

The Five Elements Carlsbad Ind

Sale Disposition during COVID-19



Objectives

Evaluate Owner-User strategy to transition property to leased investment or execute a disposition at optimal market price.

Results

Cresa was engaged to help determine the financial objectives of a business owner exiting a business after 10 years of ownership. The asset had appreciated significantly, while the existing space had been subleased to two parties.

Cresa helped the business owner execute a strategy that provided flexibility, avoid immediate capital gains tax treatment through a deferred sales trust (DST), and yield a sales price of \$274/SF. The transaction occurred during the onset of COVID-19 - Through a contracted phased release of the buyer's deposit, the sellers were able to cause the buyer to perform with no reasonable ability to renegotiate on price.

For More Information



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Space

7,175 SF



Industry

Industrial



Build-out

50% Warehouse
50% Office