

# CASE STUDY



13535 MARQUARDT AVENUE, SANTA FE SPRINGS

# 13535 MARQUARDT AVENUE, SANTA FE SPRINGS | ±16,972 SQ. FT.

## LEVERAGED EXPERIENCE AND MARKET EXPERTISE TO OBTAIN VERY FAVORABLE LEASE TERMS FOR A LANDLORD

### CHALLENGE:

A repeat client of the Cargile Industrial Group purchased a freestanding industrial building in Santa Fe Springs in July, 2017. The building was leased by a tenant through April, 2018. Once the tenant vacated, the client proceeded with a massive renovation to reposition the building for lease. The Cargile Industrial Group was hired to market the building and find a suitable tenant and obtain the most favorable lease terms possible.

### SOLUTION:

The Cargile Industrial Group's extensive experience in the Mid Counties Los Angeles submarket provided the client with an immediate advantage in marketing the building. The Cargile team immediately prepared high quality marketing materials that emphasized the distinguishing features of the building and unique renovations completed by the client. Then, the Cargile team launched a targeted marketing campaign that focused on distribution-oriented companies in the immediate submarket. Additionally, the Cargile team disseminated the marketing information to industrial brokers who specifically focused on surrounding markets to create additional exposure for the building.

### RESULTS:

The marketing efforts by the Cargile Industrial Group led to multiple tours and two competitive offers within 60 days of launching the marketing campaign. The Cargile team helped the client select the most qualified prospect and were able to achieve lease rates terms that were very favorable for the client.



**CLIENT:**  
**MBL PROPERTIES**

**TRANSACTION TYPE:**  
Single-Tenant Lease

**LOCATION:**  
Santa Fe Springs, CA

**TOTAL CONSIDERATION:**  
\$632,037



**LOREN CARGILE**  
Vice President  
Lic #01431329  
714.935.2306  
lcargile@voitco.com



**MIKE CARGILE**  
Senior Vice President  
Lic #00491668  
949.263.5338  
mcargile@voitco.com

**Voit**  
REAL ESTATE SERVICES

2400 E. Katella Avenue, Suite 750  
Anaheim, CA 92806  
714.978.7880 • 714.978.9431 Fax  
Lic #01991785  
[www.VoitCo.com](http://www.VoitCo.com)