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Peck takes care of all types of transactions – big and small

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Arnold Peck

Milford, CT The skeleton key to success in commercial real estate is keeping and perfecting your focus. The goal is to be highly observant, know your real estate landscape inside and out. One that has mastered this is Arnold Peck.

16 Red Bush Ln. is a nine-unit commercial plaza built in 1975 and sits adjacent to Post Rd. Over the years it has at times been fully leased, but in the last decade it was running 30% vacant.

Various real estate companies had handled the property with the same rates of vacancy, without success.

Keen observation and willingness to cold call, when a gap in brokerage arose, brought Peck to the property. In a short time, the vacancies were filled with new businesses, the out-of-town owner was pleased with property being stabilized once again. Years go by.

1031 Exchange property was needed by another client, and there are a limited number of commercial properties currently available for sale.

What to do? Know your landscape and be willing to ask the questions needed.

The out-of-town owner of the 16 Red Bush Ln. property was approached, after enjoying years of full rentals, he was ready to sell. Once more the long-term relationship yielded another listing and sale for Peck—all due to the keen eye of Peck, and willingness to take care of all types of transactions—big and small.

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