

ONE MAN'S TRASH IS ANOTHER MAN'S TREASURE

A very savvy investor purchased a 28-unit South Los Angeles apartment for what he believed to be an incredible price. He was unaware that the building was very well known in the community for gang activity and narcotics distribution until after he closed escrow. During his time of ownership; he had a very difficult time renting out the units due to the building's notoriety, a unit was burned in its entirety during a narcotics dispute, and countless arrests occurred.

He consulted with Danielle Hoston of Hoston & Associates, Inc. and asked her to immediately take the property to market. While Danielle knew that every property can be sold, she knew that buyers would be few and far between for a property that was under this sort of distress. Furthermore, she knew that obtaining financing from a conventional lender would be next to impossible.

Danielle consulted with the current owner and demonstrated the benefits and necessity of carrying the financing the 1st trust deed on this investment. The current owner agreed. Danielle was determined to find a property owner that could make this property work and immediately initiated a local grass-roots marketing program to locate the buyer that would not be intimidated by the task of turning this property around.

After considerable marketing and creative negotiations, the property was sold to a local investor who was looking to vacate the entire building and start over. On the day escrow closed, the new buyer showed up at the property with Los Angeles police officers and made several arrests. Shortly thereafter, the property was vacated and the new owner's dream of operating a profitable homeless facility was realized. He couldn't be happier with his investment and the community could not be happier to be rid of this community nuisance.

BEFORE



AFTER



***WHO SELLS YOUR PROPERTY, HOW IT IS SOLD,
AND TO WHOM MAKES THE DIFFERENCE IN YOUR NET PROCEEDS!***