



### **DISPOSITION SALES**

**Gran Quartz & Scottdale Investment Sale - Miami, FL**

### **SERVICES**

Strategic Disposition Services for Scottdale Investment to create a competitive sales process of their fourteen thousand square foot building which has Grand Quartz as a long term Tenant in half of the building.

### **SITUATION/PROCESS**

- Five years after Scottdale Investment hired The Conte Team to locate and purchase 2210 NW 15 Avenue, Pompano Beach, FL for Grand Quartz's use, JC Commercial Realty was re-hired to sell the property. JC Commercial used its personalized targeted marketing strategies to identify industrial users, manufacturers and private investors who were looking for industrial properties of this size.
- Within four months of implementing the plan, interested parties began to surface. These parties were qualified and vetted. The focus was narrowed to the ideal owner user, TSW.
- TSW is a privately held regional air conditioning supply contractor who's business model strongly preferred owning their corporate locations. Their was pressure for them to move quickly on the deal as their lease was on the brink of expiring. This market knowledge was very favorable to the Seller.

### **RESULTS**

With a controlled disposition process and superior market knowledge, the JC Commercial Realty team was able to impact the sales price by more than 10% above the most recent comparable during the worst real estate down turn. The client was so satisfied with the outcome, he gave the team a significant unsolicited bonus after the sale.

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

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

