



## **BUYER REPRESENTATION**

### **Occupier Strategies**

**Bass Fire & Security Systems, Inc. - Pompano Beach, FL**

## **SERVICES**

Strategic Relocation Planning (SRP) is a system designed by The Conte Team. This system was used for Bass Fire & Security Systems, Inc. to provide purchase alternatives for the expansion of their Broward Corporate Headquarters.

## **SITUATION**

Bass Fire & Security Systems was tired of leasing their corporate office and wanted purchase a free standing building that providing 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 principal would be ready to perform and not be bound with a rent and mortgage payment.

## **PROCESS**

- 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 five (5) different lenders and the SBA Approval was obtained, we began searching the northern part of 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 process provided Bass Fire & Security Systems the ability to move quickly from LOI to Contract because the financing and inspectors were ready to go. An 11,262 square foot free standing office warehouse building with dock high loading and heavy office was purchased at a below market price. Take drive by 3000 Gateway Drive, Pompano Beach and see what exceptional recommendations, anticipation and preparation can do for you.

## **- REFERENCES AVAILABLE UPON REQUEST -**

The work described in this case study was performed by JC Commercial Realty Consultants references are available upon request.

