

CASE STUDY

TOPIC: Disposition – NN Deal

PERSPECTIVE: Sell-Side Broker

PROPERTY: Dollar General – Yantis, TX



DOLLAR GENERAL

BACKGROUND

A developer client whom our firm has worked with over several years, was looking to liquidate his last remaining asset in the State of Texas. We worked in conjunction with the seller to understand and confirm his 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.

OBSTACLES

Overcoming an existing property condition was an issue for this particular property. There were floor cracks that were exposed in the interior of the store which proved to be a hurdle for purchasers even with the repairs and meeting the satisfaction of the tenant.

Financing of the property for the buyer: an out of state 1031 Purchaser needed to obtain additional financing for the purchase. Utilizing a HELOC resulted in securing the best ROI to complete the purchase and satisfy their exchange.

THE RESULT

Having a clear picture of the motivations of the seller we were able to negotiate the offer and move to contract in a relatively short time frame. Clear communication of the building condition, and insuring that the tenant did not take issue with the said condition the seller was able to deliver a clean estoppel.

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.