

CASE STUDY

Investment Sales

Country Club Apartments

PROJECT OUTLINE

Transwestern was hired as the exclusive sales agent by a large REIT. The property had experienced excessive delinquencies due to poor management, making it difficult to justify the sale's price.

SERVICES PROVIDED

Prior to Transwestern being hired to market and sell the property, the ownership brought in new management personnel in an effort to improve delinquency rates.

Once the new management had been in place and the number of delinquencies had improved, Transwestern was able to market the property more effectively by demonstrating that the problem was in fact due to poor management not due to the property itself.

Transwestern demonstrated a recent trend of positive cash flow for the property, thereby justifying the sale's price and adding value to the property.

VALUE ADDED BY TRANSWESTERN

Due to Transwestern's experience in selling older, Class B multifamily assets, the company was able to successfully sell this property for \$20,750,000 in July of 1998. The buyer, who was new to this marketplace, has since added over 4,000 units from this region to its holdings.