



BIELAT SANTORE & COMPANY

A PROFESSIONAL REAL ESTATE ORGANIZATION

“A Satisfied Customer Is Our Best
Source of Advertisement”

Bielat Santore & Company is an established commercial real estate firm. The company's expertise lies chiefly within the restaurant and hospitality industry, specializing in the sale of restaurants and other food and beverage real estate and businesses. Since 1978, the principals of Bielat Santore & Company, Barry Bielat and Richard Santore, have sold more restaurants and similar type properties in New Jersey than any other real estate company. Furthermore, the firm has secured in excess of \$500,000,000 in financing to facilitate these transactions.

CHARLEY'S OCEAN GRILL

LONG BRANCH, NJ



"So if character, integrity, and honesty are important to you..."

"When I originally purchased Charley's in Long Branch, New Jersey, I was very impressed with the professionalism and competency of Richard Santore of Bielat Santore and Company. The sale went smoothly with no surprises. In the end, I purchased "exactly" what I thought I would get. So I knew that when it came time to sell, Rich would be the best person to represent my interests.

It was not until after I asked Richard to assist me with the sale of Charley's that I truly recognized the "Tremendous Value" that he brings to the process. His industry and market expertise are without equal. He knows how to navigate the treacherous waters of constructing a deal in a difficult economy. He knows "All the Angles" and has a "Top Notch" organization to support his every move. Bottom line: Richard Santore is in command of the entire process start to finish and knows how to get the job done.

So if character, integrity, and honesty are important to you and you are considering the purchase or sale of a property in the hospitality industry, the only call you should make is to Richard Santore of Bielat Santore and Company."

- Ted Pappayliou

Charley's Ocean Grill, Long Branch,, NJ



TARANTELLA'S RISTORANTE

CLARK, NJ



"I may have sold my last restaurant but I gained a friend"

"After over 50 years in the restaurant business, I made a very emotional decision to sell my last restaurant business. I also made a very wise decision to hire Bielat Santore & Company to sell it for me. They told me when they first met me that if I listed with them they would sell my restaurant. They performed as advertised.

Not only so, but I was guided every step of the way by Richard Santore's knowledge, expertise and ability to manage the entire transaction. His firm not only produced a qualified buyer; they also controlled all aspects of the sale with absolute professionalism. I may have sold my last restaurant but I gained a friend in Mr. Santore, whose firm I would highly recommend."

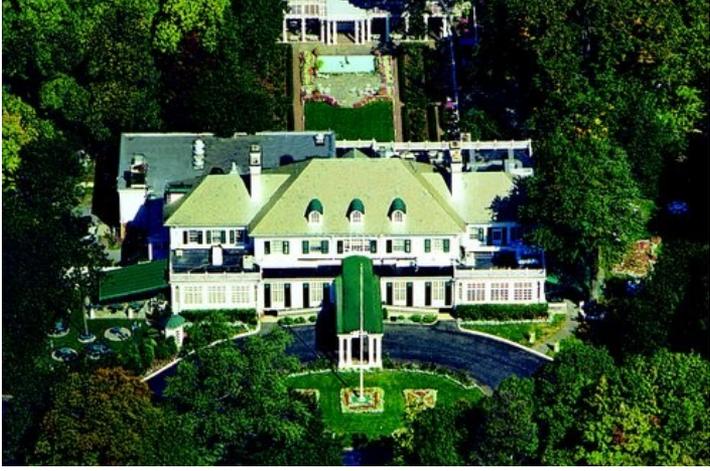
- Stanley Constantin

Tarantella's Ristorante, Clark, NJ



THE SHADOWBROOK

Shrewsbury, NJ



"Customers may forget what you said but they'll never forget how you made them feel"

"I'd like to take this opportunity to thank Richard Santore and his firm Bielat Santore & Company for the outstanding job that they did facilitating the sale of the Shadowbrook Estate. Mr. Santore's guidance, knowledge and expertise made the entire transaction as trouble free as possible.

After 43 years as owner of the Shadowbrook, selling was quite an emotional experience. However, his advice and caring manner helped me get me through it all. I always felt that I was well taken care of.

Thanks again."

- Robert Zweben

The Shadowbrook, Shrewsbury, NJ



ROONEY'S OCEANFRONT

Long Branch, NJ



"It's not how much you know, it's how much you care"

"After building a successful business for 19 years we began thinking about selling our business and retiring. We knew just who to call to handle the confidential undertaking of marketing our business for sale; Barry Bielat of Bielat Santore & Company.

It was important to us to find a buyer that would value and retain the professional staff we had in place. We were also very concerned about confidentiality and keeping the sale as private as possible. We are happy to say that our initial notion of hiring Bielat Santore & Company was the right choice. The firm met all of our expectations and sold our business. In fact, during the transition of ownership, the business has not skipped a beat and all the management is still in place.

We are now happily retired and owe a great deal of our peace of mind to Bielat Santore & Company and the exceptional job they did."

