



## Willis Day Lease to Haas Jordan 1425 Holland Road, Maumee, Ohio 43537

### Quick Facts

- 42,500 SF
- New corporate location
- Arrowhead Park

### Challenge

Listing and marketing the leasing of a vacant warehouse space of 108,000 SF; one of the area's premier business parks with a limited amount of prospects requiring over 100,000 SF of lease space.

### Solution

We marketed the space to a pool of larger users from 30,000 SF to 100,000 SF. The landlord was willing to split the warehouse into sections to accommodate a broader spectrum of tenants.

### Results

Both the owner and the listing agent appeared at the showings to explain how we could split the space specifically to fit the needs of the prospect. During the tour of the space with the prospect, Haas Jordan, we realized that the specifics of their needs closely resembled those of a tenant (ATI) that had recently signed a lease for space in an adjacent building also owned by the same landlord. ATI had been growing and had requested short term usage of space from time to time in the subject building. We approached ATI Inc, and asked if they would be interested in the larger space and at the same time showed Haas Jordan ATI's space. It was a match and we came to agreement to move ATI into the 108,000 SF and put Haas Jordan in to the space ATI vacated which completely satisfied the leasing of all of the space.