



“We have engaged the Transwestern team to buy and sell numerous properties on our behalf. We are continuously pleased with their attention to detail, their follow-through and their concern for us as their client. The quality of their service and their responsiveness is as good as it gets.”

Andy Klein
Icon Investment Group

833 W. South Boulder Rd.
Louisville, Colorado
Investment Services Group

OPPORTUNITY/CHALLENGE

Icon Investment Group originally hired Transwestern to lease the property but after four large leases and a significant amount of activity in the market, Transwestern’s Denver Investment Services Group recommended the client take the property back out to market. The team went on a widespread marketing effort and found a buyer for the property that made Icon a three million dollar profit in eight months, brokering the sale to Koll Development.

SOLUTION

Transwestern understood and provided Icon with market information that motivated them to sell the asset. Transwestern marketed the property nationwide to 10,000 investors and found a national investor that believed in the market and its positive activity. Transwestern negotiated with the group and worked the sale, generating a sizable profit.

VALUE ADDED BY TRANSWESTERN

- Transwestern’s market knowledge helped the owner pick the ultimate time to take the property out to sale;
- Using Transwestern’s national investor database, the team was able to find a buyer and generate a three million dollar profit for the client.