

### CLIENT SUCCESS- CASE STUDY

## WITH SELLER LOSING CONTROL LEADING TO MISMANAGEMENT, A BUYER WITH EXPERIENCE WAS REQUIRED

### CHALLENGE

Up Realty, a Brooklyn landlord and owner of a 255 apartment, 8 building portfolio in Newark, New Jersey, was facing extensive partnership disputes and regulatory red-tape from the local city housing agencies. Vacancies began to accumulate, and the portfolio was in the process of producing negative cash flows. A buyer was required that not only possessed the required access to funding sources, but one that possessed extensive experience dealing with these particular local housing agencies.



### ACTION

A significant portion of the tenancy within the portfolio were part of an affordable housing program subject to strict local regulations. After conducting extensive research of local owners with similar properties, we were able to locate a handful of candidates whom would be interested in this portfolio. After a quiet marketing process, we created a bidding atmosphere and were able to secure the best price and terms for a portfolio such as this.

### RESULT

After contact, building tours and negotiation we were able to sign the portfolio into contract. During the due diligence period, extensive paperwork was required from the local housing agencies which we assisted in procuring. The sale successfully closed as all aspects of the deal eventually lined up, resulting in a satisfied relieved seller who was able to separate from a headache, under performing property, and out of partnerships which were quickly devolving.

**\$21,500,000** | **\$89** | **7.7X** | **7.9%**  
Sales Price | \$/SF | GRM | Cap Rate

### TESTIMONIAL

“Our firm was in a money losing situation, and we knew that a large sale with the particular complexities involved here would result in a grueling situation. We trusted Alpha Realty to handle it and they were able to find the perfect buyer for us”