

# Niche Marketing Agency Buys 70,000 SF Office/Warehouse

November 15, 2004



ARLINGTON, TX-A marketing agency, moving from tenant to owner, has spent about \$1.6 million for a 70,000-sf office/warehouse brought to market by 15-year owner, American National Insurance Co. of Galveston. The play

provides room to grow and a few tenants to help foot the mortgage bill.

Customized Communications Inc., a publications designer and printer specializing in women's health brochures, is remodeling one of four suites in 3401 Avenue East in Arlington, which snagged a new tenant while en route to the closing table, says Gary Walker, president of SCM Real Estate in Arlington. The firm will relocate in January from a 13,000-sf leased spot at 2001 E. Randol Mill Rd.

Walker tells GlobeSt.com that the marketing firm put the asset under contract about six months ago, but an underground tank had to be removed before the sale could close. By the time the deal delivered, the seller's broker, Brian Pafford with Dallas-based Bradford Cos., had filled the last open spot with Ground Cover Inc., setting up a 100% occupancy with the new owner's plan to take over part of the building. CCI secured a five-year balloon loan with Mercantile Bank in Arlington for the acquisition and major renovation of the 32-year-old building on 3.2 acres, according to Walker.



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