



CASE STUDY

10620 Springdale Avenue
Santa Fe Springs, CA

Voit
REAL ESTATE SERVICES

FACILITATED A RARE “BUILDING SWAP” TRANSACTION TO SECURE AN EXPANSION FACILITY FOR A CLIENT

CHALLENGE:

A Santa Fe Springs-based packaging company and long-time client of Loren’s occupied a 20,000 sq. ft. industrial building and needed to expand to a facility approximately double in size. Two main challenges were present that made this transition complicated: 1) there were a lack of available buildings to choose from and 2) Loren’s client had approximately two years remaining on the lease of their 20,000 sq. ft. facility.

SOLUTION:

After months of searching for a building that could suit the needs of Loren’s client, Loren eventually discovered a 38,000 sq. ft. opportunity located in Santa Fe Springs. This, unfortunately, was occupied by a company with two years remaining on their lease who was looking to downsize into a smaller building. Instead of having Loren’s client sublease from the tenant in the larger building, Loren was able to negotiate a direct lease with the landlord that would provide for a new five-year lease for Loren’s client. To help the tenant in the larger building downsize into a smaller facility, Loren then proposed that tenant sublease the 20,000 sq. ft. building Loren’s client occupied. All parties eventually agreed and the “building swap” was completed.

RESULTS:

Loren was able to secure an expansion facility for his client via a unique and rare “building swap” transaction. The expansion facility will allow Loren’s client to expand business lines with existing customers and take on new business that they were not able to service while in the smaller facility.

TRANSACTION TYPE:

Single-Tenant Lease

CLIENT:

Soft Packaging, Inc.

LOCATION:

Santa Fe Springs, CA

TOTAL CONSIDERATION:

\$2,102,424

FOR MORE INFORMATION, CONTACT:



LOREN CARGILE
Senior Associate
Lic #01431329
(714) 935.2306
lcargile@voitco.com