

Flex Building Leasing Assignment Success Story

Matt and Curt gave us a set of expectations then promptly exceeded all of them. They leased both suites before the prior tenant vacated, at market lease rates, then connected us with a contractor to smoothly handle the build-out. We would happily return to them for our leasing work across Columbus.

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Project

NAI Ohio Equities' Industrial Property Team listed 831-841 Green Crest Drive, located in the Brooksedge Corporate Center in Westerville, Ohio. After touring the property, it was clear that this space was going to be challenging to lease as traditional office due to location and lack of parking. With the 21,390 square foot space being made up of approximately 90% office and 10% warehouse, the team recommended the owner make changes to increase the warehouse square footage and decrease the amount of office space. The owner agreed and had architectural drawings completed to show how this could be done.

Approach

The drawings proved it was possible to demolish some existing office space (increasing the warehouse space) and add a dock or drive-in door. This demonstrated the space could also be demised and marketed as two units. The Industrial Property Team put the full unit on the market showing the possibility of each unit having approximately 40% office and 60% warehouse space.

Results

Ultimately, based upon the changes made by the owner, Right Way Medical leased 9,590 square feet of space and CUSITECH leased the remaining 11,800 square feet. Both leases were executed prior to expiration of the current tenant's lease. Construction began immediately after the existing tenant vacated. Both new tenants are scheduled to occupy their respective spaces by first quarter 2020.