

Results Delivered Ustick Marketplace Shops

Multitenant Retail Center | Meridian, Idaho | 10,125 total square feet



Thornton Oliver Keller's representational history with the project - spanning over a decade, was a key advantage in producing the sale.

Key project takeaway

1 The Situation: CRE Portfolio Transition

- Ustick Marketplace Shops had been part of Thornton Oliver Keller's brokerage and management portfolios for over a decade.
- The property's owner needed to adjust his CRE portfolio and requested that John Stevens evaluate the probability of a sale.

2 Our Response: Networking Preparation

- Thornton Oliver Keller's team prepared to bring the property to market, completing a property valuation analysis and creating a full complement of marketing materials.
- Simultaneously, John Stevens initiated targeted discussions with local brokerage professionals.

3 The Results: Off-Market Sale

- John's networking relationships with the local brokerage community elicited a strong lead - an investor who needed to place 1031 exchange money within a tight time frame.
- The sale was fast-tracked and the property was sold off-market, at an exceptional sales price.