

CASE STUDY



12821 CARMENITA RD., SANTA FE SPRINGS

Voit
REAL ESTATE SERVICES

CARGILE
COMMERCIAL GROUP

12821 CARMENITA RD., SANTA FE SPRINGS | ± 117,773 SF

SECURED AN EXPANSION FACILITY FOR A GROWING LOGISTICS CLIENT

CHALLENGE:

A repeat client of Loren Cargile, Sebastian Lozano, and Mike Bouma (“Voit Team”) at Voit Real Estate Services sought to consolidate two facilities into one larger facility that would not only provide operational efficiencies but also room to grow their business. One of the most challenging aspects of this requirement was the timing in which the leases of the two existing facilities were set to expire. The leases expired at different times and the objective was to minimize double rent at either facility as much as possible.

SOLUTION:

The Voit Team utilized its network of brokerage and landlord relationships to provide the client a variety of options with different price points in different locations. The Voit team also leveraged tenant-favorable market conditions by submitting multiple offers on behalf of the client in an effort to obtain the most competitive responses from each landlord. Once the options were narrowed down and a top choice was selected by the client, the Voit Team engaged in multiple rounds of negotiations with the landlord to ultimately yield very favorable terms for the client.

RESULTS:

The Voit Team’s client was able to successfully secure a lease of a facility that not only minimized the amount of double rent that would be paid with the client’s existing facilities, but also provided about a 50% increase in capacity to grow the business at very favorable terms.

CLIENT:

**PEAK LOGISTICS & FULFILLMENT,
LLC**

TRANSACTION TYPE:

MULTI-TENANT BUILDING LEASE

LOCATION:

SANTA FE SPRINGS, CA

TOTAL CONSIDERATION:

\$15.8M



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