

REAL ESTATE BROKER HELPS MEDICAL BILLING COMPANY EXPAND

“It all began when we met Cass Kawecki,” stated Ida Thornton, the president and founder of Insurance and Medical Billing Services (“IMBS”), an established business that is growing to become Charlottesville’s premier local medical insurance billing company.

“We were out-growing our space on Preston Avenue, and knew that we needed to expand, but we were overwhelmed about where to begin the process of how to find, negotiate, and purchase commercial real estate.”

Then, by a fortuitous chain of events, IMBS came to meet Cass Kawecki, a local commercial real estate agent with CB Richard Ellis.

Mr. Kawecki went above and beyond the typical real estate broker by providing Mrs. Thornton with single-point-of-contact service for all of her real estate needs. In addition to helping IMBS to define their initial search criteria, identify potential spaces, and negotiate

business terms, Mr. Kawecki helped IMBS to add value at each step of the process, introducing Ida to a great team of local experts to assist in the process.

According to Mrs. Thornton, “Cass was invaluable not only in being a superb real estate agent, but he went further to help me to competitively source financing, to find an excellent architect for the improvements, and to seek counsel for the legal aspects of purchasing a commercial condominium. He knows the process so well, and he made me feel comfortable every step of the way – he was a real pleasure to work with.”

Cass helped IMBS to ultimately identify the Hickman building in the Pantops submarket as an excellent fit for the growing space demands and geographical preference of the client. IMBS was approved for an SBA 504 loan for the purchase of the property. They closed

on the property and made renovations in late 2009, and are now fully moved in and up and running in their new space.

According to Mr. Kawecki, “Aligning business demands with successful commercial real estate strategy and execution is becoming a defining characteristic of the most successful Charlottesville companies.

IMBS is a great example of a financially strong, scalable, and growing company. They have an



THE NEW IMBS INTERIOR SPACE, DESIGNED BY STONEKING VON STORCH ARCHITECTS.

excellent business model, and were able to find and build out the perfect space to accommodate their growth.”

Cass’s knowledge of the office market in Charlottesville can be as valuable to you as it was to IMBS. Cass is more than happy to speak with you about any of your commercial real estate needs. Whether you have questions about purchasing, selling, leasing, or sub-leasing, or if you simply want to learn more about your current office property and discuss this market, contact: Cass Kawecki at 434-987-2549 or email: cass.kawecki@cbre.com.

For more information on IMBS, visit their website: www.imbsinc.com



THE DEDICATED TEAM AT IMBS IN THEIR NEW OFFICE SPACE ON PANTOPS.