

# CLIENT SUCCESS

Marcus & Millichap  
THE KLEIN GROUP



## 233-235 Old Webster Road Oxford, MA

- \$1,200,000
- 34,080 SF
- 5.4 AC
- Closed w/ SBA Financing

## CHALLENGE

The property owner had significant back taxes that needed to be settled or paid right away. His business utilized a portion of the property, so consolidating their footprint seemed to make sense. A fast sale was necessary limiting the buyer pool. The property needed major renovations and the seller wanted to sell on an "as is" basis.

## ACTION

The Klein Group exclusively listed the property and immediately began a direct outreach program to users and investors. Within weeks they had completed over a dozen tours.

## RESULT

These marketing activities secured a sophisticated buyer who would utilize the building for his recycling business. The Klein Group had a good existing relationship with this buyer which helped simplify the transaction. Unfortunately, this buyer would require 4-6 months to close given entitlement issues specific to the recycling business. We worked with the municipality to obtain an extension regarding the tax lien to allow for this sale. We closed successfully for \$100,000 over the asking price and with a leaseback for the seller to continue parking his trucks on the site.

## TESTIMONIAL

*"The Klein Group found the perfect buyer for my property. During the marketing process, they were in constant communication. Their creativity allowed us to get more money for the property. I would recommend them to anyone with an industrial building to sell."*

- Curt B.