ARCHITECTS
OF THE DEAL
Food & Beverage Specialists Since 1978
Bielat Santore & Company specializes chiefly within the restaurant and hospitality industry. Founders Barry Bielat and Richard Santore have sold more restaurants and similar-type properties in New Jersey than any other real estate company.
BIELAT SANTORE & COMPANY
A PROFESSIONAL REAL ESTATE ORGANIZATION

Broadening the Scope of Commercial Real Estate

FOOD & BEVERAGE SPECIALISTS SINCE 1978

When Only Experience Will Do

We are an agency with a singular focus: the hospitality sector. Since 1978, the Company has sold more restaurants and food & beverage properties than any other agency in New Jersey. Our mission is to deliver the highest level of personalized service and manage each transaction with a global market perspective.

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LEADERSHIP: THE STRATEGIST & THE DEALMAKER

Barry J. Bielat

The Strategist & Developer

Founder of the boutique concept in 1975. A real estate entrepreneur expert in structuring debt-sensitive transactions and tailoring unique investment strategies to meet uncommon client goals.

Richard R. Santore

The Dealmaker & Technologist

A commercial enterprise leader who leverages ‘outside-the-box’ thinking to manage sales and acquisitions. Utilizes diversified skills to take the firm to a higher level.

A Mission Built on Relationships

Client Interests

We manage each transaction by placing our clients' interests before our own.

Service & Support

Providing each client with the highest level of personal service.

Relationships

We foster enduring relationships that extend well beyond the completion of the deal.

ENGINEERS OF A REAL ESTATE SYSTEM

BIELAT SANTORE & COMPANY
A PROFESSIONAL REAL ESTATE ORGANIZATION

The Branded Selling Cycle: Preparation & Packaging

A specially-designed selling system starting with precise evaluation.

1

Evaluation

Assembling required marketing info and formulating financial projections based on actual data to ascertain effective selling price.

2

Visual Assets

Professional photography and videography of the business and property.

3

Positioning

Developing a “features and benefits” list to highlight unique value.

4

Presentation

Creating professional marketing presentations in hard copy and online formats.

Execution: From Matching to Closing

Managing the transaction from the offer stage straight through until closing.

Matching

Utilizing the proprietary computer database to match properties with qualified prospective purchasers.

Screening

Pre-qualifying all prospective purchasers whenever possible to limit waste.

Exposure

Posting to 123bsc.com and presenting to the entire sales staff for wider reach.

Closing

Negotiating price, processing liquor licenses, and “quarterbacking” the transaction from offer to closing.

The Data Advantage

Selling Smarter and Faster

- ### Proprietary Database

  Our proprietary database allows us to segregate properties by specific geographic and operational types, instantly matching listings with qualified real estate investors.

- ### Digital Hub: 123bsc.com

  Providing registered clientele with new listings, financing trends, and market data in real-time.

THE ART OF CONFIDENTIALITY

Protecting Your Business Value

Discrete Channels: Marketing channels selected specifically to protect business value.

Strict Pre-qualification: Screening buyers to limit unnecessary exposure.

Staff Management: Expert guidance on when and how to inform staff to maintain stability.

The sale of an operating business requires a delicate balance. We perform our marketing efforts in the most confidential manner possible.

Navigating the Complexities of Hospitality

A Complete Strategic Toolkit

Commercial Real Estate & Business Brokerage

Expert guidance in buying, selling, and leasing.

Feasibility Studies & Investment Analysis

Deep dives into viability.

Debt and Equity Financing

Structuring the capital stack.

Concept Design & Development

From idea to reality.

Market Analysis & Business Valuations

Opinions of fair-market value.

Site Selection and Land Development

Finding the ground for the next big project.

BIELAT SANTORE & COMPANY
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Fueling the Transaction

$500,000,000+

Financing Facilitated

- Commercial Financing
- SBA 7A and 504 Loans
- Hospitality Funding & Private Equity

Expert guidance in structuring debt-sensitive transactions and business valuations that express an opinion of fair-market value for both business and real estate assets.

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Beyond Brokerage: Land Development

"We have never failed to obtain an approval."

Seaview Island / Shark River - 198 Waterfront Townhouses & 130 Slip Marina ($90M value).

Four Seasons at Millville - 614 Active Adult Homes ($185M value).

In response to national restaurant chains' needs, we launched a development division over 30 years ago, procuring entitlements for resort projects and communities.

A Portfolio for Every Palate

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They Don’t Get Much Bigger Than This

Shadowbrook Estate, Shrewsbury, NJ - Sold to the Venetian catering group. One of the most significant sales in the firm's history.

Rooney's Oceanfront, Long Branch, NJ - A landmark sale overlooking the Atlantic.

Other Notable Transactions: Moonstruck (Asbury Park), Woody's Ocean Grille (Tinton Falls), Danny's (Red Bank).

BIELAT SANTORE & COMPANY
A PROFESSIONAL REAL ESTATE ORGANIZATION

Trusted by Industry Leaders

“Richard is a connector and knows how to put deals together... working with Richard Satore has been the absolute smoothest.”

- Chef David Burke
(David Burke Restaurants)

“Mr. Santore remained patient and committed to guiding us to the finish line...He is a skilled negotiator.”

- Luke Magliaro &
Howard Raczkiewicz
(Moonstruck)

“They know the key players, understand the market, and get the job done!”

- Chris Wood
(Wood’s Ocean Grille)

BIELAT SANTORE & COMPANY
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Market Dominance Since 1978

A legacy of closed transactions. Hundreds of restaurants, catering facilities, and nightclubs sold.

Contact us for a confidential valuation or consultation.

Bielat Santore & Company
201 Main Street, Allenhurst, NJ 07711
732.531.4200 | www.123bsc.com

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