

# CASE STUDY- DEVELOPER SERVICES

We know where the opportunities are



## Situation

Intracorp, A division of Interwest Development – owner of Ski resorts including Mammoth Mountain and Whistler, was looking to open a division in Southern California to focus on development of “in-fill housing,” the high density urban developments that the older cities in the Southland have embraced.

Being headquartered in Canada, they did not have the local knowledge to conduct the site search on their own.

## Solution

Through an affiliated Broker, they engaged the services of MacVaugh & Co., to locate sites within the target area and negotiate for their acquisition.

Through its knowledge of the target area properties and its established relationships with the owners MacVaugh & Co. identified a handful of properties that were not “on the market,” but could be purchased.

The Wilbur Friend Printing company was identified as a good location, central in Old Pasadena, with some architectural character that could be maintained for the retail component of the Project.

## Results

*Plans have been approved for a mixed-use development with 8,836 square feet retail on Green Street, office and 61 condominium units over a 2 level subterranean parking garage with 179 parking spaces for commercial and residential use. Construction has commenced.*