

CLIENT SUCCESS

Marcus & Millichap
THE KLEIN GROUP



9 Pequot Way
Canton, MA

- \$2,475,000
- 12,000 SF
- \$206.25

CHALLENGE

Owner sold business and no longer had a use for this space. With a two year lease remaining on the other half of the building it was unclear whether the asset was best targeted towards an investor or user. Pricing and speed of sale where both important to the seller.

ACTION

The Klein Group exclusively listed the property and during a three week marketing period sourced eleven tours and multiple offers, including two at full price from users. During the diligence period the buyer discovered several deficiencies with the property.

RESULT

Thanks to the competitive process the buyer agreed to cover the cost of most renovations and closed per the sellers timeline. The seller achieved a price record by over \$200 PSF with a short marketing timeline and without having to deal with the headaches of publicly listing on Loopnet/CREXI.

TESTIMONIAL

"After I sold my business, I wanted to quickly sell the partially vacant real estate. The Klein Group listed the property at a high price and quickly generated multiple full price offers. They kept things on track through an escrow process that included unexpected environmental testing. They went above and beyond to get this sale closed quickly."

- Michael L.