

ATLANTA, GA

BLUELINX

Tenant Advisory + Workplace Solutions

OPPORTUNITY

A unique investment opportunity to acquire three BlueLinX properties as part of a 15-year sale leaseback portfolio sale. The client was faced with a looming expiration of a limiting ABL and CMBS. The company needed to deliver and position itself to exploit strategic industry opportunities.

SOLUTION

- Created a comprehensive portfolio-wide financial model that considered constraints on various corporate financial ratios
- Analyzed restrictions on the use of realized funds, GAAP reporting and tax consequences, fixed property-specific release prices, limits on rent as percent of EBITDAR, existing budget assumptions for internalized occupancy costs, and the variability of site-specific capitalization rates
- Tested the model to engineer a financial turnaround through the sale-leaseback

RESULTS

TA+WS was able to transform the facility into a premier income property for an investor seeking steady cash flow throughout this current real estate cycle.

