



# CASE STUDY

NAPLES, FL MSA • 185,000 SF • PRICE: \$16,100,000

## SELLER PROFILE

Family owned and operated self-storage facility for over 30 years which meant there was significant emotional attachment to the facility.

## BUYER PROFILE

Private equity backed national operator.

## PROPERTY PROFILE

Facility consists of both climate and non-climate units. Originally built in 1974 and expanded in phases over multiple years.

## THE STORY

- Number of bids: 11
- This was a landmark deal as it was the single largest transaction in Florida at that time.
- This deal was complicated in that it had 7 different parcels and some retail operations, which slightly narrowed the buyer pool.
- Seller interviewed multiple firms and decided that SkyView would best represent their interests.
- During the best and final offer deadline, SkyView facilitated meetings between the family and the top 5 interested buyers.
- After personally interviewing each of the parties, the seller, in conjunction with SkyView's guidance, selected the buyer they thought would best continue the family's legacy.

## THE RESULTS

The seller was happy and confident that they left their property in the right hands.