



Owner Representation

Idaho Department of Lands

Portfolio of commercial properties | +\$17,000,000 in sales



“On December 1, 2016 seven properties were successfully sold - above appraised prices.”

1 The Situation: Divestiture

- The Idaho State Board of Land Commissioners plans to offer for sale commercial properties with an estimated value of \$25 million.
- The Idaho Constitution requires a public auction for the sale of endowment lands.
- Thornton Oliver Keller was selected to market and sell the properties through a public auction.

2 Our Response: Experience & digital tools

- Unmatched market experience, public transparency and extensive public entity representation are utilized.
- A robust, tailored marketing plan built around a dedicated website landing page with secure client portal and registration process is created.

3 The Results: 7 properties sold

- Public auction scheduled, organized and hosted to present 9 properties for sale.
- 200 people attend, 48 are registered bidders, 7 properties successfully auctioned for over \$17M.



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8th & State Street
Appraised Value: \$830,000
Sold: \$1,475,000



Central Washington Place
Appraised Value: \$4,185,000
Sold: \$4,185,000



Lincoln Road Lot - Idaho Falls
Appraised Value: \$220,000
Sold: \$330,000



Garro Building
Appraised Value: \$2,410,000
Sold: \$3,591,000



10 Barrel Brewing
Appraised Value: \$1,810,000
Sold: \$2,697,000



Garro Lot
Appraised Value: \$325,000
Sold: \$484,250



Affordable Storage
Appraised Value: \$3,010,000
Sold: \$4,700,000