

DEAL STORIES



REPRESENTATIVE PHOTO

NAVIGATING A PARTNERSHIP STRUCTURE BY EXCEEDING PRICE EXPECTATIONS

DOLLAR GENERAL

\$1.37 MILLION
MILLER, SOUTH DAKOTA

BROKER OF RECORD: JON RUZICKA

Marcus & Millichap
VHG CRE GROUP

CHALLENGE

The ownership featured a partnership structure where there were several different opinions on the investment strategy for the property. The majority of the ownership needed to agree to a sale, meaning that some of the members who wanted to hold the property would need to change their mind in order for a sale to occur. The members who were inclined to sell realized there was a window of opportunity to put the property on the market due to the recent increased demand but they needed their partners to see the same.

ACTION

One of the partners who was inclined to sell was in constant communication with Darin Gross from Marcus & Millichap. Darin was able to obtain an understanding from the client on not only his goals and strategy with the property but the partner's as well. This understanding allowed Darin to appropriately update the client with where the market was and where it was heading by providing sales comparables and detailing macro factors in the market that were impacting their property. The client was then able to share this information with his partners and present how much the property had increased in value and why it was an optimal time to sell.

RESULT

After review of the information that Darin Gross provided, the partners came to an agreement to get the property on the market. Within the first 3 days of the property going to market, Darin was able to produce 4 different offers. All of these offers were buyers in 1031 exchanges. Darin was able to create a competitive environment amongst the buyers where the final buyer not only agreed to a price that was \$18,896 over list price but also to not identify any other properties in their 1031 exchange, assuring a high probability to close. The buyers performed every step of the way and the property closed at a price beyond the seller's expectations.

TESTIMONIAL

"We received a lot of calls on the property given it was a Dollar General. Darin stood out from the pack by providing a very consultative approach and taking the time to not only understand my goals with the property, but my partners as well. We received multiple offers immediately and was impressed with Darin's ability to field all the offers and provide creative thoughts to find not only the highest priced buyer, but also the highest surety to close. Once under contract, Darin was able to keep us apprised through the process to ensure everything ran smoothly to close." - Russ Christensen (Seller)