



DISPOSITION SALES

Lambda Electronics, Inc – Julie Fehlhaber Carney - Pompano Beach, FL

SERVICES

Strategic Disposition Services for Lambda, LLC and the Fehlhaber Family Trust to create a competitive sales process of their formerly leased but now vacant investment property.

SITUATION/PROCESS

- After the patriarch of the family passed away, the Trustee of the Estate, (Julie Fehlhaber Carney) hired The Conte Team to methodically go through the market in a *multi-layered approach* to locate the right buyer who would be willing to use and or reposition the property. This *multi-layered strategy* included personalized targeted marketing to large industrial users, growing manufacturers, private investors and institutional investors willing to reposition the property.
- The Team's professionals were formally engaged to dispose of this unique asset after several institutional brokerage firms had failed to perform.
- Regular marketing reports were provided to the client as the *strategic layers* of the plan were implemented. Interested parties surfaced under several of the target groups. These parties expectations were managed in order to create a competitive environment.
- After a thorough implementation of the plan, the most logical & qualified buyer (User) surfaced. A local circuit board manufacturer who was growing dramatically needed a building with heavy power, a large parking field and some additional square footage for future growth.

RESULTS

Through a *strategically controlled disposition process*, The Team was able to create *real demand* to positively affect the selling price by 30% over the most relevant and recent sales comparable at the time. The net affect to the client's bottom line was in excess of their internal goal and provided the liquid funds needed for the Estate to be settled properly with the IRS.

- REFERENCES AVAILABLE UPON REQUEST -

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

