

# CASE STUDY:



## Challenge:

Exeter Property Group, one of the largest real estate investment managers in the world, focused on acquiring, developing and managing logistics/ industrial, office and life science properties, was actively seeking acquisition opportunities in major markets across the country to add to their portfolio. They were having trouble identifying assets to add to their fund, so they tasked Rubicon Representation's Capital Markets Division with identifying OFF MARKET acquisition opportunities.

## Action:

Rubicon made contact with the owner of Century Oaks Business Park, a 6-building, 245,415 square foot industrial business park located off Beltway 8 (Sam Houston Parkway) in Houston, TX. The seller had just stabilized the portfolio and was thinking of selling. Instead of going through a marketed process, they allowed Rubicon to present an offer on behalf of Exeter Property Group to acquire the portfolio. Within two days, Exeter submitted an offer that was agreed to by the seller, setting the high water mark for sales comps in the area.

## Result:

Exeter Property Group closed in forty (40) days from signing the Letter Of Intent, adding this Class A industrial portfolio to its growing fund, achieving their investors substantial returns, as well as obtaining more Assets Under Management ("AUM"). The seller was able to use these proceeds to put towards other investments he was pursuing at the time.