

# SOLD

## 5220 Capital Drive Burnaby, BC



### CHALLENGE

After 40 years of owning the investment property, our clients wanted to retire from day to day management of their 30 unit multi-family property in Burnaby which the ownership built many decades ago.

### ACTION

- » Due diligence package was prepared withing two weeks of securing the mandate, the package included a clean phase 1 environmental report, building's financials and recent capital expenditure documents to name a few
- » A comprehensive marketing plan was implemented to achieve the highest price in the shortest amount of time to attract qualified buyers and achieve the highest price in the shortest amount of time
- » Interested groups were qualified on the phone, private tours were arranged

### RESULT

After touring with 14 groups, 2 offers were received and our Clients accepted a great offer from a local prominent real estate family. After a hard fought negotiation process, the price and terms exceeded our Client's expectations.

### TESTIMONIAL

"Our family made a decision to sell our 30 unit apartment building "Villa Roma" after keeping it in the family for nearly 40 years, many agents from large national firms approached us, but we picked Sam Emam and his team to handle our sale. Sam Emam was chosen because had local knowledge, global reach, patient, understanding and had a tailored plan for our family's needs and unique challenges. Since we held the building for 40 years, the day to day management was becoming a challenge for our family to handle. Sam worked extremely hard to market our property and got us a great price. Our challenges were solved, we're able to move on to the next phase of our business venture and enjoy life. We highly recommend Sam Emam and his team to sell your multifamily apartment building."

– Pierina and Luigi Guizzo

*Former owners of 5220 Capital Drive, Burnaby, BC*

### 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.

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