

# CLIENT SUCCESS

Marcus & Millichap  
THE KLEIN GROUP



## 14 Norfolk Avenue Easton, MA

- \$3,300,000
- 38,921 SF
- 2.71 AC
- Industrial Flex

## CHALLENGE

Ownership had recently sold their electrical contracting business and signed a long-term lease for 55% of the building. The remaining tenants were paying significantly below market rents for spaces that could be difficult to re-lease. Ownership desired a simple sale with minimal headaches.

## ACTION

The Klein Group exclusively listed the property, completing 13 tours in eight weeks and sourcing four offers. TKG coordinated the tours with tenants, ensuring the seller wouldn't be bothered by the marketing activities.

## RESULT

TKG sourced multiple offers eventually contracting the property with a contractor that was well-equipped to reposition the upcoming vacancies. This contractor paid 10% above the price they had initially offered the seller prior to our involvement.

## TESTIMONIAL

*"Harrison and James paid attention to all the details ensuring a smooth closing. We are confident that they fully exposed the property to the right buyers. I'd happily work with them again."*

- Sean R.