



~ OVER 25 YEARS OF EXCELLENCE ~

# ANTON, SOWERBY & ASSOCIATES

79 MACOMB PLACE / MOUNT CLEMENS, MI 48043 / 586 469-8888

**CASE STUDY**

51649 Industrial Dr.,  
Macomb Township



## Focus on established relationships results in selling the same building 2 times in 3 months!

After closing their business and making successful career transitions, former business partners were looking for a quick, clean sale of their building. Sue was referred to them by a former banking client. She quickly discovered that the building codes had changed over time and costly improvements were necessary to comply with current codes. She was able to secure a cash buyer, a professional contractor, who agreed to purchase the building "as is" and make the necessary updates. Saving the previous owners considerable time and expense, the deal was closed within 10 days of the signed purchase agreement.

Several days after closing Sue was contacted by a potential buyer, who previously displayed some interest in purchasing the property. His interest level had increased significantly so Sue contacted the new owner. He agreed on a sales price that was 38% higher than the original, never expecting the potential buyer would pay it. However, within hours, Sue negotiated a deal for the seller's asking price and had the building sold twice within a 3 month time period. Sue continued her relationship with seller #2 to find another property that met with his business needs.

***Brokered by Sue Blanchard***



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**CASE STUDY**  
**31437 Kendall**  
**Fraser**



Having maintained contact with her portfolio of business customers from her banking days, it was only a matter of time until a client requested Sue's assistance with purchasing a commercial building. With the resources at hand, locating a building that met the client's needs was accomplished within one week. Once the price negotiation was completed, the building inspection was scheduled and a complete financial loan package was submitted to the lender. The lender had stated that a conditional response should be received shortly. All of these activities were accomplished within 5 business days. With Sue's expertise in lending, she was able to guide her client through the lending process with a business friendly financial institution. In addition to saving money with the great loan terms that Sue had located, minimal time was taken from her client's busy work schedule during the acquisition of his new location.

***Brokered by Sue Blanchard***