

CASE STUDY

TAMPA, FL MSA • OVER 115,000 SF • PRICE: \$19,050,000

SELLER PROFILE

Private, high net worth owner who was ready to retire. Previously sold multiple deals through another firm but chose to sell this property with SkyView due to our process.

BUYER PROFILE

REIT

PROPERTY PROFILE

Class A multi-story, climate controlled facility built in 2008, also containing exterior units

THE STORY

Number of bids: 8

- Deal was marketed at a time when the market took an abrupt shift but our Deal Lead performed extensive negotiation to reach an acceptable price for both buyer and seller.
- Multi-faceted asset, which included traditional self storage, executive office suites and an automated car wash. Strategically marketed asset in order to maximize value.
- The deal involved a loan defeasance that ran concurrently with the transaction and our transaction department worked closely with the seller, lender and legal council to meet all deadlines prior to closing.
- Seller decided to retain ownership of the car wash and our transaction manager played a critical role in creating a new parcel and obtaining the easements.

THE RESULTS

Seller was able to comfortably retire, travel the world, and spend more time watching the sun set over the Gulf Coast on his boat.

VALUE ADDED

Additional \$500,000 in our sellers pocket

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