

CASE STUDY



120 W. BRISTOL LN., ORANGE

120 W. BRISTOL LN., ORANGE CA | ±6,638 SQ. FT.

HELPED A BUSINESS OWNER PURCHASE A BUILDING AFTER MULTIPLE FAILED ATTEMPTS WITH OTHER BROKERS

CHALLENGE:

An Orange County-based construction company was renting multiple units in a business park and sought to purchase a building to house their operations. The owner attempted to purchase other buildings through different CRE brokers and, to the owner's disappointment and no wrongdoing of the owner, had multiple failed efforts. Loren Cargile was referred to the owner and was tasked to fulfill the owner's desire to purchase a building.

SOLUTION:

Loren met with the owner to understand the owner's exact needs, timing and ability to complete the purchase. Through the meeting with the owner, Loren learned the owner was prequalified with a very recognizable lender, which was later leveraged to position the owner for the eventual purchase. Loren later learned of an off-market opportunity that suited the owner's needs, presented it to the owner and eventually an offer to the seller's broker. Loren was able to differentiate his client's offer by providing the seller's broker direct access to his client's lender showing the preapproval had been completed.

RESULTS:

Loren's knowledge of an off-market opportunity and the connection he created between the client's lender and the seller's broker allowed the client to successfully complete the purchase of his desired building. The building will now serve as the company's corporate headquarter for the next several years.



CLIENT:
TIGER SERVICES, INC.

TRANSACTION TYPE:
Owner-User Sale

LOCATION:
Orange, CA

TOTAL CONSIDERATION:
\$1,573,206



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