

CASE STUDY

Jaylor Holdings

FORMER BURGER KING PORTFOLIO

CHALLENGE

Services:

Expedite the Sale of
Jaylor Holdings
Vacant Restaurants

Jaylor Holdings owned a portfolio of seventeen (17) vacant former Burger King restaurants. The properties became vacant after the franchisee operator filed for bankruptcy. The challenge was to expedite the sale of these properties so that the partners could payback their lenders and reinvest the remaining funds in more productive assets.

SOLUTION

The properties were offered for sale on a Structured Sale/ Sealed Bid basis with a published Offer Due Date to maximize interest and buyer focus. Key to the success of the marketing was CBRE's ability to market the properties to a broad list of users and opportunistic investors quickly and efficiently. Prospects targeted included national quick-serve restaurant chains, coffee shops, pastry (bagel, bread, donuts) businesses, check cashing facilities, automotive services, postal services and adjacent owners. Immediate interest was possible due to signage, electronic distribution of information, CBRE's proprietary prospect database and easy access to the due diligence web site containing title, survey and environmental information.

RESULTS

CBRE Portfolio Services successfully sold all seventeen (17) properties for an aggregate value of \$7.4 million. The Owner satisfied its lenders and re-invested the remaining proceeds in net-leased acquisitions.

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