

## Case Study

NAI Hunneman completed the sale of a portfolio of apartment buildings in Malden and Medford. The portfolio included five buildings with 265 units and sold for \$23.5 million. As exclusive agent we completed a Call for Offers marketing process with over 250 registrations, 30 qualified tours, and 21 offers. The second round of bidding finalized the transaction with a best and final offer with no due diligence.



### High praise from the seller:

“I am pleased to write you a letter of recommendation for your brokerage work on the sale of our apartment portfolio. You and your entire team at Hunneman impressed us with your real estate expertise, professionalism, and tireless work ethic throughout the sale process.

With your help we were able to achieve top dollar for our 265-unit portfolio in Malden and Medford. The sale price far exceeded our expectations. Your strategic approach to the sales process enabled us to maximize the value and it worked perfectly to select the right buyer with the least amount of contingencies. Your brokerage fee was very fair and competitive with other firms we interviewed.”

**SCOTT GREB**

**TWELVE HUNDRED TRUST**