

## **CHALLENGE**

After taking the property to Market on November 18, 2020, our client expressed to our team that they wanted an extremely quick Close by year end.

The ownership group has an extensive portfolio out of state and knew very little about Pacific Place because it was their only Seattle apartment.

## **SOLUTION**

We expedited our marketing process and ran tours for 5 straight days before the Thanksgiving Break focusing on groups that had the financials to close by year end.

Help from the current property management group along with our team's experience in the Magnolia submarket made the marketing materials easier to put together.

## **RESULTS**

Our team identified a Buyer within 10 days of Marketing. The Buyer then ran an extremely quick due-diligence period leading to a 27 day Closing.

Multiple interior unit walks with Property Management and our Buyer made everyone more comfortable with the property and led to the Closing.

