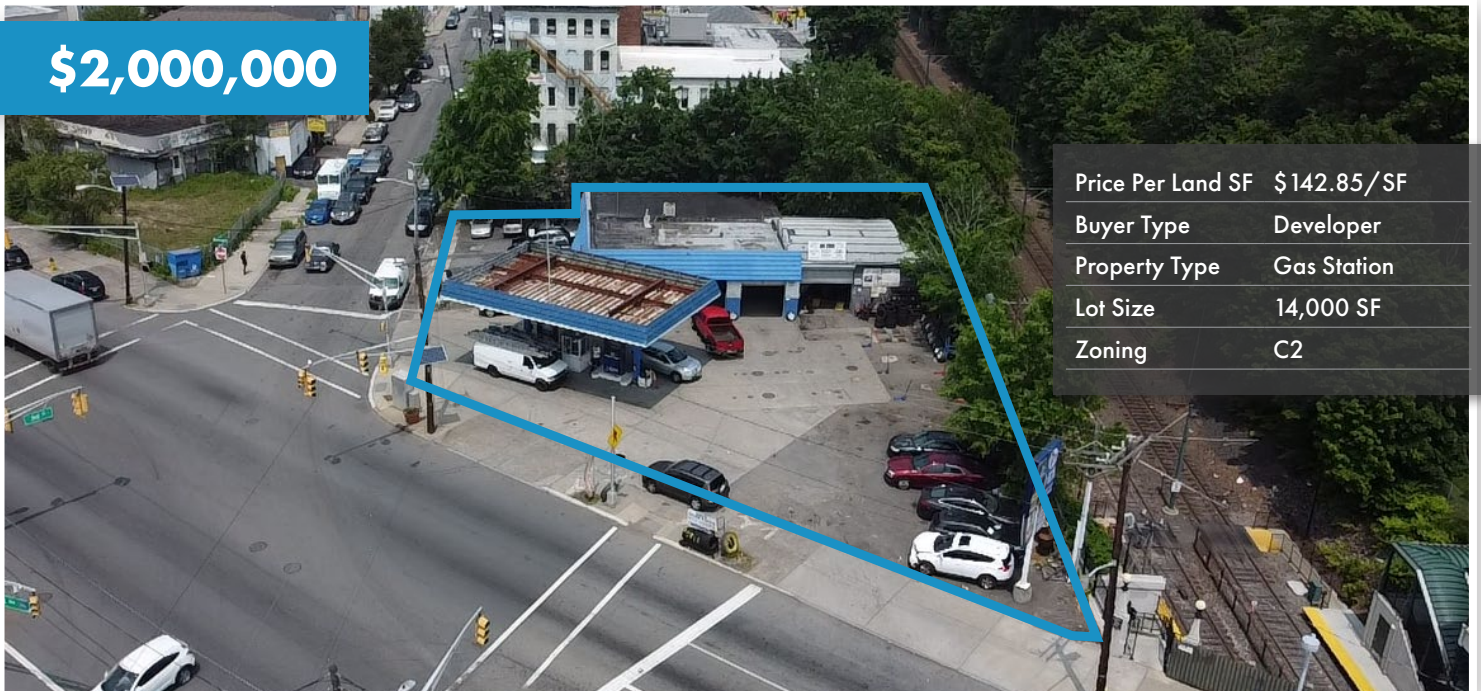


\$2,000,000



Price Per Land SF	\$142.85/SF
Buyer Type	Developer
Property Type	Gas Station
Lot Size	14,000 SF
Zoning	C2

315 BLOOMFIELD AVENUE, NEWARK, NJ

CLIENT CHALLENGE

A long-time owner who now lives out-of-state was ready to move on from their investment but wanted to ensure three things: they maximized the price, they minimized their capital gains tax exposure, and they continued the stream of cash flow from the investment.

STRATEGIC APPROACH

QCRE knew just the mechanism we needed to implement in order to achieve the result this particular Owner desired. We informed the Owner that while they wouldn't receive a lump sum of cash up front, they would achieve all of their desired deal.

SUCCESSFUL RESULT

We brought forth a buyer who was willing to pay an above-market price in exchange for an artificially low interest rate coupled with a modest down payment. Through this, the Buyer was able to cash flow from the current lease and earn a decent return while the Owner/Seller was able to maintain a similar cash flow they had while they owned the property, minimize their tax exposure, and maximize price. This meant all parties "won."

TESTIMONIAL

"From the beginning I explained to Ryan exactly what I needed in order to transact. To my surprise and delight, he put together a deal that checked all of my boxes: a capable Buyer who was willing to pay my price and work with me to structure a deal that catered to my terms. Ryan was flexible throughout the transaction and creatively managed getting over some bumps along the way. Any Owner would be lucky to work with him. It was a pleasure getting to know him and I recommend others consider him when evaluating their real estate holdings in New Jersey" -Chris Guarino, Seller