

# SUCCESS STORY

## BURGER KING

### COLUMBUS, OH MSA

#### The Ownership Scenario

*The Chaney Investment Team is the sole representation for a local private equity group in central Ohio. The group is constantly looking for deals that fit their investment criteria. The group had a substantial amount of cash that needed to be placed and tasked our team with finding a local property with minimal landlord responsibilities at an attractive cap rate.*

#### The Broker's Challenge

*The Team started by determining exactly what investment criteria the group needed in this purchase transaction including risk tolerance, geographic preferences, and expected returns on investment. The team then assessed and underwrote dozens of properties over several months with the group submitting offers on several properties over that time.*



#### How'd It Go?

*The Chaney Investment team used the team's expertise of the retail investment market within the chosen geographic area to identify, underwrite, and make recommendations on many properties the group should consider. The team advised the equity group on several offerings over several months before coming to terms on the subject property. The growing local area of the property, long term lease, no landlord responsibilities, and return on investment gave the group the confidence to pursue the property aggressively. Through constant communication between the Chaney Investment Team, the equity group, and the seller's representation, the group was able to close the deal within the due diligence period in under 30 days.*

**CHANEY**  
INVESTMENT TEAM  
Midwest Retail Experts



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