

CASE STUDY

TOPIC: The Acquisition & Disposition Solution

PERSPECTIVES: Principal Investor & Seller

PROPERTY: DG - Pascagoula, MS



DOLLAR GENERAL

THE CHALLENGE

We began working with an experienced commercial real estate investor, who because of the macro economic environment, had seen a negative impact on his core line of business. The investor wanted to find a new, net leased real estate investment for both passive income and tax benefits. We collaborated with the investor to understand his needs. The requirement was challenging. Would he be able to find the right deal with a specific location, specific investment parameters, within a specific timeframe?

The seller had completed several single tenant investment properties and had several more in the pipeline. The market had turned. He looked to sell within a specific timeframe in order to continue his current projects. Financing had become an issue and freeing up credit lines were important to both the seller and his lender. Could the seller secure an efficient and timely closing with a qualified buyer?

THE STRATEGY

To solve these problems from both perspectives, we identified short and long term objectives and created profiles of the right property and purchaser for each. We devised a strategy that would allow us to effectively locate the correct property while at the same time marrying with our broadcasting efforts. The key ingredient was listening to the clients' overall goals outside of real estate in order to uncover the true motivations for both buying and selling properties.

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THE PROCESS

Using *The Closing Navigator*™, we followed a step by step process to collaborate with the investor for his acquisition strategy. During each phase, deliverables and tools were provided to ensure the investor knew where he was in the process and what the next steps would be. It allowed him ownership in finding his solution and better collaboration to have him involved in the actual property search.

We also used *The Closing Navigator*™ for the seller in executing our marketing efforts and provided accurate and timely market feedback allowing the seller to make informed decisions throughout the process. This allowed the seller ownership in the correct approach to sell the asset given the market conditions both locally and nationally.

THE RESULT

Having a clear picture of both the investor's requirements and the seller's requirements allowed us to marry the two into an all cash closing within 30 days. By taking the time to listen, confirm goals, strategize, and utilize a step by step process through the entire acquisition/disposition phase, an efficient and satisfying transactional experience was had by both parties. Objectives were met, time was saved, and returns on investment were achieved.