



Landlord / Owner Representation Case Study

First Industrial Realty Trust

Challenge

First Industrial's challenge was to bring their mostly vacant 180,000 SF industrial portfolio in Noblesville, Indiana to market occupancy levels of 85% or greater. The age of the building, low clear heights and no office entry features detracted from the building's appeal to potential tenants.

Solution

Steve Schwegman and Andrew Morris devised a full marketing plan, which included aggressive prospecting and capital improvements to the facility. They aggressively pursued active deals in the marketplace, and brought the entire portfolio to 100% occupancy in six months via three new transactions. More than 57,000 SF was leased without an outside broker.



First Industrial is one of the nation's largest owners of industrial real estate with over 84 million square feet in 25 markets coast to coast. First Industrial has been particularly active in Indianapolis with recent acquisitions of Interchange Business Park and North by Northeast IV.