

## RECENT CLIENT SUCCESS

# Dancing with the Coronavirus



### CHALLENGE

The owners of this family heritage property in San Antonio suffered a total loss of tenancy when coronavirus struck the retail market; they needed to sell their property as soon as possible to stop the financial bleeding from this family investment

### ACTION

The family trusted Joe Linsalata of Linsalata Properties to put their property on the market for sale at a fair, but competitive price, while being cognizant of the emotional challenges and family dynamics surrounding the decision to sell.

Joe immediately contacted his network of qualified buyers and secured multiple, competitive purchase offers for the Sellers within 10 days of listing.

During the Escrow process, Joe was able to guide both the Buyer and Seller through the uncertainty of the market, and provided a clear, confident path to ensure the Close of Sale.

### RESULT

\* The Seller was able to dispose of the asset in September 2020 and all members of the family were relieved of the burden of financial and market uncertainty.

\* The Buyer, DMC Real Estate, acquired a great, value-add center to add to their expanding San Antonio real estate portfolio.

\* Both Buyer and Seller are confident that the transaction served the best of both interests and were highly satisfied with Joe's level of expertise and reputable demeanor facilitating the Sale.

### TESTIMONIAL

"Joe, on your guidance, the properties were aggressively priced. I was incredibly pleased with the rapid response and the interest you generated from buyers who made the various offers, concluding with a smooth closing. The sale of the properties took place at a very attractive price. I cannot be more pleased and look forward to working with you in the future."  
– Bob Donathen (family member and property manager)

