



By Ryan Zabrowski,  
CCIM, SIOR, CRE  
President

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## LEADERSHIP TEAM

Ryan Zabrowski, President  
Laura Hansen, CPM, Vice President  
of Operations  
Kathy Quigley, CPA, Vice President  
of Finance  
Krissy Harral, Marketing Manager

## A SIGN ON EVERY MILE: ACHIEVING OBJECTIVES THROUGH LIVING OUR CORE VALUES

I am excited to share our accomplishments as we wrap up our successful 2024 Fiscal Year and ambitiously set our goals for 2025.

### A few highlights from 2024:

**Brokerage:** Our clients achieved their goals with the dedicated support of our brokers, who overcame challenges to deliver exceptional results across all sectors. By embracing our Investors Operating System (IOS), we are able to provide clients with a higher level of service.

**Property Management and Accounting:** Our 36% portfolio growth this year enables us to better support clients' long-term goals. Because the growth allows us to invest in more resources and services tailored to client needs, our team can assist clients in the best ways to achieve their objectives.

**Maintenance Team:** The team continues to improve their capabilities and has invested in new inventory and equipment, enabling better service.

**Project Management:** This team not only continues to take on larger projects but has also collaborated well with the brokerage team during the due diligence process, assisting owners with comprehensive facility assessments.

**Support Staff:** Our support staff, the team "Behind the Sign," is fully staffed and provides tremendous support for our brokers and managers.

### Looking Ahead

This coming year marks our **50th year in business**, a milestone that could not be achieved without the vision and commitment of our co-founders, the unwavering dedication of our incredible team, and the steadfast loyalty and trust of our valued clients and industry partners. Many things have changed over the years, but some have not. We are proud to still have our founders, Steve Farrell and Jerry Heinrichs, actively involved in the business. We deeply value your continued trust and collaboration. Each team member's dedication has been instrumental in our success. As we look forward to the opportunities and challenges of the upcoming year, we remain committed to our core values and to achieving our goals together. Thank you for being an essential part of our journey.

We believe 2025 presents tremendous opportunities for our firm. As we continue to improve our Investors Operating System (IOS), we're improving efficiencies and client service through better teamwork.

*Cheers to our continued work together in 2025!*

*Ryan M. Zabrowski*

HAPPY  
holidays





By Ember Grummons,  
CCIM

## 2024: INVESTMENT PROPERTY MARKET STARTS TO RECOVER

After a slow 2023, the investment property market is starting to recover as Buyers and Sellers start to adjust to the new interest rate environment.

### Notable deals in 2024 include:

- Sale of the Gallup headquarters downtown for \$130 million
- The \$33 million purchase of the 2421 River Road industrial building in Council Bluffs
- Sale of the Graphic Packaging industrial building in Omaha for \$22.8 million



By Grant Kobes,  
CCIM



2421 River Road | Council Bluffs

Excluding multi family housing, transaction volume through October 2024 was \$343 million compared to \$130 million for the same period in 2023. The large deals mentioned earlier were mostly absent in 2023, which made a significant difference.

In 2024, we saw a large number of smaller investment transactions, mostly retail strip centers and smaller flex industrial buildings. Demand for these properties is high and pricing is strong. As of October 20, smaller retail and industrial multi-tenant buildings were sold, along with 16 single-tenant buildings.

### Fluctuating Treasury Rates Affect Loan Costs

The 10-year treasury rate has fluctuated significantly this year, ranging from 3.65% to 4.7%, and has recently increased sharply. The 10 year treasury rate is not linked to the Fed's short-term rate; it serves as a benchmark for many commercial loans. Current borrowing costs range from mid-6% to low-7% range, depending on the loan type and lender.

