

Mission Accomplished
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Finding the right building where a company can operate at its full potential and efficiency is paramount in order to run a successful business. Perhaps your current building supports your operational needs but does it allow you room to improve and grow your services?

In the case of Kitchen Concepts Plus, they were operating out of two separate buildings, one for their office/showroom on Eastern Shore Drive and one for their workshop on Snow Hill Rd. When I listed the 14,000 SF office/warehouse building (former Go Glass) at 805 Snow Hill Rd, it became an obvious solution for Kitchen Concepts Plus to be able to consolidate their operations into one, larger facility, and eliminate the cumbersome back and forth between buildings.

While the former Go Glass property checked just about all of boxes, there was still the daunting prospect of trying to sell two commercial buildings and avoid the potential risk of carrying three buildings at one time. Once Kitchen Concepts Plus decided to pursue their new Snow Hill Rd building, we began diligently marketing their two properties to ensure the most timely turnaround possible.

Through a combination of concentrated marketing efforts, networking, and a little bit of luck, we were able to successfully close on both of Kitchen Concepts Plus' former buildings within months of the acquisition of their new location. This quick transition allowed for minimal carrying costs and enough time for a transition to their new location. I was pleased to represent Kitchen Concepts Plus in the sale of both of their buildings as well as in the purchase of their new facility. We successfully marketed 1001 Eastern Shore Dr (a 5,500 SF showroom /office/ apartment building) as well as 602 Snow Hill Rd (a 6,000 SF production facility). Both properties are now home to new users.

Kitchen Concepts Plus is one of the leading full-service kitchen and bath dealers on the Delmarva Peninsula. They were founded in 1991 to manufacture high quality display furniture for top US retailers like Macys, Kohls and Polo. From those roots, they evolved to deliver that same high level of quality in their products and remodel services for homeowners, contractors and developers across the Eastern Shore of Maryland, Delaware and Virginia. Their mission is to be the very best kitchen and bath company on the Shore offering the best value for our clients, the best work environment for our staff and the best partnership with our vendors.

It was a pleasure to work with Mike and Amy Donohue, owners of Kitchen Concepts Plus, on the three transactions. Mike and Amy said, *"We appreciate John's guidance and expertise through the process of purchasing our new building and selling both of our former properties. We were impressed that John was able to sell not only one, but both of our former buildings in a timely manner, within months of purchasing our new building. With John's help we were able to make a seamless transition into our new location on*

Snow Hill Rd. If you are buying, selling, or leasing commercial real estate, we would highly recommend using John as your Advisor." I appreciate their faith in myself and SVN-Miller and look forward to their future successes and growth on Snow Hill Rd.