

# CLIENT SUCCESS

Marcus & Millichap  
THE KLEIN GROUP



143 Essex Street  
Haverhill, MA

- \$4,500,000
- 144,000 SF
- \$31.49 PSF
- 1.64 AC

## CHALLENGE

A long-term ownership group consisting of five siblings desired to sell a building that had been in the building for nearly fifty years. The building had substantial deferred maintenance and over sixty tenants. The Klein Group advised ownership for 18 months while they prepared for the sale.

## ACTION

The Klein Group exclusively listed that property generating four offers from self-storage developers, apartment developers, and local investors. The process was specifically tailored to identify buyers who could close within the seller's preferred timeframe.

## RESULT

Ownership accepted an offer from a self-storage developer within two months of listing the property. Subsequently, the neighbor exercised a right of first refusal and signed a purchase contract mirroring the storage developers' terms. TKG, working with ownership's counsel, helped the seller reject a major re-trade, eventually closing at the originally contracted price.

## TESTIMONIAL

*"Luigi and Harrison provided invaluable guidance to me in the years leading up to the sale. When I was ready to sell, they executed a thorough marketing process without disturbing my tenants. Throughout a difficult contract period, they remained in constant communication, ensuring I understood the entire process. They exceeded my expectations with the assistance they provided. I would highly recommend Luigi and Harrison to anyone considering selling commercial property."*

- Lisa F.