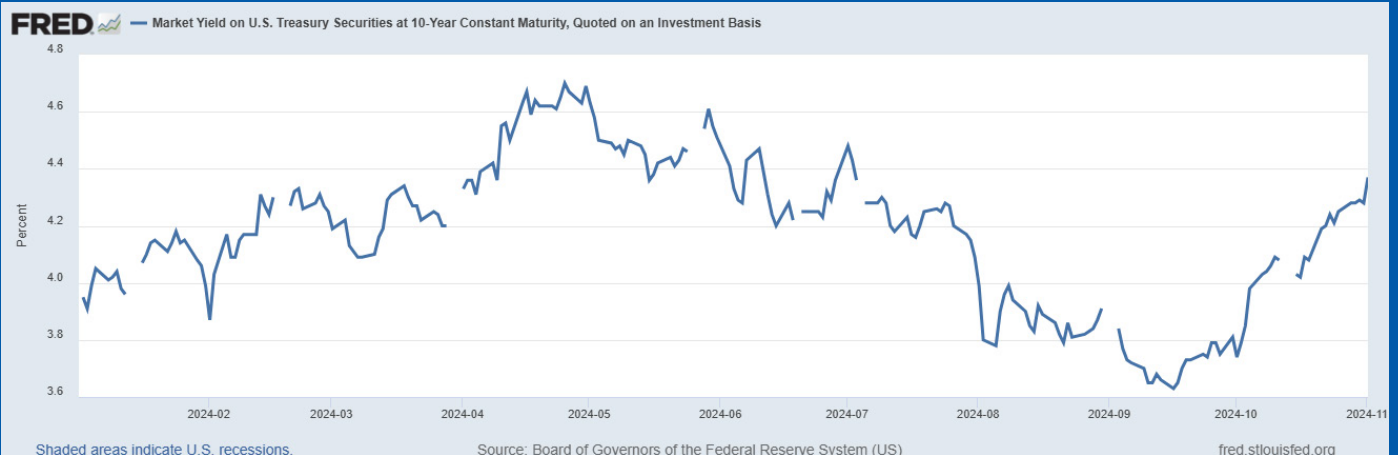
### Summary

There is substantial capital in the current market. Assuming interest rates don't spike, we expect the recovery in investment sales to continue in 2025.



Gallup Omaha Headquarters  
Photo: The Weitz Company

## 10-YEAR TREASURY AS OF 11/2024





# COMMUNITY INVOLVEMENT IN 2024

In 2024, we proudly deepened our commitment to giving back to the Omaha community through meaningful initiatives that reflect our values of gratitude and accountability. This year marked our inaugural United Way Campaign, during which our team raised over \$3,000 to support critical programs in our region, demonstrating a dedication to giving back and strengthening our community.



IRI employees also participated in direct service volunteering and donation drives to several area organizations. A few examples included: One World Baby Boutique Drive, assembling health care packages; Project Harmony, crafting fleece blankets for children; HETRA, helping clean and maintain the outdoor property, ensuring a welcoming space for their equine-assisted therapy programs.

The team's contributions to the Kountze Food Pantry and Heart Ministry Center also helped fight food insecurity and support families in need.



In addition to these company-led efforts, our employees participate in various volunteer activities on their own time outside of the office. Many have taken the initiative to give back in ways that reflect their personal passions and values. You can find IRI employees in the community mentoring youth through TeamMates and Big Brothers Big Sisters to honoring veterans at the VA National Cemetery, and supporting education at Omaha Central High School. Others are building welcoming communities through organizations like Omaha Welcomes the Stranger and Urban Land Institute, or continuing their support for Project Harmony in additional ways.



Each effort, whether company-organized or individually driven, demonstrates the power of teamwork and reinforces our gratitude for the opportunity to give back. Our goal is to continue to work in and serve the Greater Omaha community to affect positive change for years to come.

## INVESTORS REALTY NEW LISTINGS

COMMERCIAL



LEASE

### WOODLANDS RETAIL 192nd & Q St 1,668-13,136 SF

- Prime location with high traffic exposure on the corner of 192nd and Q
- 2 buildings. Building "A" will be a total of 13,136 SF and building "B" will be a standalone with 5,949 SF available
- Signage visible to a high-traffic intersection

OFFICE



INVESTMENT SALE

### METROPOLITAN BUSINESS CENTER 111th & John Galt Blvd 137,568 SF

- Conveniently located near Interstate 80 and I-680, offering tenants and visitors easy and efficient travel access.
- Features prominent signage opportunities, providing exceptional exposure to Interstate 80, I-680, and "L" Street traffic.
- Exclusively occupied by professional users, fostering a productive work environment and encouraging valuable networking and collaboration.

