



SUBMARKET:
Otay Mesa

PRODUCT TYPE:
Office (5,265 SF)

DEAL TYPE:
Renewal / Relocation

THE CLIENT

Brokerage & Logistics Solutions, a division of JD Group, is a leading company offering comprehensive bi-national logistics solutions with over 25 years of experience and 500K operations annually, boasting a 99% precision rate. Specializing in Mexican and American customs brokerage, 3PL, warehousing, and manufacturing services, they ensure accuracy, security, and efficiency in inventory management.

Their expertise in cross-border transportation, FTL, LTL services in the US, and effective consolidation, cross-docking, and distribution of goods in the US and Mexico make them a trusted partner for businesses looking to streamline their logistics and customs operations, providing precision, speed, flexibility, and exceptional service.

THE ASSIGNMENT

Our client needed additional space to accommodate business needs for their logistics customers. While the focus was on finding a new facility, we were also tasked to explore expansion opportunities at their current project, consisting of approximately 94,000 sf. Market conditions were in our favor as things had loosened up considerably in the Otay corridor, and there were plenty of options to consider. We toured over 10 possible sites and narrowed those down, submitting proposals to 5, including the renewal/expansion. Through our negotiations we were able drill down and focus on the ultimate subject property. It stood above the rest on proximity to border, access to freeways, visibility/signage, with a clean layout and office build. The site was also brand new and allowed them to transition from an older project with higher expenses and tired look, to a high image building with room for additional growth. In the end we were able to secure very favorable terms that included 7 months of free rent and nearly 20% rent reduction from the asking price.

THE TESTIMONIAL

“The knowledge and experience of Jeff and Mike greatly assisted us in identifying the right location for our short, mid, and long-term goals.”

Jorge Dian, CEO of BLS / JD Group Logistics



JEFF SAYWITZ

Senior Vice President, Partner
License No. 01151485
858.458.3327 [Direct]
jsaywitz@voitco.com

www.VoitTRG.com

LOCATION

9350 Airway Road,
Building 2
San Diego, CA 92154

SIZE

±119,044 SF

DEAL HIGHLIGHTS

LEASE TERM

9 Years

DISCOUNTED RENT

19% from asking rents

ADD'L CONCESSIONS

Turn-Key Office Improvements
7 Months for Rent Abatement

TOTAL COST SAVINGS AND VALUE ADDED

In excess of \$2,500,000 over
the life of the lease