



## BEST LAND SALE



### VITAL STATISTICS

**Property Address:** 875 E. Cochran St., Parcels B & C, Simi Valley

**Square Footage:** 7.44 acres

**Deal Value:** \$7.44 million

The sale of two parcels of land for the Simi Valley Unified School District last year was the culmination of a strategy that provided the school district with new headquarters while transforming a landscape of dilapidated buildings into vibrant business establishments for the community. When the school district first engaged Mike Tingus and Grant Fulkerson, it was operating a patchwork of facilities that were nearly 40 years old. First and foremost, the school district needed a new headquarters where it could house its operations and employees under one roof. But acquiring such a facility would require more funds than its current buildings were worth. Enter Tingus and Fulkerson, who devised a strategy (the team divided the land into three separate parcels and proposed selling each one separately) that not only eliminated the school district's shortfall, it netted a surplus.



**MIKE TINGUS**  
Lee & Associates-LA  
North/Ventura



**GRANT FULKERSON**  
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