

# CASE STUDY



6951 BUCKEYE STREET, CHINO

## 6951 BUCKEYE STREET, CHINO | ±7,609 SQ. FT.

PROCURED A QUALITY TENANT FOR A PAST CLIENT WITH CANVASSING EFFORTS AND NEGOTIATION TACTICS.

### CHALLENGE:

A past client of Voit Real Estate Services had a lease expiring on a freestanding industrial building in the Chino area. Given the tight market for industrial space for lease, we needed to navigate through several offers to find the highest quality tenant.

### SOLUTION:

By maximizing canvassing efforts, we were able to source multiple offers within a few weeks of listing the property. By examining the use and financials of each group, we were able to narrow down the top candidates and leverage multiple deals to achieve the highest lease rate.

### RESULTS:

We helped select a quality long term tenant to pay full market value with minimal landlord concessions. We provided our client with a clean, financially strong group that would allow for long term income with little management necessary moving forward.



**CLIENT:**  
**CONFIDENTIAL**

**TRANSACTION TYPE:**  
Single-Tenant Lease

**LOCATION:**  
Chino, CA

**TOTAL CONSIDERATION:**  
Confidential



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