



Marcus & Millichap





HOW WE ADD VALUE

UNSOLICITED OFFER

An investor with an office property close to Downtown Los Angeles reached out to us with an unsolicited offer from their tenant to purchase it for \$1,850,000, 'final offer'. At the end of their lease term, the tenant was willing to sign a new lease, but preferred to buy the property.

250 GLENDALE BLVD.

\$1,850,000



WHAT WE DID

After completing our evaluation and identifying added value, we listed the property for:

\$2,250,000

We identified and courted multiple buyers from different buyer pools to compete for the asset.



Investors wanted to purchase the property for the passive cash-flow with the tenant and new lease in place.



Developers wanted to build a new mixed-use building close to downtown for higher returns.



Owner/users wanted to occupy the space for their businesses.



WHAT HAPPENED

We received:

12

Qualified Offers from Investors with Proof of Funds

The 'final offer' from the tenant magically increased by:

+\$200,000



NEW OFFER |\$2,050,000

Through our platform and approach of total market exposure, we identified the all of the most interested buyers in the market, and put them through our offer process.

Our process is designed to get buyers to compete, bringing out the strongest offers in both price and terms to win the asset.



THE RESULT

We closed

↑ ABOVE LIST PRICE ↑

at

\$2,500,000

from an

ALL CASH

buyer, with a

NON-REFUNDABLE

deposit.



The final buyer would never have known about the opportunity without our marketing platform, strategy, and efforts.

LET US SHOW YOU THE **MOST** AN INVESTOR WOULD PAY FOR YOUR PROPERTY



Contact us for a complementary custom evaluation of your property, detailing:

Current Market Trends

New Local Development

Prevailing Lease Rates

Demographic Shifts

Population Growth

Upside Potential

Downside Risk

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