



BUYER REPRESENTATION – HQ RELOCATION
National Garden Wholesale - Pompano Beach, FL

SERVICES

Strategic Relocation Planning (SRP) is a system designed by The Conte Team. This system was used to help National Garden Wholesale (NGW) to identify purchase alternatives for the expansion of their Southeast Florida Headquarters.

SITUATION/ PROCESS

- NGW was tired of leasing their corporate office and wanted purchase a free standing building that providing for the needs of the business and principals another means of creating personal wealth. Recommendations were made on how to maintain maximum flexibility on their existing lease so that when the right property was available to purchase the decision makers would be ready to perform and not encumbered by their lease.
- Upon formal engagement of The Conte Team, several goals and outcomes were developed. The primary goal was to get the financing positioned with multiple lenders prior to identifying any potential real estate. Once the financing was competitively bid to several lenders the Team began searching the county for acceptable properties.
- The Conte Team introduced several off market properties as well as on the market alternatives.
- Within a reasonable period of time one property stood out among the rest based on size, price and location.

RESULTS

Our disciplined and strategic process provided NGW the ability to move quickly from LOI to Contract because the financing and inspection team were ready to go. A 25,894 square foot free standing office warehouse building on 1.88 acres with dock high loading and grade level loading was purchased at a below market price. Take drive by 455 Andrews Avenue in Pompano Beach and see what exceptional recommendations, anticipation and preparation can do for you.

- REFERENCES AVAILABLE UPON REQUEST -

This case study was performed by The Conte – Rypl Team while at CBRE and prior to the formation of JC Commercial Realty Team. References are available upon request.

