



# CASE STUDY

PHILADELPHIA, PA MSA • OVER 264,237 SF • PRICE: \$40,250,000

## SELLER PROFILE

Father originally built the facility in the early 1970s. Family continued to grow the the business and expand the portfolio over the years.

## BUYER PROFILE

Joint Venture: REIT and pension fund

## PROPERTY PROFILE

Three property portfolio with climate and non-climate units built and developed between 1970 and 2009.

## THE STORY

- Number of bids: 11
- For many years, the seller had received multiple direct offers from regional and national buyers.
- The majority owner decided to engage SkyView with questions about the direct offers and their valuation.
- There were multiple family members involved that were depending on maximizing their net proceeds in order to fund their retirement.
- Our team walked the owner through our 252 point process and his head was spinning at how detailed and methodical it was.
- The SkyView process reminded the seller of the experience he previously had when selling his operating company through an investment bank.

## THE RESULTS

The family put their trust in the SkyView process and were able to net an additional \$4,800,000 more than the highest of the original direct offers.