

# SOLD

6556, 6566,  
6580 and 6596  
Marlborough  
Street

Burnaby, BC



## CHALLENGE

To assist an owner of 4 multi-family buildings, combined 45 unit with the sale of his multi-family portfolio in the city of Burnaby. Client wants the portfolio sold based on future high-density development value with existing income. The second part of his plan is to deploy the funds from the sale to purchase newer and renovated multi-family buildings in the city of Vancouver.

## ACTION

- » A comprehensive due diligence package and marketing package was prepared for potential purchasers
- » 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 offer submission date was set
- » Local, national and international developers were contacted regarding the offering

## RESULT

5 offers were received, after hard fought negotiations, our happy client accepted an offer from a local developer, the offer was chosen based on it's terms which was the closing date that our client wanted and the purchase price of \$14,500,000. The price and terms exceeded our client's expectation. Our happy client is now in a position to purchase newer and renovated multi-family properties in city of Vancouver.

## Sam Emam

Personal Real Estate Corporation

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

Although this information has been received from sources deemed reliable, we assume no responsibility for its accuracy, and without offering advice, make this submission subject to prior sale or lease, change in price or terms and withdrawal without notice.

## SUCCESS STORY

"Sam Emam and his team sold my portfolio of multi-family buildings at 6556, 6566, 6580 and 6596 Marlborough Avenue in Burnaby. I also bought two multi-family buildings located at 3591 Oak street in Vancouver and 6665 Royal Oak Avenue in Burnaby through Sam. I found Sam Emam to be ethical, professional, an amazing negotiator for his clients and very knowledgeable. Sam handled all the moving parts of each deal like a true professional and with a great attitude. I highly recommend dealing with Sam if you're thinking of selling or buying multifamily buildings or development sites."

– Louis Silva

*Former owner of*

*6556, 6566, 6580 and 6596  
Marlborough Avenue, Burnaby*