



CASE STUDY

tyco

After consolidating its manufacturing and distribution network across the US, a global healthcare products leader employed a strategy to dispose of a five-building manufacturing and distribution campus located in Marietta, Georgia.

THE CHALLENGE

When Tyco Healthcare decided to vacate a unique, 436,000 square foot manufacturing and distribution campus in Marietta, Georgia, they were faced with the unique challenge of disposing of four adjacent manufacturing buildings that had been connected over the previous decade. Additionally, the fifth and largest property totaling 265,000 SF was connected by a conveyor bridge which crossed a railroad and state road. The company turned to our team to develop a creative disposition strategy at the best possible price.

OUR APPROACH

Mindful of Tyco's desire to sell all five buildings to one buyer, our team immediately went to work to develop a renovation and restoration plan with Tyco to present the buildings to the market in their best possible condition. We were then tasked with negotiating the demolition of the overhead conveyor bridge which required coordination with the Georgia DOT and railroad owner. Upon completion of the restoration process, our team was able to create a identified potential investors to acquire the properties.

THE OUTCOME

Our team was able to create a competitive bid process due to the excellent location and competitive pricing for the portfolio. Tyco was able to evaluate multiple offers from value-add investors and developers, ultimately selling the assets to one buyer for over \$11 million.



Founded in 2013 by Adam Richards, Tyler Fann and Bob Burdell, Reliant Real Estate Partners' principals have 40+ years of combined experience in the Atlanta commercial real estate industry, having been involved in all aspects of real estate ownership, brokerage, development and property management. Since 2000, Our team has been involved in more than 20 million square feet of real estate transactions totaling over \$1 billion.

TRANSACTION HIGHLIGHTS

- Client: Tyco International
NYSE: TYC
- Manufacturing & Distribution Campus Disposition
- Marietta, Georgia (Metropolitan Atlanta)
- 5 Buildings
- 436,000 Square Feet
- \$11,500,000 Sale Price

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