



## Spaulding Office Park

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— Michael Hoffman

### Spaulding Office Park • Grand Rapids, MI • Office Property

The Spaulding Office Park is owned by a local individual who has several real estate investments in the area. He hired Mary Anne Wisinski-Rosely, SIOR, CCIM, Co-Director of The Wisinski Group to market the vacant spaces for lease. Jason Makowski of The Wisinski Group was retained by a group of psychologists to relocate them into new lease facility.

One of the buildings in the park was a 5000+sqft building originally built for general office use. Mary Anne was marketing the buildings in the park for lease. Jason was working with the psychologist who needed additional space for their merging practice...a group of 8 doctors. The challenge was getting all 8 to approve the site and economics of the lease.

Mary Anne and Jason worked together to explain to both the landlord and the doctors the economics of the lease. Using the Pro Calc Lease Analysis software, they were able to demonstrate several ways to structure the lease. Since the doctors needed a significant amount of build out, the program was able to demonstrate different scenarios and ways for both parties to contribute to the build out.

The result was all eight doctors approving a seven year lease with both the landlord and tenant contributing to the build out allowance.

*“I have worked with The Wisinski Group on several projects, buying, selling and leasing properties, and they have been a delight to work with on all projects. Their attention to details is impeccable. As to the lease in Spaulding Office Park with the group of physicians, Mary Anne worked on many different scenarios in order to make the lease work for both parties. It is because of her attention to the details and analysis of different options that brought the deal together. She fully explained all options and demonstrated with the lease analysis software the one that worked best for me and the tenant. I am now a very happy landlord with a great lease in place!”*

—Michael Hoffman