

Case Study

High-Value Commercial Land Sale

St. Christopher's Episcopal Church

Challenge

St. Christopher's Episcopal Church had identified commercial land on U.S. 31 (Carmel) adjacent to its new church that needed to be sold to raise funds for a major church building expansion. The church had tried unsuccessfully to market the land with another commercial real estate firm.



Solution

Meridian Real Estate designed a disposition strategy that was best summarized by the church's chairman of the committee responsible for the development project, Russ Bachman, in a letter to Meridian Real Estate.

Quote / Testimonial

“You began representing us in 2004 and immediately brought a tone of confidence to our group that you could secure a buyer for our property on Main Street and Meridian. You became involved in our meetings and strategy and then helped guide us on how to market our land sale. You followed up and apprised our group on your progress in seeking interested developers, and then met with us regularly to keep us informed of various client possibilities. Once you found the perfect fit for our property, you found a way to match the buyer's needs with our offering. You engineered a proposal from Browning Real Estate to develop our property and then helped bring that proposal into contract form that worked for both Seller and Buyer. As we went through the two year contract, your experience helped us make our way through the sometimes confusing processes with the City of Carmel. All in all, Ross, your good counsel over these past years has been invaluable, particularly as we worked our way through a very difficult and collapsing capital market.”