

Case Study: *Industrial*

ALTUS INDUSTRIAL PORTFOLIO

An aggregated group of industrial assets benefited from capital improvements and customized, asset-by-asset strategies, increasing value by approximately 25%.

St. Louis, MO
 394,359 SF Industrial Portfolio
 Structure: Closed-End Fund

Acquisition:
 December 2014; \$23,149,965
 Disposition:
 September 2021; \$32,760,000

The Altus Industrial Portfolio is a seven-building industrial portfolio spread across four industrial sub-markets in St. Louis. The portfolio features a diverse tenant mix, prime infill locations, and excellent visibility to the surrounding business parks.

ASSET SELECTION: The assets were acquired as part of a larger diversified product type portfolio (office and industrial). Altus was uniquely positioned as a buyer to solve the seller’s desire for one sale to a trusted buyer — regardless of the fact that the purchase price was a discount to the sum of its parts.

ASSET MANAGEMENT: The asset management team immediately invested in capital improvements across the portfolio to increase rental rates and lease aged vacancies. The asset management plan focused on basic blocking and tackling (tenant retention/customer service) and working suite-by suite on a granular level to form a comprehensive leasing plan.

DISPOSITION: Optimal sale windows were created to provide the next buyer with predictable cash flow and a diversified tenant mix. The portfolio produced double-digit yields throughout its holding period, and the sale value represented an approximately 42% increase over the initial purchase price.

