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CASE STUDY

MISSION INDUSTRIAL PARK

4748-4752 W. Mission Blvd. & 4747-4751 E. State Street
Montclair, CA

Voit

REAL ESTATE SERVICES

MISSION INDUSTRIAL PARK, MONTCLAIR - 100,151 SF

HANDS-ON TEAMWORK LED TO A SUCCESSFUL SALE RIGHT AT THE MATURITY OF A LOAN

CHALLENGE:

A private investment group who has relied upon the Cargile Industrial Group for previous dispositions needed to sell a multi-tenant industrial asset prior to the maturity of a loan on the property. Aside from the timing challenge due to the loan expiration, the property was an older project and was comprised of block and metal buildings, which typically do not garner a lot of interest from investors. The challenge for the Cargile Industrial Group was to identify a logical buyer who could perform on the purchase on or before the loan expiration.

SOLUTION:

The Cargile Industrial Group leveraged their experience in multi-tenant industrial dispositions and internal resources to quickly develop a high-quality marketing package for logical buyers. Despite the less than desirable age and construction mix of the project, the Cargile Industrial Group outlined several strategies where buyers could add value to the project. As with all other dispositions, a member of the Cargile Industrial Group was present for every property tour to personally answer questions from prospective buyers and also convey ways for prospective buyers to add value and increase income at the project.

RESULTS:

A hands-on effort by the Cargile Industrial Group led to a successful sale to a 1031 exchange buyer just as the seller's loan was set to mature. The successful timing of the sale allowed the seller to avoid major defeasance penalties which translated to a greater profit for the seller.

TRANSACTION TYPE:

INVESTMENT SALE
MULTI-TENANT
INDUSTRIAL

CLIENT:

MISSION INVESTORS, LLC

LOCATION:

MONTCLAIR, CA

TOTAL CONSIDERATION:

\$7,100,000

FOR MORE INFORMATION, CONTACT:



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