INDUSTRIAL



INVESTMENT SALE

### 8951 S 126TH STREET 40,500 SF

- Recent upgrades include exterior painting and major parking lot repairs; second-floor office space is nearly move-in ready.
- The site offers potential for up to 0.5 acres of trailer parking or a 30,000 SF additional building.
- Long-term tenant occupancy (13 years) highlights property stability and opportunity for expansion.

LAND



COMMERCIAL SALE

### 180TH & W MAPLE ROAD - SEC 1.49-2.99 AC

- Costco-anchored with W Maple Road frontage in a busy corridor near retailers and neighborhoods.
- Easy access to West Dodge Road, Hwy 6, and West Maple corridor.
- Prime spot in Omaha's growing Northwest submarket near Costco and Elkhorn North High.
- Ideal for retail, services, or mixed-use in a high-demand area.

INVESTMENT



### TWIN CREEK PORTFOLIO 83,085 SF

- Portfolio of 6 multi-tenant retail buildings, a free standing Dialysis Center and a land lease with BMO Bank
- Part of a 135 acre regional shopping center
- Anchored by Target and the #1 Bakers (Kroger) in the market with 1,300,000 annual visits
- Over 4,500,000 annual visits to the development!



## COMMERCIAL

## LEASE

**2505 S 192ND AVENUE** 9,307 SF

- Prime location with convenient access
- Excellent visibility for business exposure
- Versatile space for a variety of uses.
- Ample parking for clients and employees

## LEASE

**MAPLE CREEK II 162nd & W Maple Rd** 4,877 SF

- Prime location in Omaha, NE
- Modern and well-maintained building
- High visibility and signage opportunities
- Former Orthopedic specialist space
- Retail and dining options nearby
- Easily accessible from major highways

## LEASE

**MOCKINGBIRD PLAZA 108th & Mockingbird Dr** 1,056 SF

- Excellent layout offering 2 offices and a drive-in door
- Ample parking and ability to park at your door
- Professionally maintained
- Minutes from I-80

## LEASE

**12126 ROBERTS ROAD** 2,250 SF

- Hard to find industrial/flex space
- Quick access to I-80
- Heated shop space
- Floor drain
- Two 12 x 14 drive-in doors
- Park at your front door

## LEASE

**NICHOLAS PLAZA 204th & Nicholas Cir** 1,450 SF

- Park at your front door
- Affordable rate
- Quick access to West Dodge Road
- Dining and shopping amenities in the immediate area
- Well maintained, professionally managed property

## LEASE

**120 N MCKENNA AVENUE Gretna, NE** 945-3,117 SF

- Building consists of approximately 2,172 SF on the main level and 945 SF in the lower level
- Entire building renovation completed in August 2024
- Ideal option for a retail or office user in search of a prominent storefront with excellent visibility
- Located in historic downtown Gretna, the fastest growing city in Nebraska

## SALE

**CHANCE RIDGE VETERINARY CLINIC 210th & Skyline Dr** 36,000 SF

- Located in Elkhorn NE
- Ample space for office, retail, indoor storage, recreational etc.
- Building has very few load bearing walls, this can be wide open
- Currently consists of clinic space with arena and stalls
- Located along West Dodge and Skyline Drive

## SALE

**CHANCE RIDGE EVENT CENTER 210th & Skyline Dr** 76,538 SF

- Located in Elkhorn, NE
- Former equine event auditorium
- High ceilings to accommodate multiple uses
- Large concrete parking lot
- Meeting rooms, dressing areas, back bars, staging areas, etc.
- Full floor plan upon request
- Priced well below replacement value
- Located along West Dodge and Skyline Drive

## LEASE

**APPLEWOOD PLAZA 96th & Q St** 1,360 SF

- Former Dry-Cleaning space
- Across the street from a busy Hy-Vee grocery store
- Front door parking
- High density residential neighbors in immediate area
- Ideal for office or retail tenants



## SUBLEASE

**THE ASHTON 12th & Millwork Ave** 7,411 SF

- Move-in ready office space featuring an open workspace, four private offices, a conference room, and a kitchenette
- Unique architectural elements, including wood-beamed ceilings and exposed brick walls
- Located in the Millwork Commons district, a collaborative community hub focused on technology, arts, and design

