

DEAL STORIES



CVS & LEIDOS ENGINEERING

\$2.9 MILLION
EUSTIS, FL

\$2.2 MILLION
WALLED LAKE, MI

FLORIDA BROKER OF RECORD: RYAN NEE

Marcus & Millichap
VHG CRE GROUP

CHALLENGE

Selling a deal with limited lease term remaining (3 years) and an early termination option built into the lease.

ACTION

Given a more limited buyer pool for this type of lease structure, we had to understand and pitch the market on downside protection and how this asset provides a higher level of renewal probability than what meets the eye. With our guidance, the seller found out the tenant had recently spent significant money on TI's for reconfiguring the existing space and they also consolidated and relocated another branch of employees to this facility. We put together empirical information on market occupancy/rental rates to show investors this market has strong fundamentals and the rent is in line with market which was helpful to demonstrate and provide confidence on a backfill solution for the facility in a worst case scenario if the tenant decided to vacate.

RESULT

Received multiple local and out of market offers. The asset sold to an out of market buyer at a premium based on comfort level that was gained from the deal story and market fundamentals portrayed that made up for the challenging lease structure.

TESTIMONIAL

"From start to finish, the sale process was very smooth and efficient. Seth implemented a broad marketing campaign and procured multiple offers from capable buyers. We effectuated a transaction and our ownership group walked away happy. I have hired Seth on multiple occasions and both transactions had either short term leases and/or early termination options built into the lease. Given the smaller buyer pools for these types of deals, I knew Seth would roll up his sleeves and figure out a way to get the transactions to the finish line. He has the ability to get creative, overcome hurdles, out work others, and always get the job done! His perseverance and dedication to his clients along with his ability to generate results separates Seth from others. I endorse Seth and know whatever the task or challenge may be, he will be up for it." - Howard Rosenberg (Seller)