



FERGUSON DISTRIBUTION CENTER

TYPE

On Market

SIZE

78,560 SF

PRICE

\$8,091,000

CLOSE DATE

May 2019

CLIENT (SELLER)

BoBeck Real Estate, Inc.

BUYER

STAG Industrial

ADDRESS

4330 Williams Road
Tampa, FL 33610

CHALLENGE

The Vaught | Hurrell Industrial Team had previously sold this asset less than five (5) months ago as a spec forward at record pricing (\$79/SF, cold/dark) but following completing a full-building lease to an international, privately held company, the Team was asked to sell the asset once more. In order for the Seller to achieve return metrics necessary to validate the sale, the Team would have to achieve the lowest cap rate trade in the submarket.

APPROACH

The team knew that the pricing expectation (+\$100/SF, sub-5.5 cap) and lease term remaining (7 years) would create challenges to many institutional Buyers due to minimums existent within certain fund structures. Moreover, the lack of any relevant sales comparables forced Vaught & Hurrell to lean on their intimate knowledge of both the leasing and capital markets realms to convey the value in the asset. In addition to striving to reach record pricing, the tenant improvements had not yet been completed so the team did not have a finalized facility to

display. Therefore, they relied on drone tours, a heavy imagery package, and granular details on previous and current activity within the market to provide the level of comfort/confidence that prospective Buyers demanded.

RESULTS

Vaught & Hurrell procured three (3) offers which exceeded the pricing guidance and ultimately selected STAG Industrial as the eventual Buyer. The sale (which is currently under contract until the lease commences) will be the lowest cap rate trade in Tampa's East Side submarket and one of the highest price per pound sales in all of Tampa Bay in the past five (5) years.



Accelerating success.