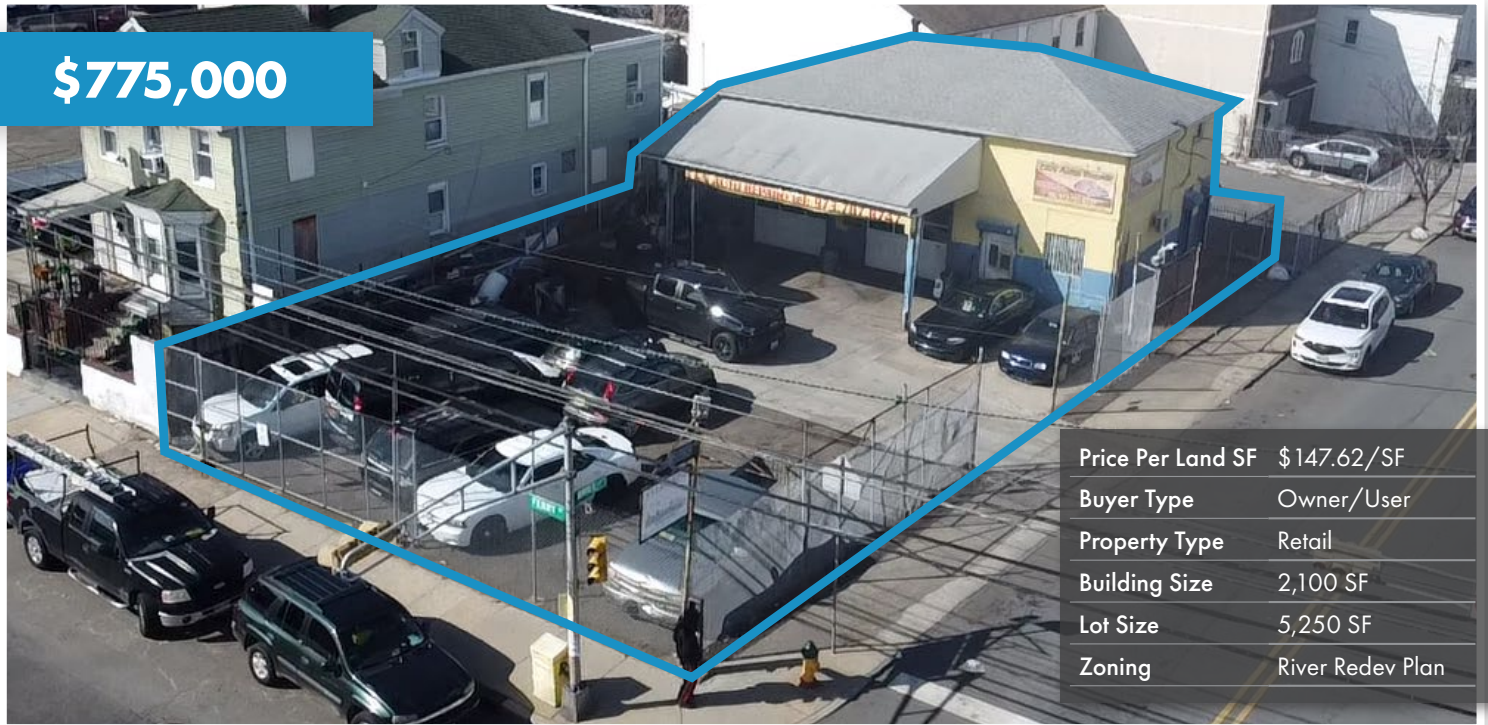


CASE STUDY

\$775,000



460-462 FERRY STREET, NEWARK, NJ 07105

CLIENT CHALLENGE

After a sudden patriarchal death, who passed without a will, the heirs and other partners of this asset were left with a property that needed more attention than they had to offer. The group was keen to divest from the property but first needed to navigate the probate process and confirm they were on the same page as the other partners before they were able to transact.

STRATEGIC APPROACH

Given the history of this property, once a gas station and subsequently an auto repair facility, we knew many questions would need to be answered before a sale could occur. QCRE suggested preemptively conducting Due Diligence on the property, specifically the environmental status, to avoid any issues down the line and to be able to negotiate with prospective purchasers from a position of strength.

SUCCESSFUL RESULT

Our strategic approach to market the property on the front foot, whilst holding the cards, allowed us to control the narrative which yielded many offers from a wide variety of buyers. We ultimately transacted with a local cash investor for 103% of our asking price.

TESTIMONIAL

"Ryan's effort was indispensable to me and my family in getting our property sold. Given our ownership status as an estate, he helped us navigate the many different hurdles that we came across along the way and ensured the deal transacted as smoothly as possible. I'd highly recommend Ryan to anyone looking to understand their real estate holdings or seeking to divest from their assets." -Andy Lopes, Seller