



CASE STUDY

ST. LOUIS, MO MSA • OVER 440,000 SF

SELLER PROFILE

Private family owned
and operated

BUYER PROFILE

REIT

PROPERTY PROFILE

6 property portfolio built
between 1975 and 2016.
First generation, single
story, drive up facilities.

THE STORY

- Number of bids: 9
- Over the last 20 years the owner built and assembled the portfolio.
- Most of the family's net worth was tied up in the portfolio.
- The owner had been receiving direct offers over the last several years.
- After interviewing multiple firms, the family felt that SkyView's 252-point process was best suited to achieve their exit strategy goals.
- The group with the highest direct offer participated in the bidding process and raised their offer by \$3 million, which was still \$1.5 million less than where the market was.

THE RESULTS

Owner was able to
successfully move on to
his next entrepreneurial
endeavor.