



CHURCH OF THE BLESSED SACRAMENT

Religious Client

www.blessedsacramentsp.org

PROJECT OVERVIEW: SELLER REPRESENTATION

The Advisory Services Group was engaged in January 2014 to market for sale the Blessed Sacrament Campus, which included a school, church and house totaling 48,911 square feet.

BUILDING

Blessed Sacrament School
1800 Ames Avenue
St. Paul, MN 55119

SQUARE FOOTAGE

48,911 SF

SERVICES

- Disposition
- Marketing
- Sale Negotiations

APPROACH

- Developed a full marketing campaign – both electronic and print – focused on charter schools, religious organizations and nonprofits.
- Partnered with a neighborhood group as well as the St. Paul Councilmember to maximize exposure for the property and gain early support for potential uses.
- Toured multiple interested parties assisting with their due diligence and financing needs.
- The ultimate objective was to create demand, forcing the current tenant to increase its purchase price.

RESULTS

- The campus received 10 inquiries and Cushman & Wakefield/ NorthMarq hosted 3 property tours.
- A purchase agreement was executed in October 2014 for \$2.2 million, a \$200,000 increase over the opening offer.