

SOLD

326 Stanley Street New Westminster, BC



CHALLENGE

To sell 21,750 square feet of light industrial land with future medium density multifamily development before the end of 2020. Our client decided to sell his business and the property simultaneously for the highest price possible during an uncertain market.

ACTION

- » A due diligence package was prepared within a week which included a clean phase 1 environmental report, tax information, appraisal report and property plans
- » A comprehensive and custom marketing program was designed and implemented to attract the right buyer
- » Interested groups were qualified on the phone, zoom calls and in person. Private tours with health measures were arranged

RESULT

Within 3 week of our marketing campaign an offer was received, our client accepted the offer with a reasonable completion date. During Buyer's 30-day due diligence period, we faced minor issues and challenges but it was handled in a smooth and diplomatic way. The price and terms exceeded our client's expectations.

TESTIMONIAL

"Sam's calm demeanor and professionalism made the experience a positive one! Selling a multimillion-dollar commercial asset with development potential is stressful at the best of times, but Sam's approach from the beginning to the end minimized the stress and made me feel empowered by the process. Sam's understanding of the market was excellent. The buyer and their residential agent were in some uncharted waters with this purchase, but Sam's steady hand, professional approach, and honest and straightforward style took a very complex sale and navigated it through to completion. Well done!"

– Jens Sigvardt
Former owner of 326 Stanley St., New Westminster, BC

Macdonald
COMMERCIAL

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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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