



21 NEWLY-CONSTRUCTED TOWNHOMES IN HERMISTON, OR

ACTION

Lybbert Fielding brokered the purchase of 21 newly-constructed townhome units in Hermiston, OR at a reasonable price.



RESULT

After the dust settled and all the townhome purchases were complete, this opportunity meant:

- ✓ Four of Lybbert Fielding’s clients were able to increase their rental portfolios;
- ✓ Four clients were able to enter a new market and, thus, diversified their risk; and
- ✓ One client purchased multiple units “sight unseen” thanks to Lybbert Fielding’s interactions with the property manager, which resulted in an expedited transaction.

CHALLENGE

Multiple Lybbert Fielding clients wanted to build their existing multi-family portfolios but struggled to outbid other buyers in the Spokane and Tri-Cities market. All the clients were willing to expand their search, but they still wanted their units to be relatively close by.

“Cody provided valuable guidance and expertise in the process of buying my rental townhomes in Hermiston. Since these were new units with no rental history, I appreciated Cody’s willingness to help me research and understand the key components of building a reasonable pro forma, including market rents and property taxes. He was also instrumental in negotiating repairs during the inspection process. Thank you, Cody and Lybbert Fielding, for your great help!”

Spencer Harris

