



“The property marketing and due diligence materials were so complete and thorough we were able to meet the Seller’s requirements to be under contract and close in less than 30 days.

Transwestern’s brokers went far above our expectations in this transaction.”

Ted Glasrud
Opportunity
Advisors

OPPORTUNITY/CHALLENGE

Transwestern was retained by ERP Minnesota / Waterton Commercial Partners (Chicago) and Lehman Brothers (New York) to provide repositioning and disposition services of an industrial property package located at 1720 – 1758 Terrace Drive in Roseville, Minnesota. This two building portfolio comprised 139,500 square feet of Class “B” industrial space and was well-located in the Northeast submarket of Minneapolis-St. Paul, positioned near the intersections of Interstate 35 and State Highway 36. Since these buildings were 62 percent occupied with tenants with relatively short-term leases, potential investors immediately questioned the asset’s stability and lease-up feasibility. The properties also had environmental issues that made securing financing difficult. The seller desired a quick, year-end close with maximum net proceeds.

SOLUTION

By working with the owner, property management and leasing teams early on, Transwestern’s Investment Services Group experts was successful in negotiating lease term extensions with the properties’ current tenants. Additionally, the completion of Phase I and Phase II environmental assessments of the properties allowed the team to fully understand the extent of the environmental issues. These proactive, value-added services helped reposition the asset and create a more attractive offering for a wide variety of qualified investors.

VALUE ADDED BY TRANSWESTERN

Completing the environmental testing and repositioning the short-term leases *prior* to marketing the property was instrumental in identifying and qualifying local or national investors for the quick, 30-day closing and sale timeframe required by the seller.

VALUE ADDED

- Stabilized rent roll with staggered tenant lease expirations
- Provided seller the maximum exposure for the property and access to qualified investors utilizing our vast knowledge of both national and local markets.
- Team approach with the owner’s experts minimized the unknown variables during the short 14-day due diligence period.