



POWDERHOUSE
RD.

VALUED CLIENT CASE STUDY

00 WHISKEY RD
AIKEN, SC

COMING SOON



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CLIENT TESTIMONIAL

"The Finem Group's professionalism, clear communication, and local market insights exceeded my expectations and also delivered substantial returns beyond what I had imagined. I wholeheartedly recommend The Finem Group to every landowner seeking to market their real estate in today's challenging environment – they are undoubtedly the gold standard in the industry."

- Steve and Sarah Guida



CLIENT CHALLENGE

Our client owned 20.8 acres of land off of Whiskey Rd in Aiken, SC. They asked us if we would put together a Broker's Price Opinion to understand what their asset was worth. In doing so we ran into three challenges.

- **Highest and best use of land.** - Because the property is a large tract of land with acreage on the main road and a large amount of acreage that goes back off the main road. We realized we needed to find the best use for each section of land.
- **Finding commercial and residential comps.** - In order to find the value of the entire lot, we first needed to find a mixed use of comps ranging from commercial dirt to residential dirt.
- **Back Taxes.** - Because the property had been zoned agricultural, there needed to be an assessment of how much will be owed on back taxes.



ACTION STEPS

- ✓ **Detailed Analysis:** We conducted a thorough analysis of the land we anticipated being utilized as commercial outparcels and those that would be used as residential development. Once we determined that, we began the process of finding comparables for determining price. Additionally, we were able to find 4 executed and 4 market comps for both commercial outparcels on Whiskey Rd, and for townhome residential lots in the surrounding neighborhoods.
- ✓ **Top-Of-Market Marketing Package:** We utilized professional drone photography and video to showcase the natural beauty of the tracts. We then created a top-of-the-market offering memorandum and email it to our proprietary commercial listing lists.
- ✓ **Evaluated & Assessed Offers:** Upon receiving offers on these properties, it was necessary to consult the data to ensure we were maximizing the price these ultimately sold for and determining the creditability of each offeror.
- ✓ **Roll-back Tax Negotiation:** Because of the previous zoning, there was 3 years' worth of back taxes that needed to be paid in order to change the zoning to commercial/residential. We helped our client in the estimation of back taxes through our own assessment and through our connections with the local government authorities. We then helped negotiate who would be responsible for paying the back taxes.



VALUE-ADDED RESULTS

We were able to get the property SOLD for \$300,000 more than what a previous broker's price opinion had indicated. This was due to the fact that the previous BPO had simply evaluated each acre of land as being of equal value and not considering the different uses of the land that gave different values to the different acres within the whole.



JONATHAN ACEVES

Jonathan serves as a Commercial Sales and Leasing Advisor with Meybohm Commercial. Originally licensed in 2005, Jonathan specializes in downtown development, portfolio planning, multifamily brokerage, and land & site selection. Jonathan's portfolio planning has mostly centered around advising owners with portfolios of commercial properties regarding sales and 1031 exchanges, along with underwriting potential transactions. Jonathan has worked extensively in Site Selection and Commercial Land Brokerage.

Notable site selection clients include Domino's Pizza, SRP Federal Credit Union, Hardees, Popeyes, Whit's Frozen Custard, and many others. Jonathan's approach to site selection differs from that of many of his competitors in that he starts from a list of all potential sites, rather than simply on-market sites. This tends to be more work but has led to finding off-market ideal locations for his clients. Jonathan also focuses on Multifamily brokerage, with his track record including numerous downtown duplexes and quads, along with Cedar Pines Apartments and Ridgewood Apartments. His approach with multifamily is to reduce the work required by a buyer to underwrite—leading to faster sales and higher prices.

COMMERCIAL & LAND BROKER | VICE PRESIDENT | CCIM | MBA

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Consultative, client-focused and analytical, John is an industrial and commercial advisor for Finem Industrial at Meybohm Commercial, where his aim is to guide clients in accomplishing their greater collective business and financial goals, through diligent regional industrial property consultation, analysis and search.

John earned his MBA and civil engineering degrees from Clemson University and is in the final stages of pursuing his CCIM (Certified Commercial Investment Member) designation. John's extensive experience and training in solving real-world problems are what direct him in developing client strategies for real estate investments.

John's specialties include industrial warehouse and flex-space properties, sale-leasebacks and 1031 Exchanges, creative industrial property solutions for businesses that need space, land & site selection, and general commercial work.

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