

**RECENT CLIENT SUCCESS**

**MAXIMIZING VALUE THROUGH STRATEGIC LEASING AND SMART OWNERSHIP**

**THE CHALLENGE**

Mike and Denise McGaffey have owned this former F.O.E. property for over seven years now. To increase the property's income, he moved his Western Medical Wholesale operations into the warehouse portion, freeing up office space for lease. For four years, the building had two strong Tenants. Our goal was to secure a third Tenant who would complement the existing mix and add value. The available office space was modest in size and a basic open layout.

**THE ACTION**

Jim launched a focused marketing campaign aimed at attracting Retail or Service Tenants interested in joining the downtown business community. He proactively reached out to potential Tenants by phone and conducted property tours for qualified prospects.

**THE RESULT**

Kindred Media, owned by Shay Smith, had outgrown their previous location and was drawn to Suite A for its hardwood floors, high ceilings, and exposed red brick. They submitted a letter of intent along with a rendering of their vision for the space. Mike, who had handled all original remodeling of the building, wanted to ensure that any new improvements matched the high-quality standards and added long-term value to the property. This led to several detailed discussions over a three-week period. Once terms were finalized, the lease was signed and construction component of the project commenced.



*Testimonial*

In 2017, Jim helped my wife and I purchase this building, at a price that delivered immediate value. Since that time, he has continued to guide through three unique lease deals and supports me every step of the way. Today, the building is fully occupied with three tenants, serves as home base for my company, and has roughly tripled in value over the past eight years. I've always appreciated Jim's straightforward advice and strong understanding of the market."

*Mike McGaffey*  
Co-Owner, Western Medical