

#### RECENT CLIENT SUCCESS

## REDEPLOYING CAPITAL DUE TO FINANCIAL ANALYSIS

### CHALLENGE

Faropoint, one of the fastest growing investment groups in the world, started in 2012 as a group of friends in Israel buying single-family rentals in Memphis, TN. Since that time, Faropoint has grown to be one of the most sophisticated industrial real estate investment groups by leveraging proprietary technology to better manage their investments through acquisition, hold, and disposition. Today's success didn't come without growing pains along the way as they stepped up their investments and developed a focus. Early on, Faropoint bought Center City and The Crossing, two Class B shopping centers totaling 105,000 SF. In time, they made a strategic decision to move all their capital to the industrial sector, resulting in the need to sell these assets. Adding to the challenge is that their internal underwriting capabilities were still a work in progress as they were growing their portfolio

### ACTION

Faropoint hired Landon Williams and his team for the sole purpose of portfolio disposition so Faropoint could free up the capital for redeployment into industrial real estate. Landon's team fine tuned the underwriting through in-depth financial analysis that drilled down on Revenue, Expenses, and Net Operating Income in a way that was both accurate and digestible by the market. Faropoint benefited from Landon's best-in-class marketing team to position the shopping centers in the optimal way to catch the attention of out-of-market buyers. Through Landon's tight disposition process, each center was bought by out-of-market investors - one from Denver and another from New York. Both buyers appreciated the thorough exposure and well-organized deal process created by Landon's capital markets team.



### RESULT

- Exposed the deal to over 6,000 investors which generated competing offers
- Achieved sale price that was within 4.17% of aggressive pricing guidance
- Closed both deals within 72 days of each other, paving the way for a 1031 Exchange
- Achieved a blended cap rate of 8.85% despite needing big ticket capital improvements
- The portfolio sold for a combined \$13.525 million with buyers from New York and Denver
- Faropoint owned the portfolio for an average of 3.08 Years and sold it for 47.0% higher than the original purchase price

### TESTIMONIAL

*"Landon Williams has been a key investment advisor for us throughout the life of our company as he has helped us exit many investments, allowing us to level up and redeploy capital elsewhere. He always brings comprehensive market*

*expertise, in-depth financial analysis, and a savvy process that has benefitted our group as we've grown. Most importantly, we trust Landon, which provides amazing peace of mind."*

- Ohad Porat, Faropoint