



The Jacobson Companies

With a desire to liquidate a portfolio of 13 warehouse properties spread over five states, this leading 3PL company wisely chose to hand off the job — making short work of a potentially daunting and time-consuming task.

The Challenge

Engaged in a corporate realignment, national 3rd party logistics concern Jacobson Companies — which operates 9 million sf. of warehouse space in the U.S. — tapped First Industrial Realty Trust to handle the non-core task of selling 13 owned properties in markets stretching from Indiana to Texas.

Our Approach

With its national platform and presence in local markets coast to coast, First Industrial simultaneously conducted due diligence and set about determining fair market value for a baker's dozen of warehouse facilities targeted for sale in secondary and even tertiary markets in five states: Indiana, Illinois, Iowa, Arizona and Texas.

In fewer than 30 days, from commencement of assignment to close, First Industrial's team executed what would likely have taken the company a year and a half to accomplish if handled internally — rolling the entire portfolio of industrial properties into one, clean, five-state deal.

The Outcome

Opting to outsource a portfolio sale during a critical corporate transformation, Jacobson Companies, which prides itself on providing seamless solutions to the complexities of supply chain management, greatly benefited from a fast, one-source solution to a time- and resource-intensive real estate undertaking.

Development
Acquisition
Multi-Market
Sale Leaseback



www.firstindustrial.com