

CoStar
POWERBROKER AWARD
THE BEST OF THE BEST



How Expert Guidance Helped an Electrical Contractor Secure the Perfect Industrial Property in 90 Days.

Challenge:

Alex, the owner of an expanding electrical contractor business, was on the lookout for a centrally located light industrial building that would serve his burgeoning clientele. Stepping into the realm of commercial property purchasing for the first time, he had already earmarked a potential buy. Yet, the complexities of the process made him seek expert guidance to ensure he was on the right track.



Action:

On grasping Alex's specifications, Ces shared market research and conducted property tours, examining both available properties and recent sales to offer a comprehensive quality and value range. This allowed Alex to contrast and gauge the best fit for his needs. Additionally, Ces bridged Alex with a banking specialist, ensuring that Alex not only could project his ownership costs, but also would be pre-qualified, boosting his confidence and qualification as a buyer.

Result:

The pre-purchase process fortified the buyer's capability, and seller's trust in the buyer's qualifications. With adept negotiation on pricing and terms, the property deal and the close was sealed within a mere 90 days, facilitated through small business loans.



Testimonial:

"Ces skillfully guided me through my maiden venture into commercial property acquisition. His expertise is something I'd vouch for, and I wholeheartedly endorse him to anyone venturing into commercial real estate." – Alex T, Electrical Contractor.



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