



CASE STUDY

47,000 SF Industrial Building
Sold and Filled to 80% Occupancy,
Facilitated by Martin



Quick Glance:



PROPERTY:
2400 W. St. Joseph Street



PRODUCT TYPE:
Industrial Facility



SQUARE FOOTAGE:
47,000 SF



LOCATION:
Lansing, MI



SERVICES:
Professional Leasing



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The Challenge

For a long time, the multi-tenant industrial facility at 2400 W. St. Joseph was under-utilized. One of the tenants in this facility contacted Martin Commercial Properties about representing them in the potential purchase of the property.

The Solution

Our industrial team, led by one of the only two Mid-Michigan professionals who have earned the coveted SIOR (Society of Industrial and Office Realtors) designation, guided the tenant through a number of obstacles to purchase the building. Martin negotiated a favorable price and effectively navigated existing use and zoning issues.

The Results

Martin executed the transaction and helped CCG Coshocton achieve its goal of purchasing the industrial facility. CCG Coshocton opted to keep Martin as the exclusive leasing agent at this building. Martin successfully negotiated longer-term leases with a few of the existing tenants and secured new tenants for the property. The building is now 80% occupied. ±9,700 square feet of office space and paved semi-tractor parking are available for lease.

"Martin's experience and extensive knowledge of the commercial real estate market helped us facilitate this transaction. We're pleased with our decision to continue with Martin and excited about the additional tenants that the industrial team secured. Martin effectively brought more activity to the facility."

~Brian Gibson, President & CEO, CCG Coshocton