



“ Thanks to NAI’s targeted efforts, we listed and sold a vacant manufacturing building at maximum value. The Industrial team there combines a relentless cold calling campaign with cutting edge research and marketing technology. ”

– Mike Brown | Vernalis Partners

challenge.

Vernalis Partners, a regional investment outfit, had a vacant concrete block manufacturing unit. Prior to the manufacturer’s business model shift, it was a stable cash flowing investment. Vernalis needed to sell and redeploy the capital, or backfill the property.

action.

The Larkin Industrial Group assessed the site and structure as the tenant vacated preparing for the vacancy. It was listed for sale or lease. The uniqueness and condition of the property inspired a targeted marketing campaign starting with similar manufacturing companies, bulk commodities transportation, construction, and building materials.

results.

A local construction company that had recently purchased a building materials unit was identified. A transaction was negotiated and closed with minimal vacancy loss for the seller and opportunity for a 1031 exchange and future cash flow.



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