

Client Success

3012 Edgemont Blvd
North Vancouver, BC



CHALLENGE

After decades of owning the investment property, our client wanted to retire from day to day management of their multi unit commercial property in the heart of Edgemont Village.

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 an updated appraisal report.
- » 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 many groups, offers were received and our Clients accepted a great offer from a local investor in the community. After a hard fought negotiation process, the price and terms exceeded our Client's expectations.

TESTIMONIAL

"After decades of proudly owning 3012 Edgemont Blvd, I decided to sell my commercial property. Sam Emam provided us with all relevant and recent market data and a proposal which included his custom marketing program. During the sale process, the real estate market changed drastically due to an increase in interest rates which put pressure on property values. Sam and his team kept laser focused on getting the property sold by aggressively marketing the asset in a changing environment. Also, Sam helped us lease an empty portion of our property which increased our net income resulting in more buyer interest. Finally, after 9 months of hard work, Sam and his team completed the deal. We thank him and recommend him to other commercial building owners as he demonstrated professionalism and hard work during our sale."

– Rose Young

Former owners of 3012 Edgemont Blvd, North Vancouver

Macdonald
COMMERCIAL

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