



COMPASS COMMERCIAL, ITRA GLOBAL

Providing commercial real estate services by advocating for our corporate clients' interests and increasing their profits.

State of Michigan Success Story

The Compass Commercial Difference:

Your Advocate:

We represent only tenants and users of commercial real estate—never landlords or developers.

Your Expert:

Our team of seasoned professionals negotiate on your behalf, lowering your cost. We use our years of experience to leverage your negotiating power.

Your Local & Global Representative:

We provide broad geographic coverage and seamless representation in multiple markets through offices around the world.

Your Trusted Advisor:

You will always receive objective, unbiased advice. Our team will save your hours of time researching, conducting negotiations and other services on your behalf.

The Challenge:

The State of Michigan needed a new location for their Secretary of State office in St. Clair Shores, because the location under lease did not have enough parking for their visitor. The State had outsourced their real estate acquisitions to 5 commercial real estate companies operating in Oakland County, including Compass Commercial. Originally, assigned this project, Friedman was not able to find an acceptable location. Compass Commercial was then asked to find a location within the same search area.

What We Did:

We used three methods to identify potential buildings. First, we completed a search on [Costar and Cpix](#); sent an email to all agents plus a list of developers across the metro area; then the search ring was driven. Calls were made to all potential prospects. Zoning was researched to make sure all submitted sites met the city's zoning criteria.

The Results:

We found 5 buildings that had not been submitted initially when the request for proposal was sent out.

We set up a tour for the State's team. Two of the 5 submitted sites were visited, and a build-to-suit at 18801 E. 9 Mile, Roseville, Michigan was chosen.

- The new location had twice as much parking as the prior location.
- The building was built to the State's specs.
- The rental rate was less expensive than the other submitted sites.



Need some help? Just call us at 248.817.5400

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