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CASE STUDY

4701-759 HOLT BLVD AND 4697-4759 BROOKS STREET
MONTCLAIR, CA

Voit
REAL ESTATE SERVICES

MONTCLAIR BUSINESS PARK, MONTCLAIR - 130,206 SF

Knowledge of Product Type and Relationship with a Proven Buyer Led to a Successful Industrial Business Park Sale

Challenge:

A group of investors acquired the Montclair Business Park in the early 2000s with the intent to hold the property long term. The rapid rise in appreciation of industrial properties in Southern California presented the investors an opportunity to make a tremendous return via a sale of the Montclair Business Park. The investors hired the Cargile Industrial Group of Voit Real Estate Services to handle the sale due to the Cargile's knowledge and expertise in multi-tenant industrial park sales. The biggest challenge with the property was a commercial/retail component, which comprised approximately 25% of the project primarily made up of three large commercial tenants.

Solution:

The Cargile Industrial Group completed a 100,151 square foot industrial park sale within a half mile of the subject property in 2016 and had a very strong understanding of the Montclair submarket. Coupled with that comparable property sale and the Cargile's years of multi-tenant business park sale experience, the Cargile Industrial Group knew exactly how to market this particular property. The Cargile team created a unique and appealing marketing package and immediately contacted several local owners, including the buyer of the property that sold in 2016. This owner happened to be in the market for an additional project, which ultimately led to an offer and eventually the sale to this owner.

Results:

The Cargile team identified the most logical buyer in the very beginning of the marketing process and was able to expeditiously complete the sale at a purchase price beyond the seller's expectations.

TRANSACTION TYPE:

Investment Sale
Multi-Tenant
Industrial

CLIENT:

Montclair Business Park, LLC

LOCATION:

Montclair, CA

TOTAL CONSIDERATION:

\$9,400,000

For More Information, Contact:



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