have access to over 100 years of combined experience, particularly in providing creative solutions and win-win results in:

- Sales
- Real estate investments
- Office leasing
- Lease advisory services
- Retail leasing
- Development
- Strategic planning services
- Property management, both commercial and residential.

Looked to as Alberta's local industry leader for delivering innovative, yet sensible business solutions, we are eager to learn how we can best work with you on your next commercial real estate venture.

www.barclaystreet.com



Barclay Street is proud to be a member in good standing with the Better Business Bureau.

www.calgary.bbb.org



Barclay Street is part of TCN Worldwide, a consortium of independent commercial real

estate firms, provides complete integrated real estate solutions locally and internationally. With approximately \$21.6 billion in annual transactions and over 80 million square feet of space under management, the organization ranks as one of the largest service providers in the industry. An extensive range of real estate services coupled with a personal commitment to exceed client expectations is what allows TCN Worldwide to be a leader within the commercial real estate industry. Formed in 1989, TCN Worldwide is comprised of over 800 commercial real estate professionals serving more than 200 primary and secondary markets worldwide.

www.tcnworldwide.com



As the largest research organization serving commercial real estate, CoStar

is pleased to independently confirm and recognize the most active firms and individual dealmakers in Canada each year. Barclay Street was selected as 2020 CoStar Power Broker Award Winner in the Calgary market.

www.costarpowerbrokers.com

LOCAL EXPERTISE MATTERS

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