



Quick Glance:



PROPERTY:
1003. N. Washington



PRODUCT TYPE:
Professional Office Space



PROPERTY SIZE:
4,407 SF



LOCATION:
Lansing, MI



SERVICES:
Professional Brokerage
and Marketing



517 351-2200
martincommercial.com

The Challenge

Current partners of Farhat and Story Law Firm, a prominent 70-year old Lansing-based legal services company, decided to retire. The business owned an 1890s building that was converted from a residence to an office building, and it served the firm's needs for over 20 years. Although the building was in good physical condition, it went to the market during a time when the COVID-19 pandemic negatively impacted commercial real estate.

The Solution

Martin was hired to sell the architecturally-significant property. Our team implemented market techniques to identify logical users for the property. The focus was on users in close proximity to the subject property, especially firms that leased space and might be seeking ownership opportunities.

The Results

Martin found a growing advertising agency, Michigan Creative, who was seeking a unique property to enhance their image. Our brokerage team negotiated a transaction that both parties were comfortable with, and the deal closed without any issues.

"Martin did a wonderful job showcasing this beautiful property's features, inside and out. They were excellent advisors during the process, allowing for a seamless transition every step of the way despite challenging market conditions. We're thankful for Martin's guidance in helping us turn the keys to another business that values the significance of the property in Lansing history."

~Chris Bergstrom, Farhat and Story