



Moving at the Speed of Business: From Search to Occupancy in 60 Days

Industry

Third Party Logistics

Services Provided

Transaction Management

Cresa Team

Steven Rector

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Location

Mississauga, Ontario

Background

Surrey, B.C. based Radius Logistics having already worked with the Cresa office in Vancouver, was ready to expand its operations into Ontario to support increasing customer demand.

Initially seeking a smaller premises in the Greater Toronto Area (GTA), the Client began its Ontario search in early May with a firm move-in deadline of early July. As the process unfolded, the company's business quickly scaled—meaning its required footprint expanded to 75,000 SF.

Given the urgency, the scale of need and desire to explore different geographies, Cresa cast a wide net, surveying industrial spaces from Brampton to Oakville. After multiple tours across the GTA, a high-potential, standalone 75,000 SF facility within close proximity to major highways, and Pearson Airport was identified that met the organization's requirements. Within weeks, an offer was submitted, the lease negotiated, and the Client was able to take possession and begin fixturing.

Outcome

The structure of the deal that Cresa secured on the space — included a substantial fixturing period with staggered commencement dates, providing the tenant the flexibility to grow into the space over time. The landlord, a privately held fund, was highly cooperative, and Cresa was able to obtain an allowance for the tenant in addition to doing additional upgrades to the building such as installing dock levelers and completing office improvements to meet the client's needs.

The deal was completed and occupancy secured within 60 days of initiating the search-meeting the client's tight timeline and supporting their national expansion.