-The Rooney's

Rooney's Oceanfront Restaurant, Long Branch, NJ



SHIPWRECK POINT

Point Pleasant, NJ



"There are no traffic jams along the extra mile"

"As an attorney with 25 years of practice under my belt and dozens of businesses bought and sold, I had not used a broker in a buy or a sell due to my skepticism of their value. I hired Mr. Santore to sell a restaurant at the Jersey Shore just after Sandy and immediately was glad I did. Almost overnight he began to bring us serious offers.

Notwithstanding the devastation from Sandy the offer we accepted was for full, pre-storm value. He worked tirelessly during the difficult negotiation process and once we were in contract he seemed to work even harder. Buyer was using SBA funding and had a complex and lengthy checklist to satisfy before closing. During the six month period between contract and closing I spoke with him nearly every day and sometimes several times a day. He acted as a liaison between the attorneys, between the bank and my accountants and even between the buyers and the ABC.

Looking back I can recall several transactions where his presence would have saved me headaches and in one case litigation. He was the cool and collected voice of reason in this transaction and going forward I cant imagine doing a deal without him."

-William P. Cleary, Esq.

Shipwreck Grill, Shipwreck Point Steakhouse, Captain Bills Seafood Dock, Louie's Hamburger Joint, Tony's Taco Truck, Producer; the good the bad the deadly good network challenge



TIGER'S TALE RESTAURANT

Montgomery, NJ



"Well done is better than well said"

"I have been in business for 38 years, from the commercial tire business to a multi-unit restaurant chain in New Jersey, one of the most competitive market places in the country. During those years I have sold and purchased 7 different commercial businesses and without exception Bielat Santore & Company is the most professional commercial real estate and business broker I have ever had the pleasure of conducting business with.

Most business brokers talk about and promise professional full-service commercial real estate services when they ask to list or find a business. Bielat Santore & Company invented it. They are the gold standard in which all others in their industry are measured against. They perform every aspect a broker should provide, from determining a "real" fair market value for the business, to providing access to financial resources most others have no knowledge of, to dealing with the complicated liquor laws and license transfers of NJ ABC regulations, to dealing with troublesome accountants and lawyers in order to make sure you get the best value for your money whether buying or selling a business. They are the turn-key solution when buying or selling a business. I view them more as a business partner than a business broker over the 25 years of doing business with them.

I very seldom give letters of recommendation to vendors or companies that I conduct business with, as I do not like to share the secrets of my success which allowed me to be the success I am today. However some secrets should not be kept from the world and this is one of them."

- Adrian Stevens

President of Princeton Innkeepers, Inc, American Realty Associates, Eagle Rock Management



MJ'S RESTAURANTS

Matawan, Middletown, Neptune, Tinton Falls, NJ



"Make a customer, not a sale"

"Bielat Santore & Company came highly recommended by my father-in-law who is a banker. He has conducted business with the company for many years.

When we decided to open our first restaurant we sought out the services of Bielat Santore & Company. They did such a good job locating, negotiating and finalizing that transaction, that we have purchased all of our restaurants from them.

The firm is very professional at what they do. Their knowledge of the restaurant industry coupled with their ability to facilitate a real estate sale, lease or exchange and bring financing to the table through institutional lenders and private investors puts Bielat Santore & Company head and shoulders above the average real estate agency.

We will continue to engage their services and recommend the firm to others within the hospitality industry."

-Robert Webster/Angelo DiCapua

MJ's Restaurants (Tinton Falls, Middletown, Neptune, Matawan)



THE CABIN RESTAURANT

Howell, NJ



"Loyalty has to be earned"

"Bielat Santore & Company has sold two substantial restaurant properties for me. Their experience and knowledge of the restaurant industry far surpasses the average real estate agency. They cared for the entire transaction from finding qualified buyers to closing the sale.

Bielat Santore & Company sold both restaurants with the strictest confidentiality, so much so that my staff and customers did not know I was selling until I announced it to them a couple of weeks prior to closing. The firm's expertise was instrumental in meeting all of my expectations and selling requirements.

I could not be happier with the level of professional service rendered and would highly recommend Bielat Santore & Company to anyone looking to sell or purchase a commercial business and/or real estate property."

-Rod Cunliffe

The Cabin Restaurant, Howell, NJ



MOLLY MAGUIRE'S

Rumson, NJ



"Always give people more than they expect"

"In our search to find the perfect business opportunity in the restaurant industry we were introduced to Bielat Santore & Company. I am glad we were introduced to one of the most experienced groups in New Jersey to help us succeed.

Our search was extensive and spanned more than a two year period. The level of thoroughness and detail from Bielat Santore & Company was unmatched. We were provided insight into potential opportunities that gave us confidence to say "no" to many deals that were not right for our objectives. Once Richard Santore found the right opportunity for us, we locked in and made the deal happen.

After the offer was accepted the hard work kicked in. Bielat Santore & Company provided an end to end service which kept seller and buyer on track to get the deal across the finish line. It is not a deal until you are at the closing table and they did a great job delivering. We look forward to working with Bielat Santore & Company again in the near future."

