



CASE STUDY

TAMPA, FL MSA • OVER 55,000 SF • PRICE: \$3,162,500

SELLER PROFILE

Private family owned business. Father was the original developer and second generation was operating the facility to benefit siblings and mother.

BUYER PROFILE

Large private equity backed national owner

PROPERTY PROFILE

Non-climate units built in 1985

THE STORY

- Number of bids: 12
- Management company was attempting to buy the property.
- Seller had a fiduciary obligation to get highest price and best terms for family trust and decided to engage SkyView to run our process.
- SkyView created a performance based fee structure that aligned with the goals of the family.
- During the call for offers process, the management company ultimately came in several hundred thousand dollars below the market.
- During the highly competitive best and final stage, the buyer that was ultimately chosen put up a \$150,000 non-refundable earnest money deposit day one with no contingencies to ensure they were awarded the deal.

THE RESULTS

The family netted an additional \$400,000 above the original direct offer and felt secure that they upheld their father's legacy.