

SUCCESS STORIES

California Association of Marriage & Family Therapists

7901 Raytheon Road → 6265 Greenwich Drive, San Diego, CA



SOLD

≈ 8,538 SF

ACQUIRED

≈ 2,341 SF

STRATEGY

1031 Exchange

ASSET TYPE

Ground-Floor Office Condo

CHALLENGE

CAMFT occupied an approximately 8,538 SF, two-story walk-up office at 7901 Raytheon Road that no longer fit operational needs. The building was larger than required and functionally dated, with limited parking and an aging layout that hindered daily operations and the member experience. The assignment required a coordinated sale and 1031 exchange completed within a defined timeline, while preserving proceeds for redeployment into a suitable replacement property.

ACTION

We completed an Opinion of Value, aligned expectations with CAMFT leadership, and launched a targeted sale process. We sold 7901 Raytheon Road to a construction buyer able to rehabilitate the building, add a loading solution, and work around parking constraints. We then managed 1031 timing and identification and acquired an approximately 2,341 SF ground-floor office condominium at 6265 Greenwich Drive, Suite 103 in Governor Park, negotiating terms and coordinating tenant improvements to right-size the space and modernize the client's image.

RESULTS

The disposition closed at a price very close to the Opinion of Value, with a seamless 1031 execution. Capital was redeployed into a smaller, modern ground-floor condominium in a stronger location with better parking and a more professional image. The result is simpler daily operations and an improved member experience compared with the prior two-story, walk-up layout.

TESTIMONIAL

"The Voit team not only valued our building properly, but sold it at a price very close to their opinion of value. They seamlessly moved us through the sale and helped us locate, secure, and purchase a new facility that solved our needs and allowed us to complete tenant improvements at the new location. We asked them to do a lot, and they not only did exactly what they said they would do, they exceeded our expectations."

California Association of Marriage and Family Therapists (CAMFT)

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