

Case Study—Medical Vendor Acquisition

Involvement

XMi was involved from the beginning, acting as broker and construction manager:

- Acquisition analysis and feasibility
- Coordination of development team during feasibility and due diligence period
- Construction Management
- Tenant Relocation
- Management of Tenant construction
- Property Management

Numbers

Acquisition:	\$1,900,000.00
Renovation:	\$301,206.00
Total:	\$2,201,206.00



Summary

XMi was engaged to find and purchase an owner/user facility on behalf of our client, a local medical vendor. After an exhaustive search it was determined that the best fit for this company was a multi-tenant building with pending vacancy. XMi was able to acquire this property at below market value and coordinate the relocation of two existing tenants. By doing this, the buyer was able to occupy half of the building while the remaining portion remains leased until needed for expansion. In addition, XMi handled all construction and property management activities. Based on investment modeling and future sale of the property, the owner of the property should achieve an 18% internal rate of return on his investment.