

The Shillington Box Co. Plant Case Study

NAI DESCO represented the Seller of a Net Leased industrial investment property at 3501 Tree Court Industrial Blvd in St. Louis County.

Background

Realizing that his net lease was soon to expire, the Owner of a leased industrial property located in South St. Louis County decided to sell.

The owner listed his property with NAI DESCO to market his property to investors as a single tenant industrial investment.

Challenges

NAI DESCO presented the property to recognized investors active in the St. Louis market. Local investors did not show an interest given its presumed functional obsolescence, including lower ceilings and outdated office finishes.

Approach

NAI DESCO then marketed the property on a national basis through its NAI affiliation. Within a short time, investors outside St. Louis expressed interest with one Purchaser, headquartered in New Jersey, submitting an acceptable offer. This buyer recognized the functionality of the property as a manufacturing plant.

Result

Within six months of listing the property, this New Jersey based investor closed on the 3501 Tree Court Industrial Blvd property at a price which satisfied our client and provided a superior rate of return to the Buyer.

