



COMMERCIAL REAL ESTATE SOLUTIONS

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C A S E S T U D Y

Client Since: 2014

Services

Consulting- Advisory
Broker Interview &
Selection
Manage Sale Process

Scope

Value Add-Market positioning
for Sale and Adaptive Reuse
330,000 SF on 13 Acres

Geography

Richmond, VA



Semmes Ave Industrial Site – 13 Acres Summary

Summary

In early 2014 Andrew was hired to study an industrial site adjacent to downtown Richmond for disposition.

The owners had marketed the site for sale unsuccessfully and spent endless time and effort chasing a mixed-use transaction which never materialized.

The property needed a fresh, unbiased look. Andrew was engaged as a consultant to study highest and best use, market conditions, pricing and marketing strategy recommendations.

He then assisted the client in interviewing and selecting real estate brokers to market the site and stayed involved managing the sales process.

The process produced 2 qualified buyers, and the client requested Andrew handle all of the contract negotiations. The purchaser agreed to a quick, all cash purchase exceeding the client's expectations.