

CASE STUDY



12747 LOS NIETOS ROAD, SANTA FE SPRINGS

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HELPED A LANDLORD SECURE HIGH QUALITY TENANTS WITH MINIMUM DOWNTIME

CHALLENGE:

A husband and wife had owned a three unit industrial building that for many years was used for the husband's business. The couple sought to convert the building to an income property and needed guidance on necessary renovations and assistance in leasing the vacant units. Without prior experience in undertaking major renovations and handling the leasing for these spaces, the couple contacted Loren Cargile of Voit Real Estate due to his experience in industrial building leasing in the Mid Counties Los Angeles submarket. The challenges were to determine the renovations that were needed and to lease the units in the shortest amount of time possible to qualified tenants.

SOLUTION:

After being hired by the couple, Loren's first task was to determine what renovations were needed to make the spaces marketable. Loren referred a trusted contractor to the couple along with his recommendations that would maximize lease rates and attract high quality tenants. The couple proceeded with the recommended renovations, which eventually helped create very marketable and functional spaces. Just prior to the renovations being completed, Loren launched an aggressive marketing campaign that targeted small businesses in the area. The campaign generated a tremendous amount of interest from local business owners immediately after the marketing of the property commenced.

RESULTS:

The subject property was in dire need of extensive renovations to help maximize income. The couple's willingness to invest in the suggested renovations combined with Loren's ability to identify and qualify suitable tenants led to all three spaces being leased shortly after the renovations were completed. Through the assistance of Loren, the couple successfully turned a formerly occupied property into a high quality income producing property.



CLIENT:

NEPTUNE FAMILY TRUST (LANDLORD)

TRANSACTION TYPE:

Multi-Tenant Industrial Lease

LOCATION:

Santa Fe Springs

TOTAL CONSIDERATION:

\$248,136.00



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