



Address

4625 Trail Boss Drive,
Castle Rock, CO 80104

Size

14,825 SF

Asset Type

Retail

Price

\$4,344,304

Date Sold

February 2017

Situation

- ▶ Northstar Bank planned to vacate their 4,389 square foot branch location at 4625 Trail Boss Drive, Castle Rock, CO, and engaged broker for consultation.
- ▶ Northstar Bank hired Rick Egitto to lease the upcoming vacancy.

Solution

- ▶ With extensive knowledge of the Denver Southeast Retail Market, Rick drew interest from a variety of financial institutions and ultimately signed a 10-year NNN lease with Westerra Credit Union.
- ▶ With the fresh lease in place, Northstar decided to retain the broker to list the property for sale.

Resources Mobilized

- ▶ Rick targeted marketing efforts toward local NNN retail investors as well as 1031 exchange buyers on a national basis.

Result

- ▶ Shortly after listing the property, several interested parties submitted offers for review. However, one California-based 1031 exchange investor had the least sale contingencies.
- ▶ In February of 2017, CWC Income Properties 5 closed on the property for \$4,344,304.
- ▶ Immediately after closing, the Buyer lauded: **“Rick Egitto and Sam Crowe were among the best brokers with whom we have ever dealt. Smart, savvy, and accessible, they facilitated our deals with capability that made for smooth transactions and we look forward to working with them again in the future.”**

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