



BEST INDUSTRIAL SALE



VITAL STATISTICS

Property Address: 685 E Cochran St., Simi Valley

Square Footage: 60,416

Deal Value: \$11 million

When Mike Tingus and Grant Fulkerson were engaged by the owner of 685 E. Cochran St. to sell the building, they were given an interesting challenge. The seller, who had operated several businesses at the facility, wanted to remain an occupant in approximately a third of the property after the sale under a leaseback arrangement. That requirement necessitated that the team target marketing toward investors. But to attract an investor they would first have to lease up the remainder of the building. The team brought in four tenants, and the fully leased building was sold to A.H. Investments LLC for \$183 per square foot, making it one of the highest per-square-foot prices for an industrial property in the region.



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