



COMMERCIAL REAL ESTATE SOLUTIONS

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C A S E S T U D Y

Client Since: 2016

Services

Due Diligence
Highest and Best Use
Broker Selection
Sales Process
Management

Scope

2.6 Million Square Feet on 110 Acres
I-95 near downtown Richmond

Geography

Richmond, VA



Alleghany Warehouse Complex Sale

Summary

Andrew was engaged by an existing client to help oversee and manage the sales process of a 2.6 million square foot former tobacco warehouse complex on 110 acres just south of downtown Richmond on I-95.

While the site location was excellent, the existing improvements presented many challenges.

Initial recommendations included an infrastructure study, environmental and geotechnical study and sample proposed layouts for new product (High bay warehouse).

Andrew assisted in interviewing 4 real estate brokerage firms and selecting a team to market the assets. He successfully managed the sales process (overseeing brokers) which resulted in two qualified offers. Using leverage, the price was increased by over \$1M dollars.

In addition, there were 6 title issues (easements), requiring speedy attention which he played an instrumental role in successfully solving.