



Columbus, OH



9,760 SF

Ben & Zach assisted Mapletree Investments, a Singapore headquartered real estate development, investment, capital and property management company that owns and manages \$77.4 billion in properties lease their space in southwestern Columbus.

Challenge

The existing tenant, after being acquired by a large national credit company vacated the space substantially earlier than the existing lease expiration. They were paying well below market rents and were difficult to make contact with given the recent business acquisition. In partnership with Mapletree Investments, Buckeye Industrial Group tracked down the tenant’s new real estate director to negotiate an early lease termination agreement while simultaneously marketing the space for lease to a new user and assisting in negotiating lease terms with the now tenant and early termination terms with the vacated tenant.

Strategy

The team created new marketing materials and advertised the space through multiple channels. Ben and Zach called the corporate real estate decision maker of every tenant in the surrounding area to

“Mapletree partnered with Ben & Zach of Buckeye Industrial Group who seamlessly helped us earn an early lease termination & correlating buyout from an existing tenant... without any downtime between leases, BIG solicited proposals from qualified users and successfully helped us navigate the path to a new term lease while setting a new high water mark in the submarket in terms of net rental rate. We are looking forward to the next transaction with the team!”

Ed Beehner
Mapletree Investments

get word out that Mapletree’s space was available. They also door knocked nearby buildings to share the information with the respective local operations managers. After soliciting multiple proposals from strong credit companies, Mapletree preferred early termination agreement with the existing tenant should not be executed until a new long term lease was agreed to in principle.

Results

Mapletree and BIG were able to negotiate a new submarket rental rate high water mark without downtime between leases. Following the completion of the transaction, BIG remains connected by continuously sharing a variety of new lease comparables. The team remains excited to assist in Mapletree’s growth & success in Columbus long-term.

To learn more, visit www.buckeyeindustrialgroup.com

Services Provided
in this transaction

- Brokerage
- Landlord Representation
- Communications
- Negotiations



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Zach Rines
Brokerage Associate

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