



Pediatrics

Pediatric Partners

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— David Jolly

Pediatric Partners • Grand Rapids, MI • Office Property

Pediatric Partners is a pediatric medical practice made up of three pediatric doctors. Their office was located in the Breton Rd/44th St area. Mary Anne Wisinski-Rosely, SIOR, CCIM, Co-Director of Office Services for The Wisinski Group represented Pediatric Partners on the relocation of their practice in the Kentwood area.

The challenge facing the client was that they wanted to own their own building and stay in the same general area. The objective was to stay as close to their current location as possible in order to not lose patients. The Breton/44th Street area has some office buildings but is not a large office market.

Mary Anne Wisinski-Rosely worked with Pediatric Partners for about two years to find the perfect location. She searched the market for existing buildings as well as vacant land. The difficulty was locating a building of the right size and as close to the current office as possible. Also, instead of working with one decision maker there were three, each doctor in the practice.

Fortunately, a building was located that happened to be located right behind their current location. It was for sale, had the right amount of space available and had one other tenant, which allowed for future growth.

"We really put Mary Anne through the ringer. We looked at so many properties within a five mile radius of our former location and changed our mind a few times as far as where we wanted our new location to be. We also threw another variable into the equation as we added a physician during this two-year time frame while losing one of our original physicians to sunny Florida. So Mary Anne really had to work with four decision makers. Mary Anne did not let time or circumstance get in the way of continuing to show us possible properties and we could not be happier with our new location. Fortunately, for our patients, we ended up in our own backyard. Thank you, Mary Anne, for all of your help. We love our new location"

—David Jolly, Practice Administrator