



CASE STUDY

ATLANTA, GA MSA • OVER 120,000 SF • PRICE: \$9,250,000

SELLER PROFILE

Private, family owned and operated.

BUYER PROFILE

National owner/operator.

PROPERTY PROFILE

2 property portfolio built in 1988 and expanded in 2001. Climate and non-climate, drive up units.

THE STORY

- Number of bids: 12
- Seller's CMBS loan was maturing and was preparing for retirement. They did not want the day-to-day operational responsibility and oversight.
- After interviewing multiple brokers, the sellers chose to hire SkyView because of our 252-point process.
- SkyView created a fee structure that aligned our interests with our sellers and incentivised our team to achieve maximum value.
- The ultimate buyer that was awarded the deal had a presence in the Atlanta market and was looking to actively grow their footprint.
- During due diligence, the buyer discovered some unexpected items and requested a \$500,000 price reduction.
- Due to the competitive nature of the deal, there were a significant number of backup buyers. SkyView was able to negotiate with the buyer and ultimately agree on a \$50,000 price reduction.

THE RESULTS

The seller was able to comfortably retire from the storage business and travel the world with his wife.