

# Case Study: Result Real Estate Incorporated has assisted its clients in acquiring properties in outstate Minnesota and outside of Minnesota.

Results Real Estate Incorporated is located in Minneapolis and while most of its transactions tend to be near the Minneapolis Metro Area, RREI does assist clients in property transactions in locations far outside of the Minneapolis area.

Here are a couple of examples:

## Fergus Falls, Minnesota

Fergus Falls, Minnesota is a small town of around 14,000 people located about 180 miles northwest of Minneapolis. RREI found a property that was an ideal fit for the investment goals of its client. The goal was to find a local stable, non-risk, affordable investment with minimal property management constraints on his time.

The building was 5,134 SF on .53 acres. The building, which was built in 2013, had one tenant, "Maurices", a women's fashion clothing store. Maurice's has over 2,800 sites nationwide. The building features plenty of parking and great visibility.

The transaction was finalized in January 2022.

The negotiation process went smoothly with all issues being quickly resolved. The client was delighted with the results.

## Atlanta, Georgia Area

Atlanta, Georgia is significantly further away from Minneapolis than Fergus Falls, but when it comes to finding the best commercial property to meet it's client's needs, distance or state boundary lines are not an obstacle for RREI.

The Buyer is a long-time client of RREI. RREI found this building for its client and represented them for the purchase. RREI has also found and negotiated 2 other property acquisitions over the past few years for this client.

The building size is approx. 25,500 SF; the lot size is 1.95 acres. The building, which was built in 2001, currently has one tenant (Office Depot), and the primary use is retail. The building features 1 loading dock and 2 parking areas.

The property is the Office Depot Building in Conyers, Georgia. The transaction was finalized on March 31<sup>st</sup>, 2022.

RREI has a multiple-phase system that ensures that every detail, every potential problem, and every need is addressed and planned for. This system, combined with RREI's tenacious approach to client representation, help ensure that this transaction met the client's needs.

When dealing with RREI, one can be assured that Geography will not be a limiting criterion for your commercial real estate solution.

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## **Case Study: Market expertise**

# and tenacity gets proven results.

There are many reasons why a property does not sell in a timely manner. Reasons could include the condition of property, location, local economic conditions, and others. The Commercial Realtor who represents the property can also be a large reason that a property is not selling.

Results Real Estate Incorporated (RREI) methodically and tenaciously represents a property by exploring every resource possible to find the right prospects. RREI will make hundreds of phone calls to potential buyers and send hundreds of emails and flyers. This is in addition to utilizing RREI's vast personal and business connections to find potential buyers. This persistence and thoroughness achieves results that many other commercial brokers do not get. The following case study demonstrates what can happen when RREI gets involved.

Carol Lugg was trying to sell 2 commercial properties in St. Paul Minnesota. She had them on the market for over 3 years with another commercial real estate company prior to using RREI. She decided to contract with RREI in September 2020 to sell both properties,

## The Properties:

The first commercial property was located on Randolph Street in St. Paul and used for office space, light industrial manufacturing, and storage. The building had 9 tenants at the time. The 22,000 SF building was on a 4.7-acre lot and was listed for \$2,600,000.

The second commercial property was located on Armstrong Road in St. Paul and was also used for office space, light Industrial manufacturing, and storage. The 39,500 SF building which had multiple tenants was situated on a 1.09-

acre lot. The listed sale price was \$1,400,000.

Both properties sold within 10 months after RREI got involved. In fact, the closing date on both properties was within 24 hours of each other. In addition to the speed of the sale, the client was delighted with the sale prices, was very impressed with the knowledge and market expertise that RREI brought to the process as well as the thoroughness of the documentation.

The following is Carol Lugg's testimonial.

*"Myself and my siblings had 2 commercial properties to sell in St. Paul. We had started this process over 4 years ago. We hired Arnie Seltzer as our Commercial Real Estate Agent in late September 2020. He performed a small miracle and got the job done in less than a year! Arnie is a mover and a shaker. We are very pleased with the price achieved and the fact that both properties closed within 24 hours of each other. Arnie demonstrated great diligence by making sure all the i's were dotted and t's crossed in all documents. We appreciate his tenacity, high energy and willingness to look out for our best interests."*

Many of RREI's clients are impressed by the tenacity of RREI when it comes to finding and contacting potential clients as well as the knowledge and market expertise that RREI brings to the transaction.

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# Case Study on Lease Negotiation

If you are about to renew a lease or need to renegotiate your current lease then you want to have Results Real Estate Incorporated as your partner in negotiations.