



“Marc & Ted did a great job collaborating to find the best possible location for Ickler Electric to consolidate our operation into a large campus that will accommodate the consistent growth of the company” Randy Minnier, Owner – Ickler Electric Corp

# SUCCESS STORY

ICKLER ELECTRIC 2 BUILDING CAMPUS WITH YARD



13250 Kirkham Way,  
Poway, CA

## TEAM LEADERS

Marc Posthumus &  
Ted Cuthbert

## STATISTICS

34,655 Square Feet  
2 Building Campus with Yard  
\$6,409,220 Sale Price

## CHALLENGE

Seller - Neal Electric, Disposition of highly customized 2 building campus to and owner-user that would benefit from industry specific improvements.

Buyer – Ickler Electric, Consolidate operations of a few business units into a larger facility as well as meet the timing constraints of a 1031 Exchange in a market with low inventory of sale product.

## STRATEGY

- Utilize both brokers knowledge of sale inventory to identify the best possible opportunities in the market
- Negotiate a transaction that would meet the Buyer’s 1031 timing constraints.

## RESULTS

The Colliers team identified the former Neal Electric headquarters as an ideal location for Ickler Electric. We negotiated transaction terms that were to the benefit of the buyer and seller that allowed for the timing needed for Ickler Electric to meet their 1031 exchange requirements. Additionally, the team negotiated transactions on 2 of Ickler’s existing facilities and eliminated their exposure to double rent on multiple facilities.