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Waldman of Waldman & Associates sells 14,000 s/f for \$1.65 million

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Dan Waldman of Waldman & Associates sold a 14,000 s/f Charlmor Furniture store at 2241 Grand Army Rd. for \$1.165 million. The building was constructed in 1998 on one acre with 60 parking spaces.

Manny Campos had owned Charlmor Furniture for more than 50 years. After examining the market place and the layout of the store, Waldman decided the best strategy was to find another user for the entire building.

Waldman found a complementary retailer, and the building was sold to JSI Cabinetry for 97% of the asking price.

"This was a challenging situation since we could not divide the building and lease it, and Campos really wanted to retire and did not want to be a landlord," said Waldman. Waldman went on to explain the strategy. "I found another user in a complementary industry and the negotiations went very smoothly. It was a pleasure to represent Manny and to get to know the buyer and his goals."

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