



88 NEW CONSTRUCTION UNITS IN WEST RICHLAND, WA

CHALLENGE

A local multi-family residence builder was interested in finding a buyer for the future site of an 88-unit apartment building in West Richland. The builder was too busy to handle the marketing aspects and reached out to Cody for assistance.

ACTION

The builder asked Cody to market the property among his existing buyers' network. Cody promptly created a professional Offering Memorandum and made multiple phone calls to potential buyers. He even conducted site visits with several potential buyers. Shortly thereafter, a buyer made an offer and, after a few days of negotiations, the parties signed a Purchase & Sale Agreement.

RESULT

As a result of Lybbert Fielding's extensive buyers' network:

- ✓ The builder was able to secure a solid buyer for a large project;
- ✓ The builder was able to use the large earnest money deposit received to offset some of his construction costs; and
- ✓ The quick sale allowed the builder to pursue other projects.

"Cody was able to secure a credible and experienced buyer within a few weeks of actively reaching out to prospective buyers in the marketplace. This project allowed me to turn a profit by offloading my property to someone else's balance sheet and by securing a vertical construction agreement that kept my employees and subcontractors busy for several months."

Builder

