Office Building Sale & Leaseback

Winter Park Office Building | Owner-User & Leaseback

CHALLENGE

The sale of 1415 Gene Street in Winter Park, Florida, presented a unique challenge as the property owner needed to sell the office building while continuing to operate her business in the same location. This created several objectives: complete the sale for maximum value while maintaining long-term occupancy and preserving the business's established operating address.

This transaction required aligning a buyer's expectations for partially occupying the property with the seller's need for continuity and stability. Structuring a solution that satisfied both parties, without disrupting operations or limiting the property's marketability, made this a more complex transaction than a typical sale.

ACTION

Tom R. Kelley II, CCIM, Principal at NAI Realvest, leveraged his deep understanding of the Winter Park market and longstanding industry relationships to navigate the complexities of the transaction. Kelley strategically identified a buyer who understood the value of the asset and was open to a sale and partial leaseback deal structure.

A key component of the deal was assembling the right team, including experienced legal counsel capable of closing the transaction. Kelley took a hands-on approach throughout the process, coordinating between the buyer, seller, and attorney to ensure the purchase and sale agreement and the lease terms were clearly defined and aligned with the business transition. His ability to anticipate challenges, structure creative solutions, and guide all parties through the process was critical in bringing the sale to a successful close.

RESULTS

The transaction successfully closed with a total value of $1,700,000 for the 4,351 square foot office property in Winter Park, Florida. The seller was able to complete the sale of the business while remaining in the building under a newly structured lease, and the buyer secured a property for their intended use along with an in-place tenant. The deal stands out as a creative solution that met the needs of all parties and demonstrates the importance of strategic negotiation and proper lease structuring.

TESTIMONIAL

"Selling the building while continuing to operate my business from the same location was not a simple process. Tom understood what we were trying to accomplish and helped structure a solution that made sense for everyone involved. He stayed on top of every detail and kept things moving, which made a complex transaction feel much more manageable. We're very pleased with the outcome."
Carol Felsing

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