## SALE

**7117 JONES CIRCLE** 15,397 SF

- 15,397 SF single-tenant office building
- Central location, near 72nd & Dodge
- Easy access to public transportation, on bus route
- Area developments (Crossroads, City Library, etc)
- Pole sign located directly on 72nd Street, visible to over 32,600 VPD
- Well-maintained property with potential for immediate use

## LEASE

**11205-11215 JOHN GALT BOULEVARD** 4,708 SF

- Space consists of three private offices, a conference room, break room, and open work space
- Centrally located with convenient access to I-80 from L Street or Q Street
- Various amenities within the immediate area, including dining and shopping
- Owner occupied building with an attractive exterior

## SALE

**PAPILLION PROFESSIONAL PARK 72nd & Halleck St** 2,059 SF

- Only small office condo for sale in Sarpy County
- Good mix of private offices and open space
- Terrific 72nd Street location with full access intersection and highly visible signage
- Professional park atmosphere with walking trail onsite
- Minutes to Shadow Lake, Market Pointe, and Settler's Creek

## LEASE

**8526 F STREET** 4,558 SF

- Ideal location for flex users in the heart of the city
- Convenient parking right at your front door
- Dock door access included with the space
- Easily convertible to warehouse space to suit your needs
- Close proximity to shopping, dining, and medical amenities in the immediate area

## LEASE

**AKSARBEN VILLAGE 64th & Center St** 3,558-11,212 SF

- Prime location along Center Street.
- Second generation space with a mix of private offices, and open space.
- Building facade signage options available.
- Suites 210 & 230: Optional furniture and excellent views from exterior patio

## LEASE

**WEST DODGE OFFICE PARK 132nd & W Dodge Rd** 4,448 SF

- Easy and quick access to Dodge Street and I-680.
- Space has an efficient mix of perimeter offices with windows and open space.
- Space can work great for all office uses but specifically those with a need for many private offices such as: counselors, accountants, attorneys, etc.
- All dining and shopping amenities within the immediate area.

## LEASE

**11102 BLONDO STREET** 1,594 SF

- Suite 101 consists of four private offices, a conference room, and a reception/waiting area, furniture included.
- Newer building with modern finishes throughout.
- Common area fitness room and mother's room available for tenant's use.
- Less than a mile away from North Park Plaza which contains many restaurants, shops, and other services.

## LEASE

**DAVENPORT BUILDING 114th & Davenport St** 1,200 SF

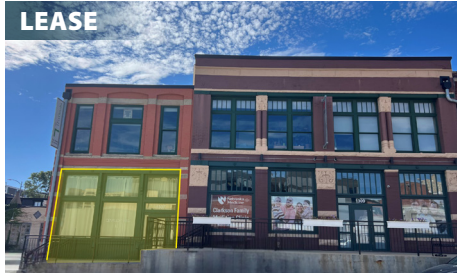
- Suite 11409 consists of 3 private offices, conference room, kitchenette, and restroom.
- Move-in ready space with front door parking
- Convenient location near West Dodge/I-680 interchange
- Perfect for many office/professional services use types
- Close to several restaurants, shopping sites, and other amenities

## LEASE

**MEADOWLANE PLACE 115th & Burke St** 166-1,511 SF

- Variety of office suite sizes offered at competitive rates
- Prime location with convenient access to West Dodge Road and I-680
- Ideal for a range of office and professional service needs
- Close to numerous restaurants, shopping centers, and other amenities
- Electronic access control to the Building

## LEASE

**BAKERS SUPPLY BUILDING 13th & Leavenworth St**

- 1,522 SF
- Free onsite parking, with private exterior entrance
- Hard surface flooring, exposed brick walls, kitchenette, and common restrooms
- Move-in ready space on the 1st floor
- Exterior building signage available with excellent visibility to Leavenworth

## LEASE

**THE ADVENT BUILDING 178th & Burke St** 132-916 SF

- Two executive suites with windows and two cubicles
- Affordable rent with short term commitment
- Conveniently located off 180th and West Dodge Road
- Various amenities in the immediate area including Village Pointe Shopping Mall



