



INVESTMENT SALES

Doormark, Inc. – Deerfield Beach, FL

SERVICES

Investment Sales Services was the business line used to assist Doormark, Inc. in their Sale Leaseback of their 90,000 square foot manufacturing & distribution facility in Deerfield Beach, Florida.

SITUATION

The Conte Team had sold the building to Doormark several years before the 2008 market down turn. With the down turn came increased pressure on the business to perform per some restrictive loan covenants. This led to finding creative ways to stabilize the business and increase the owners equity position.

PROCESS

- The Conte Team came in and educated the Seller in the benefits of doing a Sale Leaseback of the property. All the economic metrics were analyzed by the marketing team with Doormark principals. Once the strategy and economic parameters were defined, Doormark formally engaged the marketing Team to begin the marketing process.
- Within thirty days the marketing campaign was in full swing. Within 60 days many Confidentiality Agreements were signed with qualified prospective landlords.
- Final interviews and site visits were made by several finalists. A preferred landlord/buyer was chosen by the Seller based many important criteria and a Letter of Intent was signed.
- Purchase and Sale Contracts Agreements and Leases were reviewed, negotiated and signed within thirty days of LOI signing. Closing occurred fifteen days later.

RESULTS

By implementing a Strategic Disposition Plan and sticking to a managed sales process, the marketing team was able to negotiate very strong terms and provide the Seller with a gross profit of \$2,457,000.00 in just over three years. Let us help position you and your company for success.

- REFERENCES AVAILABLE UPON REQUEST -

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

