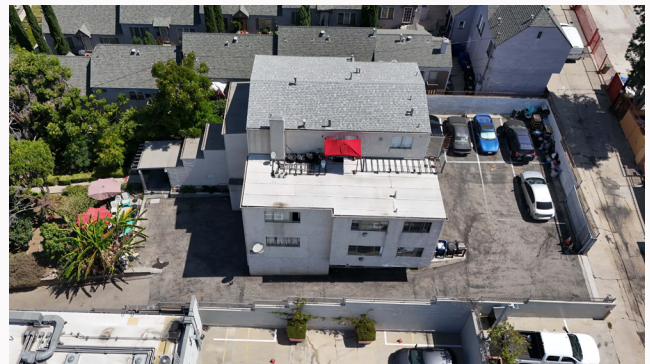




# CLOSING CASE STUDY

## The Tuvia Group Executes Strategic Repositioning Leads to a Successful Sale

The Tuvia Group successfully navigated the sale of a five-unit apartment community in Echo Park by addressing the property's greatest obstacle before returning it to market. Three tenants had not paid rent for more than a year, resulting in approximately \$65,000 in outstanding balances and creating significant uncertainty for prospective buyers. Rather than continuing to market the asset as-is, we worked closely with the seller to negotiate tenant move-outs, waive outstanding balances, and deliver all three units vacant. By repositioning the property and eliminating the primary source of buyer hesitation, we transformed a challenging value-add opportunity into a marketable investment that ultimately achieved a successful closing.



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