

CASE STUDY



BEST PRODUCTS RETAIL PORTFOLIO

Services:

Expedite the Sale of
Vacant Stores

CHALLENGE

MetLife acquired thirty-four (34) former Best Products retail properties from the bankruptcy court in order to protect the loans it made to the retailer. MetLife required a timely disposition, but had limited internal staff dedicated to this project. It also required accurate documentation to support its decisions since all decisions required MetLife's committee approval in New York.

SOLUTION

CBRE Portfolio Services marketed the properties to local and regional user and re-developers while simultaneously discussing a portfolio purchase with three portfolio purchasers who had the financial capacity to acquire all 34 properties. After receiving over 110 individual offers, it was determined that MetLife would benefit the most by selling the 34 properties as a portfolio to a REIT. This would solve MetLife's problem of being understaffed. MetLife could also maximize its disposition by negotiating one purchase contract and conducting one closing as opposed to 34 separate transactions. The REIT was especially interested because it could realize significant profits by reselling nine of the assets immediately to individual users who had already submitted offers. The remaining properties were leased and held in the REIT.

RESULTS

CBRE Portfolio Services sold the 34 properties as a portfolio within five (5) months to a REIT for \$55 million.

Client Contact
Donna Kolius
Senior Vice President
CBRE Portfolio Services
T 713.577.1606
F 713.456.2914
Donna.Kolius@cbre.com

Retail
24/7.

CBRE
CB RICHARD ELLIS

