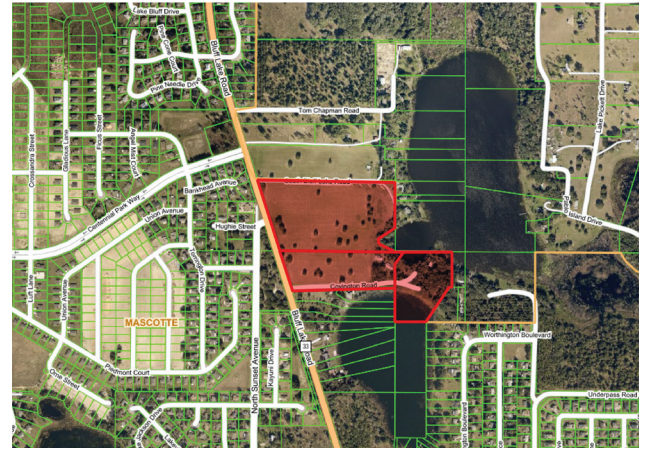


Overcoming Obstacles Out of the Seller's Control

CHALLENGE

The property, initially appealing due to its lakeside location, faced significant obstacles during the sale process. Within two months, six offers were procured, and went under contract with a national homebuilder, contingent on the availability of sewer capacity for development. However, twelve months into the agreement, it became clear that there would be no sewer capacity until mid-2026, leading to the termination of the contract. Advised to wait for sewer capacity to capitalize on the property's full value, they refrained from aggressively pursuing a traditional purchaser. Further complicating matters, the property owner spent most of their time overseas, making communication and coordination more challenging.



ACTION

Despite the client's instructions to passively market the property to foreign land bankers for a quick close, no deal materialized. Jason G. Toll, Senior Vice President of NAI Realvest, recognized increasing demand from builders and developers in early 2024. Understanding the market dynamics, Jason sought six developers to close quickly without contingencies. His dedication and service were instrumental in managing the sale process remotely, given the owner's overseas residence. Jason ultimately found a purchaser willing to close the transaction and then seek a zoning change and engineering approvals while waiting for the sewer capacity expected in mid-2026. The transaction closed without approvals in just 80 days.

RESULTS

The property sold for more than the original asking price, achieving a per-acre price significantly higher than comparable sales in the sub-market. This outcome reflected the strategic positioning and creative approach to serving our client throughout the process.

TESTIMONIAL

"We had owned our property for many years and didn't have a strong understanding of the process complexities and necessary oversight required of the purchaser. We relied on Jason for his experience to represent us while we were overseas during most of the contract period. Jason exceeded our expectations for representation. He maintained a professional dialog with the Mascotte public works director, regularly reported updates on the sewer challenges, and kept us informed on comparable market activity. His proactive and dedicated approach resulted in a sale price that exceeded our expectations. We couldn't have asked for a better experience, especially under such unique circumstances." Active Holdings, LLC