



CCIMS FROM FLORIDA AND NEW JERSEY TEAM UP TO HELP AN OUT OF STATE LANDLORD SELL A NEW YORK INVESTMENT PROPERTY.

Brian T. Ahearn, CCIM from Florida worked with Chris Cervelli, CCIM from New Jersey to sell an 11 unit mixed use project in the Bensonhurst Section of Brooklyn. The family owned properties had been owned for generations, but were becoming difficult to manage given the distance they were from the principle. A peaking real estate market gave the seller the motivation to dispose of the assets, but needed to find representation. Seeking the best, he found a CCIM in his home state of Florida to assist him. Brian T. Ahearn, understanding the value of the CCIM network, reached out to three brokers to interview for the listing, two of which held the elite designation. The owner ended up going with one of those CCIM's, Chris Cervelli from New Jersey who specializes in the sale of income producing properties in the north east. The sale closed to a local investor who was placing funds from a 1031 exchange. The three properties sold for a combined price of \$7,775,000 which represented a 4% cap rate.

"A local client of mine was looking to sell a portfolio of 3 mixed use properties that he owned in New York. He asked me for my recommendation. Although I already had a contact in New York capable of handling the transaction I used Find A CCIM to add two CCIM's that were experienced in the local market and the property type to the recommendation. After meeting with all three brokers my client chose Chris Cervelli, CCIM. Chris had tremendous knowledge of the local market and put together a fantastic marketing campaign. Chris was able to get the highest and best price for my client. There were many challenges selling 3 separate properties all at the same time to one buyer. Chris put out multiple fires along the way. The entire time my client and I were fully confident in Chris and were both kept well informed. I will definitely refer any future opportunities to Chris in the Greater New York area."

-Brian T. Ahearn, CCIM

"Brian T. Ahearn, CCIM had a client that needed to sell a property in New York. Generally, brokers want to make the referral and have zero involvement thereafter, but Brian was accessible throughout the entire transaction providing value and solutions to challenges that arose during the negotiations. Thanks to the CCIM Network, we were able to connect and get the job done for the client. For any CCIMs that need help in Florida for sales, leasing or consulting, Brian T. Ahearn, CCIM would be my first recommendation!"

-Chris Cervelli, CCIM

