

CLIENT
MACH 1

INDUSTRY
Retail / Audio and
Security Dealer

SERVICE
Commercial Lease /
Tenant Representation

The Challenge

MACH 1 has been a premier car audio and security dealer in the Twin Cities for more than 22 years. At its previous location for more than 20 years, MACH 1 was faced with a 120-day notice to vacate since the building was being redeveloped for a Trader Joe's grocery store. Well known throughout the Saint Paul area, MACH 1 needed to retain a Saint Paul location as close to its current shop as possible. The company also required a location that was properly zoned for a car stereo shop, had drive-in doors, shop space and a similar rent structure.

The Meridian Management Strategy

- Searched available properties in the Minnesota Commercial Association of Realtors (MNCAR) database;
- Broadcast e-mail of client's requirements to 400+ brokers in the MNCAR network;
- Tapped personal and professional networks to locate buildings that were not currently listed as "For Lease" and were within the geographic region selected by the client;
- Positioned Mach 1 as an established, credit-worthy tenant to potential landlords.



The Result

- Meridian Management found a suitable location for a car stereo shop with proper zoning and drive-in doors on West 7th Street in Saint Paul, approximately three miles from Mach 1's previous location;
- Meridian Management negotiated a five-year lease with the landlord on behalf of Mach 1.

About Meridian Management, Inc.

Meridian Management, Inc. is a commercial real estate company based in St. Paul, Minnesota, that specializes in providing commercial tenant representation to clients—large and small—throughout the Twin Cities metro. Since property owners pay our fees, we provide commercial tenant representation at no cost to businesses and corporations. Utilizing our years of experience as owners/investors, developers and property managers, we can help you make an informed decision on your next lease or building purchase.

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