



BUTTERS & BUTTERS

INVESTMENT SALES

Butters & Butters. - Pompano Beach, FL

SERVICES

Investment Property Sale marketing was the service line provided to Malcolm Butters, Nat Butters and Marty Weinberg, for the timely sale of one of their investment properties in Pompano Beach, FL.

SITUATION

After competing against several other national brokerage firms, JC Commercial Realty Consultants was awarded the Exclusive Right of Sale of the client's thirty six thousand square foot multi-tenant industrial flex building.

PROCESS

- The JC Commercial Marketing Team prepared an excellent marketing package outlining all the benefits of the facility, the business history of each of the Tenants, the cash flow analysis and alike.
- Simultaneously certain Tenants were incentivized to lengthen their leases to further stabilize cash flow.
- With direct mail, personalized email, internet marketing and an aggressive phone calling schedule to local, regional, national and international real estate investors the right 1031 Buyer was identified. The property was under contract within 120 days to an out of State Investor who wanted to move his equity out of New York and into South Florida.
- A very timely due diligence and closing was negotiated and the closing went smooth.

RESULTS

The client was so satisfied with the results that they paid JC Commercial Realty an unsolicited bonus in addition to the commission at closing. Exceptional market knowledge and proven marketing strategies provided the Seller with an additional \$450,000.00 over expectations.

- REFERENCES AVAILABLE UPON REQUEST -

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

