

Daniel & Irene Cyr


Port Angeles, WA

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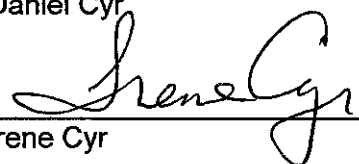
Our experience dealing with Mike Alper, Justin White and the whole team at Centennial Advisers has been a real pleasure. We wanted to sell a 6-unit apartment building that we had owned in North Long Beach but we live out of state so choosing the right brokers was very important. We wanted to make sure the brokers we used had a good track record – list to close ratio was one of the metrics we were most interested in. We also wanted brokers that were willing to have an open line of communication throughout the whole process so that we were informed as to how things were progressing on a weekly basis. Third, we wanted to make sure that potential buyers were properly vetted so that we wouldn't waste time responding to offers from unqualified buyers. Lastly, part of our property was in a trust so we wanted to make sure all paperwork indicated that appropriately. We had received detailed proposals to sell our building from five different brokers within four competing firms. We ultimately chose to list the property with Centennial Advisers because they were best able to articulate the strategy they could execute that would yield us the results we wanted.

Within a few short weeks of signing the listing agreement, they had produced four offers for the building. We really appreciated the fact that they took the time to verify each buyer's level of qualification. They sent us a concise offer summary for each offer that detailed price and terms. It was helpful that they provided background information on each of the buyers and explained what they believed the buyers' motivations to make such a purchase were. We felt even more comfortable because Mike and Justin had obtained proof of funds and schedule of real estate from the buyers. They were straight-forward with highlighting the nuances of each offer and provided their recommendations on how we could proceed. The recommendations included issuing one binding counter to an all-cash buyer and three multiple-counters to the buyers that would require financing. The buyer who had made the all-cash offer ended up signing the binding counter so the deal was quickly under contract.

Throughout the escrow process we remember the team at Centennial Advisers communicating with us on almost a daily basis. They prepared us for a buyer that they thought (based on the walk-through) would be coming back and asking for credits in order to remove contingencies. When the buyer did ask for a large credit, we strategized together and came up with an amount that we felt was fair for both parties. Even though the amount we agreed to credit the buyer was less than 25% of what they were asking for, they agreed and released their deposit to us within about one day. With our location being so far away, Centennial Advisers offered to pay for a mobile notary to stop by our home for all the required documentation to be signed. The paperwork reflected the property being partially in a trust and we were confident that we had performed our part appropriately. For a transaction that most people expect to be long and drawn out, we felt it was completed professionally and had our funds wired to our account within a timely manner. The team at Centennial Advisers really listened to our concerns and provided a level of service that had exceeded what they had promised. We would highly recommend the firm for anyone needing commercial real estate services.



Daniel Cyr



Irene Cyr