

**Industrial Investment Opportunity Secured**  
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In today's market, commercial asset classes have been impacted in different ways by the COVID-19 pandemic. Many investors seeking to grow their real estate portfolios have become laser focused on the industrial product type with the growth in the manufacturing and distribution arenas and less volatility and uncertainty in the overall business longevity.

In April of 2019, Baltimore based Kraus Development purchased the office/warehouse flex complex on Naylor Mill Rd. Since the sale, they have made extensive renovations to the property including an upgraded parking lot, new roofs, and new landscaping/building facades. In just over a year, SVN in cooperation with the brokerage community has fully leased the complex to a variety of different users occupying over 30,000 SF. With the stabilization of their latest purchase, they were open to the opportunity of pursuing another investment opportunity if the right deal became available.

Venture Business Park, on Venture Drive in Seaford just across the street from the regional FedEx Ground facility, features six 5,000 SF warehouses that are fully leased. Tenants leasing on the property include Brinks, Ditchwitch, Polytechnic, K Supply, and WH Metcalfe. Additionally, there is a vacant parcel that could support another 5,000 SF warehouse, offering a buyer upside. The property was a clean, well kept, industrial investment opportunity that we identified as a valuable asset to grow the Kraus Development real estate portfolio.

As these types of investment opportunities are fewer and far between, we entered into a competitive offer scenario as multiple buyers were interested and the owner had to determine which terms were most favorable. We were able to procure a successful outcome and secure the winning bid to put the property under contract and move to closing. Additionally, with one lease nearing expiration, we were able to secure a strong tenant replacement and are currently finalizing a lease to once again, achieve 100% occupancy.

The McClellan Team was pleased to represent [Kraus Development](#) in the purchase and work with listing agent, Tom Knopp of SVN-Miller, to close the deal. Gail Foltz with [Shore United Bank](#) completed the financing of the transaction and [Tomasetti Law](#) completed the settlement.

We aim to add value to all of our clients in every facets of real estate. If you are interested in learning more about commercial real estate investing, please don't hesitate to reach out to the McClellan Team at 410-543-2440 or [john.mcclellan@svn.com](mailto:john.mcclellan@svn.com) / [kelly.jeter@svn.com](mailto:kelly.jeter@svn.com).