

CLIENT SUCCESS

Marcus & Millichap
THE KLEIN GROUP



40 HUDSON RD Canton, MA

- \$7,100,000
- 39,687 SF
- \$178.90 PSF
- 5.59% Cap Rate

CHALLENGE

Ownership had recently bought a property that had not been widely marketed. We determined they had bought it over 25% below what an institutional might pay for the building. We proposed going to the top buyers and determining a fair value.

ACTION

We presented the property to three groups; sourcing offers from each. Our fee was to be paid by the buyer and the transaction would need to be seamless. This process was done exclusively through direct outreach.

RESULT

We sourced multiple offers, with the strongest coming from a group that owned in the immediate area. The seller closed at a price that represented a 100% gain on equity while only owning the property for one year.

TESTIMONIAL

TKG created tremendous value by knowing exactly who to approach to buy this property. While we really weren't interested in selling so soon, once presented with a compelling offer, the decision was clear.