

# CASE STUDIES

OKLAHOMA CITY, OK MSA • OVER 78,000 SF • PRICE: \$5,500,000

## SELLER PROFILE

Experienced multi-property owner. Worked with SkyView to sell a separate facility a few years ago.

## BUYER PROFILE

Large national private equity-backed buyer

## PROPERTY PROFILE

Built in 2016, one property on 4 acres both climate and non-climate. Facility was in lease up.

## THE STORY

- Number of bids: 6
- Seller previously worked with SkyView to handle a complex sale of another property.
- After seeing firsthand the hard work that the SkyView team put into the transaction and dealing with many obstacles, he chose to work with SkyView again due to the methodical process and strong team structure.
- Seller's main goal was certainty of execution and a quick close, and he knew that the SkyView transaction team could deliver.
- This property had issues related to the title. The title was in probate, meaning the prior owner had passed away, and the title had not been transferred properly.
- In this case, the title company was not cooperative and SkyView had to step in and handle most of the leg work.
- SkyView's Transaction Manager has extensive experience (over 20 years) dealing with these types of issues and was able to serve as a liaison between buyer and seller to help our seller understand and overcome this issue.
- Due to SkyView's team structure and methodical 252 point process, the transaction was kept on track without missing any deadlines despite the obstacles that arose.

## THE RESULTS

SkyView successfully closed the transaction ensuring that the seller's needs were met. The seller was able to redeploy the capital into higher yielding opportunities.