

**“If you want
talk and
promises,
call the
other guys.**

**If you want
results,
call Lloyd.”**

Lloyd Kaipainen PC
Associate Broker



SJ Fowler/GMAC Real Estate
5060 N 40th Street, Suite 120
Phoenix, AZ 85018
602-264-8400



www.phxazapts.com

Client Testimonials

"I have worked with 'big guys' in the Valley market and find that Lloyd's extraordinary service, both on the buying and the selling side, to be superior, effective and very profitable!"

Tess from California

"Being an out-of-state investor, I found it refreshing working with you. Some in your profession wanted me to sign exclusivity papers and others constantly tried to push their in house listings on me so their company's would make higher commissions. It's so easy to get burned nowadays. You have high standards and ethics, and it's been great working with you."

Joe from Pasadena

"My three triplexes in Phoenix were able to be listed, sold and closed within 45 days thanks to Lloyd Kaipainen of SJ Fowler GMAC Real Estate. His mastery of the commercial real estate market is unmatched. I heartily recommend him to anyone buying or selling. Lloyd does what is necessary to close the sale."

Pauline from Chicago

**Lloyd Kaipainen PC
Certified Commercial
Sales Specialist
Associate Broker
S.J. Fowler/GMAC
Real Estate**



**Your best choice
in multi-family
sales and
service!**

Why should you choose me to represent you?

- ▶ I have been a Licensed REALTOR for **over 20 years**
- ▶ I have **advanced training in multi-family sales, acquisitions and 1031 Exchanges**
- ▶ I have the contacts and **connections** to get sale closed and **closed right!**
- ▶ I have the **experience** with **hundreds of multi-family transactions** in the last five years
- ▶ I have the **technology** to **excel** in today's **fast paced market**
- ▶ **I am your best choice for multi-family investment property representation!!!**

Call: 602-264-8400

Or visit my website:

www.phxazapts.com

Successful marketing and sales of multi-family investment properties requires a specialized approach to real estate sales compared to single family home sales.

Agents who represent investment property owners must be familiar with management activities and be sensitive to the disruption and anxiety that a sale can cause for on-site management and most importantly, the tenants.

“Keeping the sale quiet and disruptions to a minimum is my specialty.”

Conversely, agents must also be skillful and experienced in the art of successful negotiation between buyer and seller.

I have built a solid reputation in the Phoenix multi-family market and I pride myself on being a straight shooter. I have reliable, honest and ethical business contacts for all phases of marketing through close of escrow, and I know how to get even the most difficult sale closed.

Frequently Asked Questions

Question: Will my property be listed in the MLS or Realtor.com?

Answer: I specialize in the discrete marketing of investment properties. I cooperate with other brokers and expose the property to the largest group of qualified buyers. The circumstances surrounding the sale (marketability, building type, etc.) and your desire determines when or if the property is offered through MLS and Realtor.com.

Question: Are there other tax deferral options, other than the 1031, available to me?

Answer: Yes! And too many to list here. Call and let's discuss!

Question: Why should I choose you to represent me instead of my friend, who is also a Realtor, to sell my multi-family property?

Answer: Some of my best clients are single-family home Realtors! They know investment property transactions are very different from single family deals and they want the skill and experience on their side of the negotiation table.