



# SOLD

**5851  
Beresford Street**  
Burnaby, BC

**Sam Emam**

Personal Real Estate Corporation

**604.420.4205**

[Sam.Emam@macdonaldcommercial.com](mailto:Sam.Emam@macdonaldcommercial.com)

Sam Emam Personal Real Estate Corporation was licensed with HQ Commercial at the time of the sale.

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## CHALLENGE

To assist an owner with the sale of his 10,600 square feet building in Burnaby's Royal Oak industrial area. After 35 years of running a family business, the owner made a decision to retire due to an unfortunate car accident.

## ACTION

- » A comprehensive due diligence package & marketing package was prepared for potential purchasers
- » Recommendations were made to clean the clutter and debris inside and outside the property
- » Direct marketing, paid advertising, social media and various commercial real estate websites were used as the marketing engine for the offering
- » Interested groups were qualified on the phone, tours were arranged and offers were reviewed in detail with the ownership as they came in

## RESULT

All the hard work at the beginning paid off, many groups stepped up with great offers. Client accepted the highest offer amongst the 3 offers that we received, as a result of strong negotiation we were able to secure sufficient time for ownership to sell and move his inventory before closing date.

## SUCCESS STORY

Due to my car accident, I was unable to continue to run my millwork business (Art's Custom-Made Furniture) of 35 years. Our group interviewed many large brokerage companies but hired Sam Emam to sell our industrial building at 5851 Beresford Street in Burnaby. Sam put himself in our shoes, listened to our challenges and crafted a plan that worked perfectly for us. Our building sold for a great price in a fairly short period of time. I was able to retire from work, focus on my health and enjoy life. Sam is a great friend now and I've referred him many deals including my family's 77 unit multi-family portfolio. His loyalty and client first approach along with his robust marketing program makes him the right commercial real estate agent, I highly recommend Sam for any owner looking to get the highest price in the shortest amount of time as he delivered many times us

– Art's Custom-Made Furniture  
*JERA Holding Ltd*