



“Showing the ropes” to an entrepreneur who is new to commercial real estate and needs a trusted adviser to guide him through the complexities of owning and operating large properties

Challenge

An entrepreneur, and former restaurant owner, exchanged an investment property into two shopping centers in a market he was unfamiliar with. One of the properties involved multiple large format anchor tenants, and the other was complicated by many smaller local tenants. In addition, the investor utilized a Collateralized Mortgage Back Security (CMBS) loan for the acquisition with limited knowledge of the many challenges that such financing presented.

Solution

- Coaching on key legal risks and restrictions
- Strategic planning and advisory on execution

Results

- Owner education on complex property issues
- Anchor tenant renewal and \$200,000 commission savings

“ It is my first experience as a shopping mall owner and I asked my lawyer for help and without hesitation he recommended Neil. That is what Neil masters the best. But this is just one of the many skills that Neil has. I am looking forward to many years to come of collaboration with him. I recommend Neil not only for his professionalism but what I value the most is his unconditional friendship, thank you for everything you do for me Neil.

Grazie

Fabio Conte
Owner of Conti Santi Properties

