



Tenant Representation

13790 Stowe Drive, Poway, CA



SPACE LEASED

31,293 SF

TENANT

Motion Industries

TRANSACTION

New 10 Year Term

ASSET TYPE

Industrial

CHALLENGE

The property at 13790 Stowe Drive had been struggling to find traction in the market, remaining vacant while ownership sought a long term, high caliber tenant. Meanwhile, Motion Industries required a facility that could support their operational scale and long term business goals. The complication was one of size: the building was a single 60,000 SF box, roughly twice what our client needed, and no tenant in the market was prepared to absorb the whole of it. Making it work meant demising the building into two functional halves, and until that feasibility was established, neither party could evaluate the opportunity with confidence.

ACTION

Leveraging our deep market knowledge and long standing industry relationships, we identified 13790 Stowe Drive as a strong fit for our client, Motion Industries, and brought them directly to the property. We then did the analytical work the opportunity required, studying how the building could be split so that each half stood on its own: where the demising wall could fall without compromising loading or the truck court, how the existing power service could be divided to serve both premises, and where office and yard access would sit. Satisfied that the plan was sound, we presented it to ownership and negotiated the structure, aligning our client's requirements with ownership's objective of revitalizing a building that had proven difficult to lease whole.

RESULTS

We successfully placed Motion Industries into a purpose demised 31,293 SF premises under a new 10 year lease term. The transaction resolved the property's leasing struggles by securing a high credit tenant, delivering immediate stabilization and reliable cash flow, and it left ownership with a second, readily marketable suite rather than one oversized vacancy. Our client took occupancy of a facility scaled precisely to their operation and positioned for a decade of growth.

TESTIMONIAL

"The Voit team's market knowledge and deep relationships made all the difference in our search. They brought us directly to 13790 Stowe Drive, a property that had been struggling on the market, and expertly structured a deal that gave us a perfect long term home. Their representation was top tier from start to finish."

Regional Director, Motion Industries

Brian Mulvaney, SIOR CCIM | Josh West, SIOR

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