## SALE

**4512 S 68TH STREET** 29,750 SF

- L Street signage
- Paved fenced in lot
- 19 oversized drive-in doors
- Newly finished office
- Floor drains
- Ceiling and exhaust fans
- Air lines

## LEASE

**EMPIRE SPECTRUM 111th & Q St** 4,400-17,135 SF

- 24-ft Clear Height
- Monument sign on Q Street for great visibility/branding
- Multiple dock doors servicing the premises for warehouse uses
- Clean, well maintained property with abundant parking
- Professionally managed property

## LEASE

**WSK WAREHOUSE Council Bluffs, IA** 3,181-8,040 SF

- All masonry construction
- 100% air conditioned
- Small office space in each bay

## LEASE

**3108 S 67TH STREET**

- 11,000-23,815 SF
- Updated office
- Fenced lot with outdoor storage
- Oversized drive-in doors
- Dock and drive-in doors

## LEASE

**HI-PARK BUSINESS CENTER 94th & G St** 1,140 SF

- Hard to find industrial/flex spaces available for lease
- Spaces include a good mix of office and warehouse space
- Park at your front door
- Building and monument signage available
- Great central location – easy I-80 access
- Nice campus setting

## COMMERCIAL

## SALE

**ASPEN CREEK LOTS 192nd St & Hwy 370** 0.99-4.25 AC

- High visibility and traffic being situated near the largest Hy-vee in the country
- Strong residential and commercial growth in Gretna
- Close proximity to schools, residential neighborhoods and new construction projects creating additional traffic potential
- Easy accessibility from Hwy 370

## INDUSTRIAL

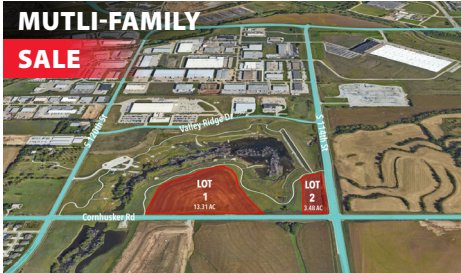
## SALE

**BUNGE ROAD & I-29 Council Bluffs, IA** 16 AC

- Can accommodate between 1 and 16 acres
- Zoned as industrial land
- Potential for completely fenced and rocked sites
- Megasite less than 15 minutes from Downtown Omaha, which is currently undergoing \$2 Billion in redevelopment
- Owner would deliver build-to-suit on to be negotiated terms

## MULTI-FAMILY

## SALE

**114TH & CORNHUSKER ROAD** 16.79 AC

- Located in the path of development
- Future land use indicates high density residential which increases value
- Adjacent to NRD data site increases value
- Annexed by Papillion
- Utilities, storm sewer, sanitary sewer adjacent to site

## OTHER

## SALE

**SWC - 180TH & CAPEHART ROAD** 157.65 AC

- Zoned AG – Agricultural Farming
- Future Land Use - Business Park
- Ideal for land development or investment
- Strategic location in the Gretna area

## OTHER

## SALE

**NWC - 168TH & PLATTEVIEW ROAD** 294.19 AC

- Zoned AG – Agricultural Farming
- Potential for wide variety of future uses
- Prime location in Gretna area
- Versatile potential for land investors
- Strategic holding for development opportunities
- Expansive property with diverse possibilities



## LAND



**MURDOCK, NEBRASKA** 199.55 acres  
**BUYER** Advantage Investment Properties LLC  
**AGENTS** Ryan Kuehl, CCIM, SIOR & Ryan Zabrowski, CCIM, SIOR, CRE



## LAND

- SALE** 199.55 AC in Murdock, NE to **Advantage Investment Properties LLC**
- SALE** 3.32 AC at 156th & State Street to **The Nebraska Medical Center**
- SALE** 1.27 AC at 156th & State Street to **The Nebraska Medical Center**
- SALE** 1.075 AC at 204th & Q Street to **Scooters**
- SALE** 0.92 AC at 204th & Q Street to **FNBO**

