CASE STUDY | CHASE BANK REDEVELOPMENT

10975 TAMIAMI TRAIL N. NAPLE S, FL 34108

THE OPPORTUNITY

Through locally scouting and brokering deals in Naples, we learned that Chase Bank was looking for property in the Immokalee Rd./US 41 area. Chase had been unsuccessful identifying a suitable site for themselves. When we got involved, we identified two properties adjacent to each other for sale by owner. We were aware of this because of being a local real estate office with extensive market experience, knowledge and keeping close attention to parcel availability. We then identified a 3rd contiguous parcel who's owner we had worked with previously. Therefore, we knew they would consider selling. In order to make the deal for Chase we needed all three sites, but the three sellers had different transactional requirements, that did not align with Chase Bank's standard requirements.

THE STEPS TO SUCCESS

1] Each property was put under contract with extended Due Diligence period to allow Chase time to approve site.

2] We lost one of the three parcels to another buyer so we had to wait and renegotiate with the new owner.

3] All three sites were put under contract.

4] Chase approved the site, engaged the developer for site plans, engineering, and environmental due diligence.

5] We assigned all three contracts over to Chase.

6] All three transactions closed simultaneously, in half the normal time Chase usually requires.

THE RESULT

By utilizing our local expertise and past market experience, while leveraging relationships; we were able to overcome the transactional obstacles. We negotiated in a manner that allowed the transaction to close with complete satisfaction of all 4 parties. The result transpired 3 transactions and Chase Bank found the site they were unable to find utilizing their own resources, as a result we created value for the 4 parties involved.

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