

CLIENT SUCCESS

Marcus & Millichap
THE KLEIN GROUP



55 INDUSTRIAL PARK

Hingham, MA

- \$7,100,000
- 39,687 SF
- \$178.90 PSF
- 5.59% Cap Rate

CHALLENGE

Ownership had recently sold their families operating business subject to a short-term lease of the building. They were contemplating either leasing or selling the building. Concerns over the headaches of managing a small property far away from home were a concern. Eventually ownership decided they'd like to sell the building as close as possible to the end of the existing lease term.

ACTION

Prior to listing the property an "off market" opportunity materialized through a local broker. TKG advised the owner on this offer, negotiated an improved price and terms that fit owners goals regarding a delayed closing. We supported ownership through a 6+ month escrow period that was fraught with issues to clean up.

RESULT

Owner closed on the desired date at a record setting price for the Hingham Industrial Park.

TESTIMONIAL

"I was unsure whether I needed to hire a broker given I already had an interested buyer. Harrison and his team guided me through the process and ensured the closing stayed on track. They were consummate professionals who always kept me informed throughout the transaction."