## COMMERCIAL

- SALE** 27,077 SF at 117th & W Dodge Road to **The Promised Realty, LLC**
- SALE** 20,208 SF in Grand Island, NE to **NMN Express Inc**
- SALE** 13,439 SF at 180th & Q Street to **an Individual**
- LEASE** 11,477 SF at 111th & Q Street to **Converged Data Inc.**
- LEASE** 6,733 SF at S 24th & Hickory Street to **VIP Limousine**
- LEASE** 6,615 SF at 80th & Cass Street to **Physicians Clinic, Inc**
- LEASE** 5,100 SF at 84th & West Center Road to **Too Many Tanks**
- SALE** 4,435 SF in Council Bluffs to **All Care Health Center**
- LEASE** 4,060 SF at 84th & F Street to **El Barrio**
- LEASE** 4,000 SF at 140th & West Center Road to **Heartwise Mental Health Clinic LLC**
- LEASE** 4,000 SF at 120th & I Street to **Shamrock Lounge**
- LEASE** 3,730 SF at 110th & Q Street to **Predictive Technology Inc**
- LEASE** 3,696 SF at 124th & West Maple Road to **PizzOPie**
- LEASE** 3,300 SF at 84th & West Center Road to **MLB LLC dba VIP Lounge**
- LEASE** 3,198 SF at 206th & Elkhorn Drive to **Cedar Creek Coffee and Art**
- LEASE** 3,100 SF at 132nd & West Maple Road to **New York Blood Center**
- LEASE** 2,250 SF at 204th & Blondo Pkwy to **Pure Barre**
- LEASE** 2,200 SF at 192nd & West Maple Road to **Kumon**
- LEASE** 2,005 SF at 132nd & California Street to **Teriyaki Express**
- LEASE** 1,947 SF at 172nd & West Maple Road to **Loft Pilates**
- LEASE** 1,931 SF at 169th & West Center Road to **For The One**
- LEASE** 1,788 SF at 147th & Eagle Run Drive to **Go Glow**
- LEASE** 1,690 SF at 155th & West Maple Road to **S-Cape Fitness**
- LEASE** 1,625 SF at 183rd & Hwy 370 to **Great Clips**
- LEASE** 1,500 SF at 103rd & Ida Street to **Results Contracting**
- LEASE** 1,140 SF at 96th & Q Street to **VIP Smoke Shop**
- LEASE** 1,000 SF at 80th & Maple Street to **The B Spot**

## OFFICE

- LEASE** 29,315 SF at 136th & California Street to **JLB General Agency LLC**
- LEASE** 16,048 SF at 117th & Grant Street to **Detego Health LLC**
- LEASE** 11,440 SF at 144th & Arbor Street to **Nebraska Orthopaedic Hospital LLC**
- LEASE** 11,440 SF at 144th & Arbor Street to **Domina Law**
- LEASE** 9,858 SF at 156th & West Dodge Road to **BP Canada Energy Marketing Corp**
- LEASE** 6,496 SF at 69th & Pacific Street to **Infrastructure, LLC**
- LEASE** 4,600 SF at 110th & Q Street to **Lutheran Family Services**
- LEASE** 4,175 SF at 147th & California Street to **Nia Jones Orthodontics, P.C.**
- LEASE** 3,703 SF at 137th & West Dodge Road to **Prodigy Asset Management, L.L.C.**
- LEASE** 3,300 SF at 76th & Pacific Street to **Rensch and Rensch Law, P.C., L.L.O**
- LEASE** 3,058 SF at 156th & West Dodge Road to **Lincoln Federal Savings Bank**
- LEASE** 2,750 SF at 156th & West Dodge Road to **Lincoln Federal Savings Bank**
- LEASE** 2,520 SF at 139th & Gold Circle to **CCW LLC**
- LEASE** 2,476 SF in Lincoln to **Todd Bennett Law**
- LEASE** 2,291 SF at 120th & Blondo Street to **Healing Hands**
- LEASE** 2,020 SF at 139th & Gold Circle to **Century Sales Management**
- LEASE** 1,907 SF at 94th & Burt Street to **The Orr Law Group**
- LEASE** 1,736 SF at 91st & West Dodge Road to **Cowbell Cyber, Inc**
- SALE** 1,536 SF at 169th & Decatur Street to **Vivid Plastic Surgery LLC**
- SALE** 1,489 SF at 119th & William Street to **Steinkemper Investments, LLC**
- LEASE** 1,467 SF at 118th & West Center Road to **Hope Law**
- LEASE** 1,169 SF at 112th & John Galt Blvd to **Shanta Smith-Roberts**

