

# PROJECT SPOTLIGHT: *Osage Portfolio*



**THE PINTAIL APPROACH** Our team identified an off-market opportunity we felt was a fair and reasonable investment. Located in the growing SCTAC (formerly Donaldson) market, the property was leased to two tenants, each lease recently renewed at market rates. We connected a trusted, qualified buyer client with the opportunity and were off and running. The buyer was interested in adding to their portfolio of flex/light industrial assets which are in high demand and low supply in our market, for owner-users, tenants, and investors alike.

**ADDED VALUE** Considering the out-of-market buyer and a difficult lending environment, most regional lenders were not able to lend on the acquisition, despite the buyer's qualifications and solid investment fundamentals. Our team made an introduction to a debt agency able to provide additional options and a high level of service, closing the deal and providing the buyer with favorable terms. Pintail Property Services now manages the property for the owner and we continue to serve as their partner locally. The client had this to say:

“ *The Pintail team is more than just brokers. They are strategic advisors and business partners assisting in every aspect of the deal. Josh and his team took the time and put in the resources to identify market prospects in line with our investment objectives. Their strong community relationships allowed us to seamlessly acquire Osage in an off market deal which made sense for all parties involved. We look forward to future deals and continuing to rely on their expertise to build a strong portfolio!* ”

- HERR Properties, LLC

## BY THE NUMBERS

105 + 111 Osage Drive,  
Greenville, SC 29605

2  
FLEX/LIGHT INDUSTRIAL BUILDINGS

2.3 ACRES

15,382 SF  
TOTAL COMBINED SQUARE FOOTAGE

\$127 PER SQUARE FOOT

\$1.95 MM SALE PRICE

