

CASE STUDY

\$2,600,000



Price Per Land SF	\$81.25/SF
Buyer Type	Developer
Property Type	Land
Lot Size	32,000 SF
Zoning	C2

222-238 BLOOMFIELD AVENUE NEWARK, NJ 07104

CLIENT CHALLENGE

A long dormant property with a history of contamination due to previous uses, though in the process of remediation at the time of sale. A death in the partnership meant a deal needed to be structured to both navigate transacting with an estate whilst simultaneously working with the Department of Environmental Protection.

STRATEGIC APPROACH

The Quinas Companies Real Estate ("QCRE") worked on behalf of the Ownership to procure a savvy and sophisticated Buyer with the patience and bandwidth to work with the Owners on what would be a tricky transaction.

SUCCESSFUL RESULT

QCRE knew the "perfect Buyer" and successfully structured a transaction alongside the Buyer and Seller where both parties worked together through the challenges that arose, each lending their expertise when necessary, to achieve a result where all parties walked away feeling like they won.

TESTIMONIAL

"When we were approached by Ryan to transact on this property, we needed to engage with a Prospective Buyer who understood the nuance of our situation. Ryan brought forth a capable and competent Buyer that was experienced and paramount to completing the transaction. We're very pleased with the outcome of this transaction."

-Sal Garcia, Mas Development, Seller of 222 Bloomfield Avenue