

COMPETITIVE MARKET PRODUCES RIGHT BUYER



The closing of an office property transaction exhibited once again why Marcus & Millichap is unchallenged in its ability to procure the right buyer for a property. The property, located in Tampa, Fla., is 100 percent leased to Laboratory Corporation of America on a triple-net basis. The property was re-introduced to the market by a brokerage team that included agents from Marcus & Millichap's Atlanta and Tampa offices. After a relatively quick marketing period, the property sold for \$7.46 million, about 99.5 percent of the list price.

The seller of the property was an international asset management advisory group—with its U.S. operations based in Atlanta—that represents wealthy foreign investors. The seller was steadfast in his desire to find the right buyer, an investor looking to close quickly without any financing contingencies. The brokers actively marketed the property through Marcus & Millichap's national system, which includes a vast array of 1031 exchange buyers. Within a few weeks the brokers had created a competitive market that secured four offers, with three above the list price, ranging in origination from New York to Seattle.

A broker in Marcus & Millichap's Manhattan office represented the successful buyer. The buyer was a repeat client with whom the broker had closed several deals over the past few years. He was a high-net worth individual

with large holdings on Wall Street, who was looking to diversify further into real estate. The broker, through constant communication, was aware of his client's investment objectives and alerted him to the availability of this property. The property was being operated on a triple-net basis, which eliminated the need for on-site management. The broker also took into account the seller's need for a quick and easy closing by finding an all-cash buyer. Additionally, the buyer was also familiar with the tenant and was comfortable with its credit and the lease structure. The deal closed just five weeks after going under contract. Even though the seller received higher offers, this buyer perfectly met the additional conditions the seller had set and thus avoided issues that could have stalled the closing.

By exposing the property to the widest range of qualified investors, the agents were able to create a competitive market, which in turn produced the perfect buyer for this property. Through a thorough understanding of their clients' needs, all the brokers worked together to secure the right transaction for all parties. Only Marcus & Millichap has the ability to expose a property to such a variance of buyers in order to secure the right buyer for the right property at the right time.

Alan L. Pontius, National Director
Office & Industrial / Net Leased Properties Group
(415) 391-9220
apontius@marcusmillichap.com