

# CASE STUDY- BUYER REPRESENTATION

Sometimes the opportunity has to be created



118 E Huntington Dr., San Marino CA  
Multi-Tenant Office User / Investment

## Situation

The Law firm of Carlos Cruz had been working with a Broker looking for a building to purchase to house its operations. Having searched for awhile they were unsuccessful in their efforts. There was nothing available in the commercially available databases.

MacVaugh & Company was engaged to perform a search with the following parameters –

- Located in the San Marino, South Pasadena or Pasadena Areas.
- Multi-tenant - to provide both immediate income and expansion potential.
- Image and location suitable for the Law Firm.

## Solution

In addition to looking on the commercially available listing sources, MacVaugh & Co. made a systematic search of buildings of the proper size and location through a combination of its proprietary property database and County Records.

After the “universe” of potential targets was established, the ownerships were contacted one by one.

## Results

*Within two months of MacVaugh & Co. receiving the assignment, Carlos Cruz purchased a building for \$1,250,000.00. The building was not listed for sale.*