

# CASE STUDY- SELLER REPRESENTATION

We can handle a quiet sale



## Situation

The partnership that owned 20 N Raymond Avenue, the "Union Bank Building," in Old Pasadena decided that it was time to sell.

They did not want the attention brought to the Partnership that a "listing" would bring. They wanted the transaction handled quickly, but discreetly.

Both partners knew MacVaugh & Company through its leasing program for the building. They contacted MacVaugh & Co to discuss the unusual parameters of the Sale.

## Solution

The internal resources of MacVaugh & Co were scrutinized for potential locally active investors.

From this search a select handful was approached and from that group an appropriate and mutually beneficial match was made for both parties.

## Results

*Without signs or publicly listing, an Offer for the building was presented to the Owners on January 13, 2006.*

*The building closed escrow on March 10, 2006*