



**AICRE**  
COMMERCIAL



# SUCCESS STORY

**SALE — 2025**

2902/4 5 Street, Nisku

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**Freestanding Shop on 3.94 Acres**



## PROPERTY DETAILS

Address:	2902/4 5 Street, Nisku
Legal:	Plan 0523897, Block 3, Lots 24 & 25
Zoning:	IND (Industrial)
Total Size:	23,625 SF (+/-)
Shop Size:	20,625 SF (+/-)
Office Size:	3,000 SF (+/-)
Yard Size:	3.94 Acres (+/-)

## SCENARIO

2902/04 5 Street, Nisku is a 23,625 SF freestanding industrial facility on 3.94 acres, featuring a fully fenced and gated yard, heavy power, 2 x 5-ton cranes, 4 grade loading doors, DIRT office improvements, mezzanine storage, and excellent exposure to the QEII. Located in North Nisku among major logistics and manufacturing users, the property represented a strong opportunity for an expanding owner-operator requiring crane capacity and substantial yard functionality.

The property launched into a slower market in mid-2024, but we were able to generate meaningful early interest. A primary offer was secured; and then not long after a second group offered on the property and agreed to a deal in a “back up” second position.

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## SOLUTION

AICRE anticipated the potential for a competitive process and positioned the property accordingly. Early communication and targeted outreach brought multiple qualified buyers to the table. AICRE strategically secured a fully negotiated backup offer, ensuring that if the primary deal faltered, the Vendor would not lose time or leverage. Once the original purchaser did not remove conditions, AICRE transitioned immediately into the backup agreement. The second buyer had already reviewed the majority of due diligence material, enabling them to complete inspections and finalize approvals quickly. This preparation allowed for a compressed closing timeline, effectively matching the original anticipated possession date.

## SUCCESS

- The property sold only weeks later than the original deal would have closed.
- The backup purchaser paid a stronger price than the initial offer.
- Minimal time was lost as we moved from the first offer to the backup offer.
- The Vendor benefited from consistent momentum and a clean, well-managed transaction.

This case reinforces AICRE's ability to structure resilient deal processes, maintain competitive tension, and preserve value—even when primary buyers fail to perform. Having a properly prepared backup position ensured the Vendor achieved a superior result with speed and certainty.





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