



Real People. Real Solutions.®

CASE STUDY

13535 MARQUARDT AVENUE
SANTA FE SPRINGS, CA

Voit
REAL ESTATE SERVICES

RESOURCEFULNESS AND CREATIVE NEGOTIATING LED TO A SUCCESSFUL INDUSTRIAL BUILDING SALE

Challenge:

A family trust owner of a highly desirable industrial building (non-owner occupied) in Santa Fe Springs sought to complete the sale of their building and exchange the proceeds into a more modern facility, yielding better cash flow over time. Loren Cargile of Voit Real Estate Services was hired by the family to execute this challenge due to his relevant experience in the Mid Counties submarket, his creative marketing efforts and his ability to uncover suitable replacement opportunities. The two major hurdles or barriers included: 1) a long-term tenant, with a first right of refusal to purchase, occupied the building and 2) the seller needed an extended time frame to satisfy their 1031 exchange and complete the sale to avoid a tax consequence.

Solution:

Loren helped the seller address these challenges through effective negotiations resulting in the tenant waiving its first right of refusal to purchase and by converting the tenant to month-to-month after the tenant's lease expired. Loren, in collaboration with other Voit experts, was able to procure a buyer who was not only agreeable to the Seller's extended time table, but was able to perform at a superior price.

Results:

Loren worked diligently with his client to solve both challenges in a creative and diplomatic way, ultimately delivering the ideal solution and outcome for his client. This transaction is one of many completed by Loren Cargile in the Mid Counties submarket where market knowledge and resourcefulness combined to produce a positive and memorable client experience.

TRANSACTION TYPE:

Investment Sale
Single Tenant
Industrial

CLIENT:

Mehta Family Trust

LOCATION:

Santa Fe Springs, CA

TOTAL CONSIDERATION:

\$2,831,313

For More Information, Contact:



Loren Cargile, MBA

Senior Associate

714.935.2306

lcargile@voitco.com

Lic. #01431329