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Wason Associates negotiates sale of 104-room Best Western Granite Inn: sold by Karen Enterprises Inc. to B and C Management Inc.

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Wason Associates Hospitality Real Estate Brokerage Group negotiated the sale of the Best Western Granite Inn to buyer B and C Management Inc. from seller Karen Enterprises Inc. The sale price was \$3.2 million.

The 10 Saint Laurent St. property consists of 104 interior-corridor rooms, an outdoor pool, and recent renovations that include an upgraded lobby, breakfast area, and portico. This Best Western is located 15 minutes from Manchester and 45 minutes from Boston and offers a 99 Restaurant on site.

B and C Mgmt. is owned by Dustin Bulley and Brent Cole, entrepreneurs who approached Wason Assoc. with a desire to grow their business. This is the second business transaction that Wason Assoc. has facilitated for B and C Mgmt.; the first transaction involved the transfer of the Super 8 Motel in Brattleboro, VT. The Best Western in Nashua is the team's third hospitality property.

For one year prior to the transfer of the Best Western in Nashua, B and C Mgmt. controlled the operations and cash flow of the property. The title transfer was complex, requiring considerable negotiations by Wason Assoc. between the buyer, seller, and lenders. B and C Mgmt. offers a hands-on management approach to hotel operations, and with the help of the Wason Assoc. team, plans to continue to grow their company with a special emphasis on properties that are in need of better structure in their daily and long-term operational plans.

"We are very pleased by the completion of recent negotiations of the Best Western Granite Inn," said Earle Wason, president. "This was a complicated transaction that required extensive negotiations between all parties involved. However, the end result was a successful transfer and we look forward to continuing our relationship with B and C Management in the future."

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