## INDUSTRIAL

- LEASE** 109,720 SF at 149th & Gold Coast Road to **Interstates**
- LEASE** 68,882 SF at 190th & Cypress Drive to **Premier Nebraska Volleyball LLC**
- LEASE** 28,661 SF at 108th & J Street to **The Furniture Project Omaha**
- LEASE** 25,757 SF at 45th & F Street to **Option 3**
- LEASE** 25,000 SF at 144th & Gold Coast Rd to **E2 Optics LLC**
- LEASE** 12,400 SF at 84th & Lake Street, Keystone Drive to **Elite Rigging & Millwright Co LLC**
- LEASE** 12,000 SF at 152nd & Sapp Bros Drive to **Helena Chemical Company**
- LEASE** 8,400 SF at 90th & Sorensen Pkwy to **Electric Pump Inc**
- SALE** 8,400 SF at 108th & Olive Street to **GPI Manufacturing, Inc**
- SALE** 7,800 SF at 203rd & Roberts Street to **SC Elkhorn Building 1, LLC**
- LEASE** 6,800 SF at 88th & L Street to **Krummy Investments LLC**
- LEASE** 6,521 SF at 132nd & Industrial Road to **Renewed Vision**
- LEASE** 5,400 SF at 108th & Harrison Street to **Millard Food Process Tech Inc**
- LEASE** 3,358 SF at 94th & G Street to **Safety Restraint Chair Inc**
- LEASE** 2,940 SF at 84th & Lake Street, Keystone Drive to **Omaha Screen Co LLC**
- LEASE** 2,500 SF in Council Bluffs to **Solid Surface Care Inc**
- LEASE** 1,500 SF at 84th & Miami Street to **EBK Logistics LLC**

## INVESTMENT

- SALE** 22,863 SF in Waterloo, NE to **Custom Electric Inc**

## COMMERCIAL



**117TH & W DODGE ROAD** 32,848 SF  
**BUYER** The Promised Realty, LLC  
**AGENTS** Brian Kuehl



## OFFICE



**136TH & CALIFORNIA STREET** 29,315 SF  
**LESSEE** JLB General Agency LLC  
**AGENTS** Tim Kerrigan, CCIM, SIOR



## INDUSTRIAL



**149TH & GOLD COAST ROAD** 54,400 SF  
**LESSEE** Interstates  
**AGENTS** Kevin Stratman, CCIM, SIOR & Tim Kerrigan, CCIM, SIOR



## INVESTMENT



**WATERLOO, NEBRASKA** 22,863 SF  
**BUYER** Custom Electric Inc  
**AGENTS** Ember Grummons, CCIM, Kevin Stratman, CCIM, SIOR & Sydney Weller, CCIM



## FEATURED TRANSACTION

## CLIENT SUCCESS STORY: INTERSTATES' NEW FACILITY IN OMAHA



Kevin Stratman,  
CCIM, SIOR

When Interstates needed a new facility for its light manufacturing and fabrication operations in Omaha, they once again turned to Kevin Stratman here at IRI, having partnered with him on multiple successful projects in the past. Their current location in Papillion required a nearby warehouse solution to avoid high occupancy costs from extensive build-outs.

At an Iowa-Nebraska Chapter meeting of the Society of Office Industrial and Office Realtors (SIOR) last Spring, Kevin discovered an off-market sublease opportunity in R&R Commerce Park, only half a mile from Interstates' existing site. The space was perfect—fully built-out offices, equipped docks and

furnished interiors. Plus, the lease rate was attractive due to an older agreement.

But there was a problem: Interstates needed a direct lease with the landlord, not a sublease. Kevin and his team collaborated with all parties to orchestrate a Lease Assignment, removing the sublease hurdle. By Q4 2024, Interstates moved into a ready-to-use space with favorable terms, thanks to the brokerage team's creativity and client-focused approach.

