



## GRAMERCY APARTMENTS

### 2110-2112 S RAINIER ST, KENNEWICK, WA

Sale of a 25-Unit Apartment Complex in East Kennewick.

### CHALLENGE

The owner contacted Lybbert Fielding about selling the property, but with a few caveats: 1) the owner wanted top dollar; and 2) the owner needed to identify a replacement property for a 1031 exchange to defer capital gains taxes on the sale.

### ACTION

Cody used his local market knowledge and pro forma skills to create a compelling financial picture for prospective buyers. After only a few days on the market, the property sold for the full asking price and at a 4.3% cap rate based on in-place rents. This cap rate set a new precedent in the market.

After the sale, Cody successfully found a multi-family vacant land parcel that the buyer used for the 1031 exchange. Cody also secured a builder to build 27 units at a fixed price on the site.

### RESULT

As a result of Cody's effort, the buyer was able to:

- ✓ Sell a Class B asset in an aging area at top dollar;
- ✓ Purchase a 2.18 acre parcel in a high-growth area; and
- ✓ Secure a fixed-price contract for a 27 new construction units on the site.

