

CASE STUDY

TOPIC: Acquisition & Disposition Solutions

PERSPECTIVES: Buyer and Seller

PROPERTY: Dollar General – Anacoco, LA



DOLLAR GENERAL

BACKGROUND

Buy Side: A purchaser, who had successfully closed with our firm in the past, contacted us about the desire to acquire another net-leased investment property with a well defined search criteria. He was also in need of owner financing or other financing options, in order to acquire an asset and still have the ability to have liquid cash reserves for other investments and business opportunities.

Sell Side: A developer client, who had also worked closely with our firm in the past, was looking to redeploy capital in order to take advantage of a new development opportunity. We collaborated with the seller to understand and confirm their long and short term goals and once a sale decision was made, we helped target and position the property to attract the most probable purchaser.

THE PROCESS

Utilizing our unique process The Closing Navigator we were able to move both buyer and seller through this real estate transaction process. Having the opportunity to handle this transaction directly with both buyer and seller we were able to Strategize to better understand their goals and motivations, in order to achieve a mutually satisfying close.

Once the buyer had a clear picture of the asset type and geographical areas that he was comfortable with we were able to conduct a search on his behalf and Locate qualified properties that fit within his criteria.

The Buyer had been searching for properties for a little over a month when the Seller decided to list the property. With our teams ability to efficiently underwrite and take the property to market we were able to generate interest in the property relatively quickly and also present this to our purchasing client.

CASE STUDY

TOPIC: The Acquisition & Disposition Solution

PERSPECTIVES: Buyer and Sellers Broker

PROPERTY: Dollar General – Anacoco, LA



DOLLAR GENERAL

OBSTACLE'S

During due diligence and title inspection, it was discovered that there was a right of first refusal on the property that required the approval of the previous land owner. The previous land owner was a trust who's trustee had relocated to another state and was difficult to contact in a timely manner and thus delayed any possible closing.

Financing of the property for the buyer: the buyer was looking for 75% financing on the property and their purchase was contingent on their ability to obtain competitive rates and the best possible financing package for their investment opportunity.

THE RESULT

Having a clear picture of both sides goals and needs we were able to negotiate the offer and move to contract in a relatively short time frame, assist in locating and securing financing for the buyer at competitive rates with strong terms. And keep all parties engaged while overcoming the right of refusal delay and successfully leading to a close which freed up the capital for the seller to proceed with the new development opportunity on time.

By taking the time to listen, confirm goals, strategize, and utilize a step by step process through the entire transaction, an extremely efficient and satisfying experience was had by both parties. Objectives were met, time was saved, and returns on investment were achieved.