

# 4601 E. INDIAN TRAIL

Better never settles

## CLIENT

Greenlee Textron

## REAL ESTATE TYPE

Industrial

## LOCATION

4601 E. Indian Trail

## SQUARE FOOTAGE

114,688 SF

## PROJECT OVERVIEW

Greenlee Textron, Inc. was shutting down their facility and moving out of state. The facility consisted of 114,688 total SF on approximately 8.83 acres. The Premises included 19,600 SF of office space, 23'-26' ceiling heights, 10 dock high doors, 1 drive-in door, and 3,200 Amps of power. There was around 3 acres of undeveloped land that could be utilized for expansion or a separate building. We were tasked to sell the facility.

## THE CHALLENGE

- Due to market demand at the time, the client wanted to sell the building as soon as possible to capitalize on favorable market terms.
- While the client wanted a quick sale, they still needed approximately 8 months to decommission the plant and move out. A leaseback period would need to be negotiated so that the seller could stay in the building after the sale to move out the rest of the operation.

## THE SOLUTION

- Tour the property and gather pertinent building information to generate an Opinion of Value for the client.
- From the information gathered on the property we were able to generate marketing materials, drone videos, and photos to highlight the properties attributes.
- Upon completion of marketing materials, we began making calls and sending this information out to prospective buyers.

## RESULTS ACHIEVED

- We immediately received two offers from qualified investors.
- We provided a comparative analysis on each offer to the client so they could make an informed decision that fit their goals.
- We were able to secure a purchase price above the asking price, a quick close period, as well as a grace period for our client to move out of the facility 8 months later without paying rent.