



**SARASOTA, FLORIDA**

SF: 120,000  
VALUE: \$4,000,000

**FOR MORE  
INFORMATION CONTACT:**

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**THE OPPORTUNITY**

The client, a publicly traded industrial company, was looking to dispose of the divisions office and manufacturing facility in an effort to consolidate.

**THE STRATEGY**

Brian Lenahan did a thorough analysis of the facility, taking tours of the facility and looking at other assets in similar size ranges to get a real sense of the market value for sale for this facility. Brian also did a thorough analysis of suitable buyers, which users or investors for this unique asset would consider an acquisition in this small submarket in Florida. Brian worked hard to identify who the right group would be value this facility at this location.

**THE RESULTS**

Despite a small submarket and some environmental challenges, Brian was able to negotiate a deal on behalf of seller for \$4,000,000 to a user in the market.

