

Eden Housing, Inc. Seeks Commercial Broker to Assist With Property Purchase for Development

"We appreciate your courtesy and cooperation in this transaction, and look forward to future opportunities." ~ *Linda Mandolini*,
Executive Director, Eden Housing, Inc.

CASE STUDY OVERVIEW

Challenge: Select appropriate site suitable for development of affordable housing within the City of Fremont that adheres to the Housing Element and Community Character Element of the General Plan.

Strategy: Demonstrate site control of the selected property through execution of a purchase agreement.

Solution: Complete appraisal, perform due diligence analysis, negotiate price and initiate escrow to hold the property until the anticipated date of purchase.

Results: Project cancelled because the City of Fremont and the Fremont Redevelopment Agency awarded the \$7.9M funds to a competing affordable housing developer.



ABOUT THE IVY GROUP

SALES | ACQUISITIONS | LEASING | MANAGEMENT | VALUE-ADDED SERVICES

The Ivy Group, headquartered in Fremont, CA, is the leading commercial and investment real estate advisor in the areas of sale, purchase, lease, partnership formations and portfolio/asset management, balancing innovation with market conditions to tactically identify the best return on investments. The Ivy Group specializes in office, retail, medical, apartment, hotel/motel, industrial warehouse, self storage and vacant land. By offering a wide range of professional expertise including buyer/seller negotiations, landlord/tenant representations, portfolio management, site selection, investment analysis and strategic consulting, we balance long-term strategies with short-term expediency to create, grow and maintain value.

The Ivy Group is a privately owned, commercial real estate firm whose goal is to transform real estate into a competitive advantage. In the early 2000's, recognizing the potential for real estate counseling, The Ivy Group began exploring innovative methods to utilize its knowledge and experience to deliver customized solutions to enterprises, businesses and property owners. In 2001, The Ivy Group was formed to serve its clients by providing a single source of expertise for all commercial and investment real estate needs.

