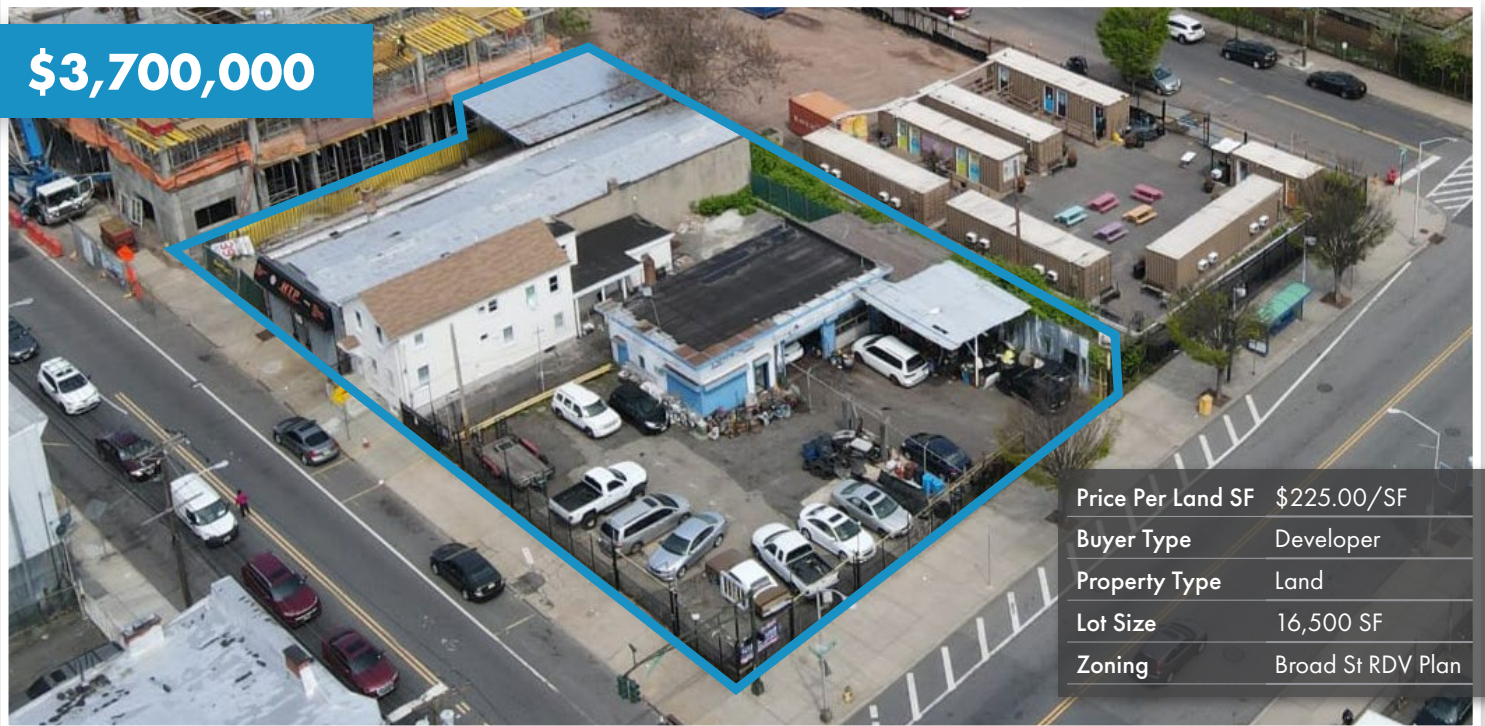


CASE STUDY

\$3,700,000



Price Per Land SF	\$225.00/SF
Buyer Type	Developer
Property Type	Land
Lot Size	16,500 SF
Zoning	Broad St RDV Plan

86-96 NORFOLK STREET, NEWARK, NJ 07103

CLIENT CHALLENGE

An assemblage of four separate parcels with three different owners who were unaware of the rezoning along the Central Avenue corridor that increased the buildable floor area ratio to 14 stories and the subsequent increase in value it represented for their properties.

STRATEGIC APPROACH

The Quinas Companies Real Estate ("QCRE") advised the three owners, one by one, on the exponential increase in value the rezoning represented for their holdings that was significantly higher than their perceived value. Given the nature of this particular situation, the owners requested a quiet process that demanded discretion on our approach.

SUCCESSFUL RESULT

QCRE approached only well-capitalized and capable developers with the opportunity to acquire a nicely sized parcel blocks away from the Norfolk St Light Rail Station and NJIT. We brought forth a developer who was aggressively pursuing similar opportunities in Newark and completed the three transactions with the separate owners, leaving all three with nothing but good things to say.

TESTIMONIALS

"I have nothing but good things to say about Ryan and am very pleased with the sale of my Norfolk St Property. He brought me a Buyer who took care of both me and my tenant and ensured a smooth process. We achieved a result we never expected and would like to recommend Ryan to other owners whether or not they're considering a sale, because we weren't."

-Ernesto Rosales, Seller of 86-88 Norfolk St

"When Ryan originally approached me with his valuation of my property, I was already in the beginning stages of a sale to another party, but what he told me stopped me dead in my tracks. I needed to see it to believe it, and sure enough Ryan came through with a competent Buyer who did what they said they would and transacted in a timely manner. I'm very pleased with Ryan and would recommend QCRE to fellow Newark property owners."

-Sean Young, Seller of 92-96 Norfolk St