



GOSHEN, INDIANA

SF: 248,000
VALUE: \$2,475,000

**FOR MORE
INFORMATION CONTACT:**

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THE OPPORTUNITY

A publicly traded industrial company mandated a corporate services assignment closing and disposing facilities throughout the Midwest culminating in a disposition of a 248,000 sq ft 15 acre site. The assignment was given in the heat of the recession where the user and investor market was scarce and in particular in a manufacturing submarket better known creating products for those with disposable income. The size of the facility was a challenge.

THE STRATEGY

Brian Lenahan was able to investigate the property and properly identify the ceiling heights, docks, drive ins, power, among other features and come up with a marketable value to present to the market. Brian surveyed the area and determined that if we could cost effectively split the facility at the location where a connector had been built it may allow us more options to sell the facility. Brian was now able to market a 248,000 sq ft facility, an 89,000 sq ft facility and a 158,000 sq ft facility. This strategy gave the Client the best flexibility to meet market conditions at the time.

THE RESULTS

Despite the severe recession, Brian was able to secure a user buyer for the first 89,000 sq ft facility while maintaining the value for the remaining 158,000 sq ft facility. Brian used the remaining 158,000 facility for a period of time and put that facility back on market when market conditions improved and were able to execute on selling that facility as well to another user, thereby maximizing the value to the client.

