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## CASE STUDY

13567-13577 LARWIN CIRCLE  
SANTA FE SPRINGS, CA

***Voit***  
REAL ESTATE SERVICES

## ACCELERATED SALES AND ACHIEVED MARKET HIGH PRICING FOR A STAGNANT CONDOMINIUM PROJECT

### Challenge:

A Newport-beach based investment group, Turner Real Estate Investments (TREI) acquired a seven building industrial condominium project in late 2014 through a non-local real estate broker. The procuring broker helped facilitate one condominium sale six months after the initial acquisition but was unsuccessful in any additional sales in the six months that followed the first sale. The project became stagnant and was in need of a brokerage team with a fresh and focused approach.

### Solution:

Recognizing the need to be aligned with a brokerage team who had excellent building sale experience and local market knowledge, TREI turned to the Seth Davenport, Mitch Zehner and Loren Cargile industrial team of Voit Real Estate Services. The Davenport/Zehner/Cargile team developed a very detailed marketing program that was aimed at local owner-users/tenants and local brokers to increase activity at the project.

### Results:

The Davenport/Zehner/Cargile team completed three sales within six months of being hired and the remaining three sales over the next 12 month period. The team was not only able to meet TREI's exiting timing for the project, but also set market high sale comps at the time.

### TRANSACTION TYPE:

Six Individual  
Condominium (Industrial) Sales

### CLIENT:

Turner Real Estate Investments

### LOCATION:

Santa Fe Springs, CA

### TOTAL CONSIDERATION:

\$9,615,522

*"As a real estate company that interfaces with brokers across the Southwestern United States, it is a pleasure to be represented by a broker with the type of work ethic, tenacity and polish that Loren Cargile possesses. His performance is truly exemplary."*

– Kent Turner,  
Director of Leasing and Marketing, TREI

*For More Information, Contact:*



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