

MAXIMUM VALUE. MINIMUM HEADACHE.

Cardinal Real Estate Partners specializes in complex properties. Our Comprehensive Asset Sale™ process is designed to help sellers obtain maximum value, while streamlining the complicated process of selling those assets.

Our team combines industry knowledge and expertise with comprehensive proprietary processes and a higher level of team accountability to successfully lead, manage and close deals. Throughout each phase of our process, we'll work with you to develop and implement a focused strategy that coordinates all communications, engages the most likely buyers, and provides control and accountability throughout the process.

360°

The Due Diligence 360° Assessment™

- Deliver the Due Diligence 360° Workbook
- Complete the 221 Point Due Diligence Checklist™
- Build consensus among key principals
- Establish goals and Key Performance Indicators (KPIs)
- Identify and disclose physical, capital environmental and entitlement hurdles

PHASE 1



The Prepared to Win Negotiation™

- Coordinate needs of all parties while remaining the Seller's advocate
- Prepare to Win™ Worksheet
- Set expectations and manage communication between all parties

PHASE 3



The Value Creation Review

- Presentation of the Value Creation Matrix™
- Complete close out package
- Compare results to KPIs
- Review Cardinal performance

PHASE 5

PHASE 2

The Market Maker

- Define the ValueVision™
- Create the Focused Selling Strategy to define the actions and approach
- Orchestrate marketing, information flow and inspections
- Target and engage the most qualified buyers
- Manage the bid process to a contract



PHASE 4

The Confident Closing

- Manage through due diligence and documentation
- Resolve potential issues with solutions
- Coordinate closing assignments and activities
- Report Buyer progress and activities



THE END RESULT?

A trusted relationship and
a confident sale.

A better way
to broker.