

CHALLENGE: One of our investors was looking to identify an asset with some stability in the rent roll, but still with the ability to increase value and obtain an above average yield quickly. Commercial Asset Advisors was engaged to identify and evaluate multiple on and off market opportunities for the client.

SUCCESS: CAA identified an on-market opportunity, that we believed was overlooked by others and had unrealized value. While in escrow, we developed a strategy to increase stability and cash flow.

Within 60 days of close of escrow 3 new lease deals were signed, including a 10-year renewal and expansion of a credit tenant, who occupied the majority of the building. The rent roll was strengthened, the risk profile was improved, and the projected cash on cash return was increased by nearly 450 basis points.

The improvements in value, increases in cash flow, and reduced risk were a direct result of our experienced and disciplined investment underwriting, combined with our leasing expertise. Our unique skillset of successfully handling both the initial investment and subsequent lease transactions, provides our clients with honest data and objective analysis' to make strong investment decisions

