



## CASE STUDY



In 2010, our team was hired by Duke Realty to sell a free standing industrial building totaling 223,000 square feet in Acworth, Georgia.

### THE CHALLENGE

Indianapolis, Indiana based Duke Realty was faced with the challenge of selling a single tenant distribution building on 11 acres after a long term tenant decided to vacate at the end of their lease term. Because the building was a build-to-suit for the previous tenant, it had several unique features that were detrimental to the marketability of the asset. Additionally, there were a number of deferred maintenance and capital items that needed to be addressed. Duke Realty turned to our team to market the property to investors in order to dispose of the asset at the best possible price.

### OUR APPROACH

Our team immediately went to work, developing a renovation plan with Duke asset and construction management personnel. In short order, the building was fully renovated including sprinkler and lighting upgrades and a complete truck court reconfiguration. Additionally, we implemented targeted marketing plan which involved creating a competitive bidding process amongst interested buyers.

### THE OUTCOME

In less than 6 months, our team was able to sell the property to an institutional buyer at a price that exceeded Duke Realty's expectations. Duke was able to redeploy the funds into other preferred asset classes and new development projects.



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: Duke Realty
- Landlord Representation
- Atlanta, Georgia
- 223,000 SF
- 11 Acres

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