



Mitsubishi Corporation

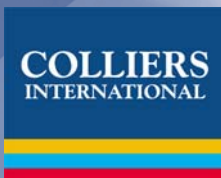
Lima, Perú

Landlord Representation

Valuation

Corporate Real Estate Consulting

Julio Zavala Landa,
Corporate Services
Director



(511) 224-0804
www.colliers.com



S o l u t i o n s

Mitsubishi Corporation is Japan's largest general trading company with over 200 locations in approximately 80 countries worldwide. Mitsubishi has long been engaged in business with customers around the world in virtually every industry, including energy, metals, machinery, chemicals, food and general merchandise.

Mitsubishi had a 1,000 m² (10,764 ft²) property in the prestigious neighbourhood of Chacarilla in Lima. After careful analysis, Mitsubishi decided to dispose of this property and asked Colliers International to oversee the process.

Challenge

The disposal of the property in the shortest period of time maximizing its value.

Services

First, Colliers International did an appraisal and a HBU study in order to define the optimal use and price for the premises.

Second, Colliers International created a direct sale strategy with the support of marketing and promotion tools.

Finally, Colliers International organized a bidding contest targeting constructors, developers and investors with the objective of receiving investment proposals.

Results

After a short period of direct sale without results, Colliers International Perú prepared and marketed a residential development project (HBU's recommendation). In the end, the property was sold in less than 3 months to a family business interested in a condominium development.