

CASE STUDY

OLD 41 SHOPS

25221 BERNWOOD DRIVE, Bonita Springs, FL 34135



PROPERTY OVERVIEW

Sale Price:	\$1,650,000
Lot Size:	1.45 Acres
Cross Street:	Old US-41 and Bernwood Drive
Market:	Southwest FL
Submarket:	Bonita Springs / Estero

DEAL OVERVIEW

The Challenge

A well established investor, broker, and businessman approached Chad to discuss listing the Old 41 Shoppes.

His goal was to reduce his time commitment in retirement by selling actively managed properties and using the proceeds to purchase Net Leased Investments for passive income.

The Steps To Success

- 1) Thoroughly Analyze Prevailing Market Conditions
- 2) Perform Detailed Lease Underwriting
- 3) Leverage Commercial Banking Relationships
- 4) Leverage Existing Relationships with Nearby Property Owners
- 5) Identify and Resolve Concerns and Objections
- 6) Close the Sale to the Satisfaction of All Parties Involved.

The Solution

By utilizing past experience and leveraging maintenance relationships we were able to overcome certain property condition issues and resolve them in manner that allowed the transaction to close.

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