



CASE STUDY

# GARDENDALE BUSINESS PARK

————— JUST SOLD —————

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In the world of commercial real estate, vision and execution can turn overlooked properties into goldmines. This is the story of how our firm breathed new life into a small bay multi-tenant industrial business park, transforming it from a neglected asset into a thriving, high-value property.

## THE CHALLENGE

When we first laid eyes on this industrial park, it was clear that years of neglect had taken their toll. The parking areas were crumbling, the exterior was dated and uninviting, and the interior spaces were in desperate need of modernization. But where others saw decay, we saw opportunity.

## OUR APPROACH: COMPREHENSIVE REPOSITIONING

We rolled up our sleeves and got to work, implementing a series of strategic improvements:

- **Exterior Revitalization:** We replaced the tired facade with sleek metal siding and a modern color scheme, instantly boosting curb appeal.
- **Structural Upgrades:** Mildewed awnings were swapped for standing seam metal roof panels, and we recoated and repaired metal gutters to ensure longevity.
- **Interior Renovations:** Tenant spaces were given a complete overhaul with the latest finishes, creating attractive, functional workspaces.
- **Functional Improvements:** We replaced roll-up doors and installed new glass storefronts, enhancing both aesthetics and functionality.

But our vision went beyond physical improvements. We recognized that the lease structure was holding back the property's potential. In a bold move, we converted all tenants from gross leases (some of which were month-to-month) to NNN leases, aligning tenant interests with property performance.

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## THE RESULTS: A FINANCIAL HOME RUN

The impact of our repositioning strategy was nothing short of remarkable:



**NOI Skyrocketed:** We achieved an astounding **92% increase** in Net Operating Income.



**Equity Multiple Soared:** The property delivered a **2.85x Equity Multiple**, far exceeding initial projections.

These figures aren't just numbers on a page - they represent real value created for our clients and a testament to the power of strategic commercial real estate management.

### WHAT THIS MEANS FOR YOU

As a prospective client, you might be wondering, "How does this apply to my property?" The answer is simple: **vision, expertise, and execution.**

Whether you're looking to:

- Reposition an underperforming asset
- Maximize returns on your commercial property
- Navigate complex lease negotiations

Our firm has the proven track record to turn your real estate challenges into success stories.



**Ready to unlock the hidden potential in your commercial real estate portfolio?**

**CONTACT US TODAY**

to schedule a consultation and discover how we can drive exceptional returns for your properties.

*Transform your real estate. Transform your bottom line.*

# TEAM



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