



"I whole-heartedly recommend the Transwestern sales team in Denver. They did a great job in selling an office building for Koll Development Company. The team understood the asset, valued it precisely, and oriented its marketing efforts perfectly. In short order they found the ideal purchaser and attended to the sale process in a thorough manner. No detail escaped their scrutiny. Their good cheer and enthusiasm kept the transaction moving forward to the goal line. I welcome the opportunity to work with them in the future."

Bill Rafkin
Koll Development
Company

OPPORTUNITY/CHALLENGE

Koll Development hired Transwestern's Denver Investment Services Group to sell a vacant data center building. Koll's motivation was to sell the property as quickly as possible since this was a very small part of a large portfolio they had purchased and the property did not fit into any of their future plans. Challenges of this assignment included a very slow submarket and a building infrastructure that, while still valuable, was extremely dated.

SOLUTION

Transwestern quickly put together a marketing package and plan. Using Transwestern's resources, including its national due diligence and engineering team, the team quickly understood the property infrastructure and stressed its positive attributes to buyers. Transwestern found a local investor that understood the upside of the market and the property and negotiated with the group to work to a quick and trouble-free sales transaction.

VALUE ADDED BY TRANSWESTERN

- Accurately valued the property based on current market conditions;
- Utilizing local and national contacts, a marketing plan and investment sales strategy were quickly developed and utilized to sell the property.