

CLIENT SUCCESS

Marcus & Millichap
THE KLEIN GROUP



19 Star Drive
Merrimack, NH

- \$2,950,000
- 23,400 SF
- \$126.07 PSF
- 4.99 AC

CHALLENGE

TKG met ownership as they were contemplating retirement and a move to South Carolina. They occupied a third of the building and planned to vacate their space at the end of the year. It was important that they had enough time to wind down their business in a manner that respected their long-time customers.

ACTION

We provided guidance on how to handle the third-party leases and a comprehensive property evaluation. Six months before ownership intended to move out, we exclusively listed the building for sale. Ten tours were completed during a three-week marketing period. This resulted in four offers at or above the asking price.

RESULT

TKG provided in-depth research on the top buyers allowing ownership to make an educated decision on the most likely closer. Ownership decided to move forward with a local business that would occupy approximately 1/3 of the building. The buyer closed on time and at the original contract price.

TESTIMONIAL

"Harrison, Luigi, and Ben provided aggressive representation throughout the entire process. They understood my business needs and accommodated them while also ensuring I received top dollar for my building."

- Kevin M.