



Real People. Real Solutions.®

## CASE STUDY

14325 ISELI RD.  
SANTA FE SPRINGS, CA

**Voit**  
REAL ESTATE SERVICES

## Helped a Local Investor Identify and Purchase a Complex Sale-Leaseback Opportunity

### Challenge:

Identify a suitable industrial building investment for a local investor/business owner. Once the suitable property was identified (a sale-leaseback opportunity), Voit Real Estate Services ("VRES") negotiated agreeable purchase and sale-leaseback terms with the seller's broker. There were several complexities that had to be addressed as part of the sale-leaseback, including: length of term, lease rate, annual increases, options to extend the lease, excess office build out (compared to similar buildings in the market), and credit worthiness. Physical drawbacks and deficiencies were also discovered prior to and after the property was placed under contract.

### Solution:

VRES provided creative sale-leaseback terms to appease the buyer and seller of this particular sale-leaseback opportunity. The sale-leaseback terms met the buyer's needs for a long term lease, market lease rate and also addressed his concerns for the excess office build out (a feature that most replacement tenants would not utilize and would likely require to be demolished). VRES also sourced the necessary contractors to evaluate the extent of physical deficiencies and provided the buyer with detailed bids to address the deficiencies.

### Results:

VRES was able to help the buyer navigate through a complex transaction with creative problem solving, responsiveness and resourcefulness. The buyer successfully completed the purchase of the sale-leaseback opportunity at a purchase price below prevailing market prices and slightly above the prevailing market capitalization rate.

#### TRANSACTION TYPE:

Single Tenant Sale-Leaseback  
Investment (Industrial)

#### CLIENT:

Liberty Vegetable Oil Company

#### LOCATION:

Santa Fe Springs, CA

#### TOTAL CONSIDERATION:

\$1,576,000

*"Loren Cargile handled my recent transaction with thoroughness, attention to detail and resourcefulness."*

– Irwin Field, Liberty Vegetable Oil Company

*For More Information, Contact:*



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