

Case Study #1

AXA Sunbelt Portfolio



KEY STATISTICS

Acquisition / Disposition Date(s)	2018-2020 / 2024
Buildings(s)(1)	6
Size (SF)	1,525,141
Purchase Price	\$136.9 million
Disposition Price	\$226.1 million
Gross Levered Returns ₍₂₎	21.8% IRR / 2.2 EM

INVESTMENT PROFILE

Strategic partnership – Bixby contributed 2 industrial assets into a programmatic venture with AXA Insurance (France) in 2018 and acquired 4 additional buildings through 2020 → **the 6-building portfolio was acquired for \$136.9MM**

Attractive locations – assets located in Sacramento and San Bernadino, California, Phoenix, Arizona and Atlanta, Georgia

Core-plus strategy – the portfolio targeted an 11% to 13% return utilizing short-term lease renewal and vacant-to-lease-up profiles

Attractive returns – 6 buildings have been sold for a total disposition price of **\$226.1MM**

- Portfolio purchased of ~90 PSF and sold for \$148 PSF

VALUE-ADD INITIATIVES

Strategic sourcing – 3 of the 4 buildings were sourced by Bixby in **off-market transactions**, providing a significant buyer advantage over fully marketed properties

Capital initiatives – site enhancements included spec tenant improvements to facilitate expedited leasing of property to **100% occupancy**

Timely dispositions – the 6 realized deals have achieved an aggregate **21.8% gross IRR** and **2.2x gross equity multiple**

- Strategic early disposition of Atlanta property resulting in a property-level **Gross IRR of 53.7%** over a 2-year hold