

# The Ivy Group Represents Owner to Sell Mini Storage Through Cohesive Collaboration & Strategic Partnerships

"The mini storage we wanted to sell had problems. Tim took care of each surprise expeditiously. Tim took care of business with great attitude of service. He got the job done! I would use him again for real estate sales and property management." ~ **Diane Klinke, Trustee, Bernard Leong 1976 Living Trust**

## PROVIDING SOLUTIONS

### The Challenge

Ogden Mini Storage consists of 168 units and 10 outside RV storage. The client was interested in selling the property to take advantage of the equity and capital gains. The Ivy Group was selected to exclusively represent the client to market the property and solicit multi offers from interested parties. Several major challenges needed to be resolved prior selling the property. The client was looking for a partner that had experience with resolving the following:

- Eminent domain encumbrance
- City and County permitting
- Code compliance
- Land survey

### The Strategy

The Ivy Group first sought to understand the client's motivation for disposing the property.

Prior to the sell, The Ivy Group engaged several entities to resolve all issues that prevented the property from closing escrow. The Ivy Group formed strategic partnerships with the city, county and surveyors to set a realistic timeline to correct all the deficiencies discovered on the preliminary title report.

The Ivy Group analyzed the rent roll, poured through year-to-date financial summaries and ordered a commercial appraisal to accurately establish a competitive listing price. Then The Ivy Group performed a financial evaluation of the property and developed a cost effective marketing strategy to advertise the property to potential buyers.

## CASE STUDY OVERVIEW

**The Challenge:** Resolved all encumbrances prior to selling the property to realize equity and capital gains.

**The Strategy:** Formed strategic partnerships to resolve cloud on title, and performed financial evaluation to develop accurate listing price to market to potential buyers.

### The

### Solution:

The total solution combined effective communication,

cohesive coordination and setting realistic expectations.

**The Results:** Client sold property and realized a sizable gain. The Ivy Group has become the client's trusted and preferred broker in other commercial real estate related projects.



## The Solution

The Ivy Group total solution combines:

- Effective and constant communication
- Cohesive coordination
- Collaborative partnership
- Confidence building
- Setting realistic expectations



A detailed analysis revealed several major concerns relating to eminent domain, permitting and surveying issues that prevented the property from closing escrow. The Ivy Group expertly negotiated with the client, buyer, vendors and several government entities to find solutions to address the concerns.

The Ivy Group wishes to thank the following partners for helping to systematically facilitate the removal of all encumbrances on title in order to freely transfer the property to the buyer:

- City of Redding
- County of Shasta
- Chicago Title Company
- Hulberg & Associates, Inc.
- Lexington Properties
- Sharrah Dunlap Sawyer, Inc.
- Steven Bozzuto Insurance Agency, Inc.
- Z & H Associates, Inc.



## The Results

The result is an un-encumbered property that transferred to the buyer. The client sold the property for more than the appraised value and realized a sizable net profit.

The client is satisfied with the results of this project. The Ivy Group continues to provide strategic analysis and reporting to help the client refine strategies and build action plans to make informed decisions on other commercial real estate assets.

### 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.

