

# CASE STUDY: SALE LEASEBACK



“Terry did an excellent job in facilitating the transaction in such a short time period.”

- Al Garcia,  
Director of Real Estate,  
Newell Rubbermaid

**Newell Rubbermaid**

**1,200,000 SF**

**Leaseback Agreement**

**Rubbermaid Headquarters**

**30 Days.**  
(on the market within 30 days)

## OUR JOB

Sell the Rubbermaid world headquarters of 1,200,000 SF to a buyer willing to allow Newell-Rubbermaid to lease it back. Terry Coyne (SIOR, CCIM) led the team for the Rubbermaid client.

## CHALLENGE

**30 days.** The client wanted to put the building on the market and find a buyer within 30 days.

## SOLUTION

**Find a buyer. And hustle.** We hit the ground running to find a buyer interested in a property with a guaranteed lease from a major corporation.

## RESULT

**Success.** We secured a buyer willing to purchase the plant, along with a five-year leaseback agreement with Newell-Rubbermaid.

*“Sometimes the client emphasizes the word, ‘HURRY.’ So we do. And in this case, we were able to meet their goal of putting the property on the market and locating a buyer within 30 days.” – Terry Coyne*