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In the Midst of a Challenging Market, We Achieve Success!

During the marketing phase, almost 2,300 prospective buyers were contacted. As the seller's representative, The Milano-Shelton Investment Team engaged in active and on-going discussions with over 200 qualified buyers through an extensive and pro-active marketing campaign. From this we narrowed the field of buyer and were able to generate 12 offers. Through a comprehensive interview and qualification process, the most credible bidder was selected. The Milano-Shelton team oversaw the due diligence and closing process, and was able to complete the transaction in a very difficult and anxious market.

The Facts

SF GLA:	142,968
Built / Renovated:	1982 / 1991
Closing Date:	March 11, 2009

The Numbers:

Sold

Price:	\$11,500,000
Price per Square Foot:	\$80.44
Actual Cap Rate:	9.34%

Marketing Statistics

Prospects Contacted:	2,270
Prospects in Active Discussion:	235
Offers Received:	12