- Mike and Kathy Maguire

Molly McGuire's, Rumson, NJ



THE IVY LEAGUE/CHAPTER HOUSE

Howell, NJ



"Our greatest asset is the customer"

"I recently purchased a restaurant through Bielat Santore & Company. The services rendered by the firm were exceptional. They guided me through the entire purchasing process, from offer to closing. Their competence goes far beyond that of the typical real estate office.

The firm was instrumental in contract negotiations and preparation, in processing of the liquor license application and in working through the many obstacles that occur in a sizeable real estate transaction. They even placed the financing for me to facilitate a closing.

If you are looking to buy or sell a restaurant or any other property within the hospitality industry, I highly recommend engaging the services of Bielat Santore & Company."

-Tom Jaspan

The Ivy League/Chapter House, Howell, NJ



THE CAMBRIDGE INN

Spotswood, NJ



"The difference between 'try' and 'triumph' is just a little 'umph.'"

"We want to thank Bielat Santore & Company for selling our restaurant. We had it listed previously with another broker where it spent a year on the market without being sold. Bielat Santore & Company told us up front that they could sell it; and they did! The firm understood our needs as a seller and their team of professionals made the entire process go smoothly. They handled all facets of the sale in order for the closing to happen as quickly as possible. It was a pleasure working with Bielat Santore & Company on the sale of our restaurant."

-Patrick & Theresa O'Connor

The Cambridge Inn, Spotswood, NJ



ADRIATIC RESTAURANT

Asbury Park, NJ



"He profits who serves best"

"I was in the restaurant and bar business for 45 years, 30 of those as owner and operator of the Adriatic Restaurant in Asbury Park, NJ. Over the years real estate agents came knocking on my door telling me they had a buyer for my restaurant. In the early years I was not interested in selling. However, toward the end of my career I entertained these solicitations. Not a single one delivered. That's when I contacted Bielat Santore & Company who had been selling restaurants for almost as long as I had been running them.

They told me they would get the place sold. I believed them and engaged their services. Six months later I was sitting at a closing table. They did what they said they would do. Take my advice; if you are looking to buy or sell a restaurant or bar, don't waste your time with tire-kickers; call Bielat Santore & Company. They get things done!"

-Stanley Tokic

Adriatic Restaurant, Asbury Park, NJ



CHARLEY'S OTHER BROTHER

Mt. Holly, NJ



"Be the change you're trying to create"

"Bielat Santore & Company exceeded our expectations as the commercial real estate firm that sold us our restaurant. Their expertise and knowledge of the restaurant industry far surpasses the average real estate agency and was instrumental in our decision making process.

Bielat Santore & Company not only located the right business for us, they assisted in the offer and contract stages, processed our liquor license application, secured financing to facilitate the transaction and worked with a team of professionals to close the deal.

We could not be happier with the level of professional service rendered and would highly recommend Bielat Santore & Company to anyone looking to purchase a commercial business and/or real estate property."

-Larry Reismann

Charley's Other Brother, Mt. Holly, NJ



SAN REMO RESTAURANT

Red Bank, NJ



*"If we don't take care of our customers,
someone else will"*

"Owning and operating a restaurant business is a very time intensive endeavor. That is why when I decided to purchase a second restaurant I contacted Bielat Santore & Company.

Their team of professionals not only did the leg work of finding and filtering locations for me, they managed the entire transaction. The firm directed me to the right team of professionals and coordinated those professionals with the tasks required to close the deal.

Bielat Santore & Company did what they do best; buy and sell restaurants, allowing me to do what I do best; run my restaurants. I highly recommend the firm to anyone who is entertaining buying or selling a restaurant."

- Giovanni Boudour

San Remo Restaurant, Red Bank/La Provencia Restaurant, Shrewsbury, NJ



OCEANFRONT BLOCK

Belmar, NJ



"Excellence is not a single act, but a habit"

"I first retained the services of Bielat Santore & Company in 1998 when I listed my restaurant and bar in Point Pleasant with them. They did what they said they would do. They found a qualified buyer, kept the sale process confidential and sold my restaurant. So a couple of years later I decided to give them another try. This time I asked if they could sell a commercial building I owned, a bit out of their comfort zone, that being the sale of restaurants. They sold it!

And then finally when I decided to sell an entire ocean block of retail stores and residential apartments I owned in Belmar, I called Bielat Santore & Company once more. I trusted the firm with the largest real estate asset I owned. Within sixty days I had an offer and within six months the deal was closed.

I realize the firm is principally active in the sale of restaurant real estate. However, I've seen them list and sell everything from a neighborhood bar to an 18-hole Golf Course and Country Club. I have no problem saying that if you have a commercial property you want to buy or sell, call the brokers at Bielat Santore & Company. It's a done deal!"

- Mickey Hart

Real Estate Investor





Follow **Bielat Santore & Company** on Facebook and other social media pages for company news, featured business and real estate listings, properties the company has sold, and ongoing educational series the firm creates for the restaurant industry.





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