



CASE STUDY

INDIANAPOLIS, IN MSA • OVER 230,000 SF • PRICE: \$16,750,000

SELLER PROFILE

Private local developers

BUYER PROFILE

REIT

PROPERTY PROFILE

Three property portfolio built between 2000 and 2002 with both climate and non-climate units.

THE STORY

- Number of bids: 15
- Sellers had previously sold another self storage property through a local broker.
- They were planning to sign on with that same local broker to sell this portfolio when they were introduced to SkyView.
- After hearing about the SkyView process, the sellers realized they were going to be leaving several million dollars on the table if they went with the local broker.
- We set up a fee structure that aligned our interests with the owners' goals and ensured higher net proceeds for our seller.
- There were multiple partners involved in the portfolio, each owning different percentages.
- The SkyView team worked with all parties to create an allocation strategy that would meet each partner's expectation.
- The SkyView transaction department helped our sellers navigate through the defeasance process by understanding the intricacies of the process and keeping all parties on track.

THE RESULTS

The SkyView process was netted our sellers an additional \$1.7 million. The partners were absolutely thrilled and remain active in their real estate investments outside of self storage.