



12 FOURPLEX LOTS IN A GROWING DEVELOPMENT IN RICHLAND, WA

CHALLENGE

A local multi-family builder was interested in finding land in specific geographic locations to build his own units to grow his portfolio. He was having limited success finding land on his own.



ACTION

Lybbert Fielding had an existing relationship with a client who had recently developed 12 contiguous fourplex lots with the intention of building his own units. However, due to competing priorities and resource constraints, the developer decided to sell the fourplex lots and solicited Lybbert Fielding to find a buyer.

“Lybbert Fielding provided me with an excellent opportunity to grow my multi-family portfolio in a highly desirable neighborhood in the Tri-Cities [area]. I recognize and appreciate the value that Lybbert Fielding provides through their local connections and market knowledge.”

Local Builder

RESULT

As a result of Lybbert Fielding’s local connections, this transaction resulted in the following:

- ✓ The builder was able to secure property in an area suitable for his growing investment portfolio;
- ✓ The builder was able to keep his team and subcontractors gainfully employed on a large-scale project; and
- ✓ The developer obtained enough capital through the lot sales to execute their long-term development plans for the broader site.

