

NEWS RELEASE

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SEQUOIA'S LEASE HELPS OWNER OFFSET COSTS DURING SELLING PROCESS

MENTOR, OH – July 2008 Sequoia Realty's agent Henry Schneps recently leased an 8,000 square foot industrial space in Maple Hts. The 14300 Industrial Parkway property is currently up for sale as well.

"Sequoia Realty doesn't just list and market properties," explains president Rick Ferris. "We focus on what's in our client's best interest and how to achieve our goals in a timely manner. That requires going beyond a sign and some showings." Ferris said that in this particular case the building needed some cosmetic cleanup and a little TLC.

"We helped guide the owner as far as what improvements she would need to make in order to attract a qualified buyer," Ferris added. "Then, to offset her costs, we found her a tenant that agreed to occupy the space on a month to month basis until we found her a buyer."

The current owner put over \$35,000 into the space updating with new paint, landscaping, remodeled bathrooms, parking lot overhaul, along with window and light fixture replacements. Schneps emphasized that their diligent search for a buyer continues.

"The building offers almost a thousand square feet of office space in addition to the warehouse," Schneps said. "It also has drive-in doors and docks with 13-foot clearance and 3-phase power. We are working hard to bring our client some viable candidates in the near future."

Established in 1990, Sequoia Realty Corp. is Lake County's only real estate brokerage firm to focus exclusively on the sale, lease, and auction of retail, office, industrial and investment property. **For further information, please call Rick Ferris at 440.946.8600 or e-mail Rick@SequoiaRealty.com or visit www.SequoiaRealty.com or www.RealtyNEO.com.**

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