



BUYER REPRESENTATION – HQ RELOCATION
Woodbury & Associates - Pompano Beach, FL

SERVICES

Strategic Relocation Planning (SRP) is a system designed by The Conte Team. This system was used to help Woodbury & Associates (W&A) identify lease purchase options in Fort Lauderdale area.

SITUATION/ PROCESS

- W&A was tired of leasing their corporate office and wanted purchase a free standing building that providing for the needs of the business and for the 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 W&A would not be 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, location and owners willingness to do a lease purchase option.

RESULTS

Our disciplined and strategic process provided W&A with the ability to move quickly from LOI, to lease then to Contract within 1 year of lease. A 12,424 square foot free standing office warehouse building on 0.942 acres with offices, showroom, 100% air conditioning, dock high and grade level loading was purchased at a below market price. Take a drive by 6801 NW 15 Way, Fort Lauderdale, FL 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.

