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## **INTEGRATED PROPERTY SERVICES, INC.**

### **DISPOSITION SALES**

**Integrated Property Services, Inc./ Turnpike Distribution Center – Coral Gables, Florida**

### **SERVICES**

Disposition Marketing Services were provided to create a competitive sales process of the 144,480 square foot (24 Unit) dock high warehouse distribution center with I-1-X zoning in Pompano Beach.

### **SITUATION/PROCESS**

- Once The Conte-Hoover Team was hired, they quickly went to work to secure as many pre-sales as possible. All the data the Team had compiled over their 25 years of experience in selling and leasing industrial properties in Broward and Miami-Dade County was about to pay off for the developer.
- The Team began to prioritize their marketing strategy and identified their target list of industrial users who they knew had space needs and a strong desire to own.
- Within one hundred and twenty days of being hired 80% of the project had pre-construction commitments.
- Ground breaking was in January and by July, when the final punch list items were being worked out will Miller Construction the project was 100% sold with hard money commitments.

### **RESULTS**

Steve Stattner, Principal of I.P.S. was thrilled with the fact that all the units closed within 1 week of the buildings being C.O.'d. The Conte-Hoover Team put their market knowledge, strategy and charm to achieve exceptional results for the client. If you are interested in seeing the Turnpike Distribution Center feel free to drive by 1580 NW 27 Avenue, Pompano Beach, Florida.

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

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

