

## **Hanley Brown Group Represents Buyer and Seller in the \$3,760,000 Sale of Multi-Tenant Retail Center in San Diego County, CA**

*Hanley Brown Group Real Estate Advisors announced today that Edward B. Hanley of Hanley Brown Group represented the buyer and seller in the \$3,760,000 sale of Santa Fe Crossroads, a 19,730-square-foot shopping center located in Vista, CA. Built in 1987, the shopping center is situated on 1.65 acres at 1450 Santa Fe Avenue and consists of two separate buildings.*

October 10, 2006 (FPRC) -- IRVINE, CA – Hanley Brown Group Real Estate Advisors, one of the most dominant retail investment groups in Southern California and a market leader in the exclusive representation of owners in the sale of retail properties, announced today that Edward B. Hanley of Hanley Brown Group represented the buyer and seller in the sale of a 19,730-square-foot multi-tenant retail center located in San Diego County for \$3,760,000.

Located at the southwest corner of Santa Fe Avenue and Bobier Drive in Vista, CA, Santa Fe Crossroads shopping center is anchored by McDonald's (not a part of the sale), Payless ShoeSource and T-Mobile. Built in 1987, Santa Fe Crossroads is situated on 1.65 acres at 1450 Santa Fe Avenue and consists of two separate buildings. The property was 100% occupied at the time of sale.

The buyer was a private investor out of Los Angeles, CA. The seller was Santa Fe Crossroads, a California general partnership based in Orange County, CA.

"The buyer was required to assume an existing loan calling for an approximate 70% down payment," notes Edward Hanley, president of Hanley Brown Group.

"We were able to procure a buyer prepared to make a 70% down payment and achieve and exceed the seller's expectations. Our previous experience with transactions requiring the buyer to assume an existing loan, and our relationship with the lender, helped anticipate potential challenges with the loan assumption that resulted in a smooth transaction for both the buyer and the seller," Hanley says.

"The buyer acquired a well located multi-tenant retail center with the upside potential to increase below market rents in a growing San Diego market," adds Hanley.

Built on a solid foundation of performance, integrity and dedication, Hanley Brown Group Real Estate Advisors is a boutique retail investment advisory firm with a \$900 million transaction track record that is comprised of innovative specialists delivering unparalleled service and superior results that consistently exceed client expectations.

Hanley Brown Group's expertise, commitment and unwavering focus of putting the client's needs first have continued to set the company apart in the industry. Hanley Brown Group works closely with individual investors, developers, and institutional property owners in every facet of the transaction to insure that the highest value is achieved. Clients rely on Hanley Brown Group to be

the most knowledgeable and trusted source for valuation services, market information and retail property acquisitions and dispositions. For more information, visit the Company's website at [www.hanleybrown.com](http://www.hanleybrown.com) or call (949) 585-7610.

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