

# CLIENT SUCCESS

Marcus & Millichap  
THE KLEIN GROUP



84 Dunham Street  
Attleboro, MA

- \$1,510,000
- 34,750 SF
- \$43.45 PSF
- 1.8 AC

## CHALLENGE

Ownership had slowly stopped using this building which was the historic headquarters for their metals company. They had condensed into a modern building leaving this facility nearly 50% empty and with short leases from several companies. A longer term lease for a small amount of office space threatened a sale because many buyers either wanted to owner occupy the space or redevelop the property. While ownership had already received a clean Phase 2 report, the environmental condition was a worry due to prior uses at the building and in the area.

## ACTION

The Klein Group exclusively listed the property for sale and broadly marketed the asset. We ran 12 tours over a 2+ month marketing period, generating 3 offers.

## RESULT

A competitive process yielded an offer from a neighbor that was much higher than previous guidance. By leveraging this competition, we were able to get the neighbor to take the building “as is” with existing “at will” tenants. Despite several delays in the diligence period, the transaction closed at the original contract price.

## TESTIMONIAL

*“The Klein Group approached me as my companies needs for Dunham Street were ending. They recommended going out at what seemed like a high price and delivered multiple offers within ten percent of the asking price. Their process created competition that resulted in a strong sale price, terms and an expedited closing. I would use them again for a similar sale.”*

- Allen C.