

10,000 SF Building on 1.9 AC | Sold for Full Asking Price**CHALLENGE**

Mersino Water Solutions needed to sell their 10,000 SF industrial facility on 1.9 acres while still occupying the space. The challenge was twofold: secure a buyer at market value and simultaneously find a replacement site with industrial outdoor storage (IOS) in a market with extremely limited availability.

IOS demand in Polk County was high, and active listings were scarce. Any delay in relocating would risk pushing back closing or creating operational disruptions for the seller's business.

ACTION

Within hours of executing the listing agreement, Zach Cichocki secured a full-price offer from an investor and brought the property under contract. The deal closed in just 95 days.

To ensure a seamless transition, Zach sourced an off-market replacement site for Mersino through his direct relationship with a local landlord. The site offered superior functionality, including covered and powered IOS, and did not require rezoning or permitting.

Zach advised the landlord to convert the under-utilized multi-tenant property into a single-tenant facility tailored to Mersino's needs. This repositioning strategy not only gave Mersino a long-term lease solution under market rate but also increased the landlord's NOI, simplified maintenance, and boosted property value.

RESULTS

- Property sold at full price: \$1.7M in 95 days
- No disruption: Mersino relocated without delaying closing
- Superior replacement site: covered, powered IOS under market rate
- Landlord win: converted property achieved higher NOI and value
- Ongoing relationships: Zach is now working with both the seller and landlord on additional Florida-based investment and expansion opportunities

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"We needed to sell our industrial property and relocate our operations. Not a simple task with limited outdoor storage options available. Zach stepped in and had a full-price offer in hand within hours of listing. He kept the process on track and closed in under 100 days. What really stood out was how he also found us a new site that fit our specific operational needs. It was off-market, covered, powered, and he handled every piece of the transition."

Zach's knowledge of the Polk County/Central FL markets and his relationships were critical in making this deal work. We were able to sell cleanly, avoid closing delays, and move our team without disruption. He delivered exactly what we needed on both sides of the deal." Karen Mersino, Founder, Mersino Water Solutions

