



Building / Site Disposition Services

Case Study

Zeller Realty

Challenge

Zeller Realty purchased a package of Class 'A' suburban office buildings that included 11711 North College Avenue, which is a 75,000 single story office / flex building. Zeller Realty did a magnificent job of successfully leasing this building to 97% occupancy. Being that this product was well leased and didn't fit within their product preference, Zeller desired to sell this building.



11711 NORTH COLLEGE AVENUE

Solution

After interviewing a total of three real estate firms, Zeller decided Meridian Real Estate offered the most creative marketing plan to achieve the highest price for them. Meridian Real Estate established the list price after extensive research on project available, current interest rates and buyer demand. Ultimately the 11711 North College was under contract to be sold at **98% of list price within 30 days** of being listed. They also secured a backup offer, over list price to assure the initial buyer performed. The property did close and Zeller Realty was ecstatic with the timing and price.

"It was very clear to us that the brokers from Meridian Real Estate had a very firm grip on the office and investment markets. Their analysis and market evaluation led to a timely sale to a qualified buyer at very close to list price. I highly recommend their services."

Mark Vollbrecht
Vice President
Zeller Realty