



## 8 UNITS IN WEST RICHLAND, WA

### ACTION

The builder asked Cody to only market the property within his existing buyers' network. Within a few days Cody had created a professional Offering Memorandum, placed multiple phone calls to potential buyers, and secured a buyer willing to pay a price acceptable to the builder.

Cody facilitated the inspection and repairs, provided sales comparables to the appraiser, and worked with the buyer's lender to provide all necessary information relevant to the underwriting and loan process.

### RESULT

As a result of Cody's expertise:

- ✓ The builder was able to sell his property at a considerable profit;
- ✓ The builder freed up his cash for future projects; and
- ✓ The buyer increased his property portfolio in an area where he already owned several units and created an additional stream of passive income.

### CHALLENGE

A local multi-family builder was interested in selling two adjacent fourplex buildings so that he could take advantage of the hot seller's market and also have some cash for future projects.

*"Cody actively reached out to several buyers within his network and was able to secure a solid buyer within a few days. This sale allowed me to realize a profit on these units and focus my attention on future opportunities."*

### Builder

