



## Clean Exit for a Fairfax Mixed-Use Property

### CHALLENGE

Becky owned 779 Center Blvd in Fairfax, a mixed-use property with a commercial storefront in front and a residential home in back. She originally planned to use the commercial space for her office and live in the residence, but her plans changed. Both units were rented, and over time the property became more management than she wanted to deal with.

With one commercial tenant, one residential tenant, and Fairfax tenant regulations, Becky was ready for a cleaner, simpler exit.



### ACTION

The key was determining how the property should be valued and marketed. Was it residential, commercial, mixed-use, or a redevelopment opportunity?

After reviewing the options, we concluded the best buyer would be an owner-user who could use both sides of the property. We positioned it as a residential property with a strong commercial application, while also keeping pricing realistic for financing, inspection, and appraisal.

### RESULT

We found the right buyer: a successful local business owner with a retail clothing and coffee concept who also wanted a residential home. The property fit her needs, and Becky was able to move on without the ongoing tenant and management headaches.

### TESTIMONIAL

*"I've worked with Ces for nearly ten years. He guided me through leasing, tenant issues, and ultimately selling the property. I'm thrilled we closed the deal, and best of all, I no longer have to worry about the building." - Becky, Owner/Seller*