



INDUSTRIAL LEASING AND SALES

DELIVERING RESULTS FOR
YOUR BUSINESS

 **Scheer Partners**
A Reputation for Results



We Are

Scheer Partners offers a comprehensive set of commercial real estate services which are implemented and orchestrated by a fully integrated, in-house team of experienced brokers. Each department and member within it offers unique professional insight, market expertise, technical ingenuity, and the highest level of integrity to ensure our clients experience the best transaction from start to finish.

As the trusted advisors in industrial leasing and sales at Scheer Partners, we have successfully leased and sold over **4 million square feet** of industrial real estate within the Mid-Atlantic, totalling more than **\$750 million** in transaction value over 22 years. However, what drives us to succeed most is our clients' satisfaction, which is a testament to the way in which we build our professional relationships and perform our services.

What We Do

Every transaction starts with proactive communication and ends with meeting our clients' objectives. From a historical understanding of a company's roots to calculating remaining lease liability, projecting size requirements, specializing space needs and navigating budgetary constraints, we are always trying to align our clients' real estate strategy with their regional business plan.

Whether representing tenants and landlords, or buyers and sellers, our broad range of capabilities allows us to tailor a unique approach to every transaction, all while working in lockstep with our clients every single step of the way.

The demands of industrial tenants can prove more challenging and complex than those of traditional office and retail spaces. Factors such as logistical operations, customer connectivity, and supply-chain management are key components to each of our customers' success. At Scheer Partners, we not only recognize these difficult variables, we comprehend them and tailor each conversation accordingly. Our industrial professionals have over 30 years of combined experience working with industrial businesses and organizations. It is within this context that our knowledge and experience help to define our capabilities and broaden our clients' industry-specific solutions.

Recent Clients



INDUSTRIAL LEASING

Tenant & Landlord Representation

Scheer Partners recognizes and understands the complexities associated with locating, negotiating, and securing an industrial facility. Our experts have decades of experience working with businesses and organizations that lease industrial and warehouse properties.

For every one of our clients, we start with a comprehensive analysis and assessment of their requirement, followed by an initial market valuation, and a strategic campaign to facilitate quick lease ups for both tenants and landlords.



Recent Leases



ROCKVILLE SPORTSPLEX
60 Southlawn Court
Rockville, MD - 63,247 SF
free standing building.
Identified, negotiated, and secured a long-term renewal. Represented the tenant in the transaction.



DOMINIQUE DAWES GYMNASTICS ACADEMY
22530 Gateway Center Drive
Clarksburg, MD & 5622
Randolph Road, Rockville, MD - Two 21,000 SF indoor recreation facilities for the former olympian.



STEINWAY & SONS
11611 Old Georgetown Road, Bethesda, MD
10,000 SF retail facility.
Successfully landed within desired demographic requirements. Represented Steinway & Sons in the transaction.



PBI RESTORATIONS
4980 Wyaconda Avenue,
Bethesda, MD - 12,500 SF
facility with exceptional signage and parking capabilities for PBI Restorations. Represented the landlord in the transaction.



BELTWAY GLAZING
12201 Indian Creek Court,
Beltsville, MD - 21,061 SF
high bay manufacturing facility with convenient access to major highways. Represented Beltway Glazing in the transaction.



MONTGOMERY COUNTY GOVERNMENT
1500 E. Gude Drive,
Rockville, MD - 21,400 SF
flex facility. Represented Montgomery County Government in the transaction.



POSNER INDUSTRIES
22451 Shaw Road, Sterling, VA - 13,090 SF facility relocation following Dival Safety's acquisition of Posner Industries' regional operation.



BALDINO'S LOCK & KEY
7400 Fullerton Road, Lorton, VA
24,000 SF corporate HQ relocation and expansion, including the consolidation of multiple business entities. Represented Baldino's Lock & Key in the transaction.

INDUSTRIAL SALES

Buyer & Seller Representation

The industrial sales market is becoming more and more competitive with capitalization rate compression. With recent increases in both interest rates and inflation pressure, expected competition to find and secure industrial acquisitions require in-depth market knowledge, expertise, and relationships - all of which we excel at due to our niched industrial experience.

Recent Sales



5521 LANDY LANE & 5510 DORSEY LANE BETHESDA, MD

Represented the Simpson family in their portfolio sale. This 2-building portfolio, totalling 22,000 SF, comprised of retail / flex and traditional warehouse.



18001 BOWIE MILL ROAD ROCKVILLE, MD

Represented the purchaser on a tight budget and challenging requirement. Seeking small warehouse and land for their product, we searched & secured their 5 acre site within their budget.



5851 AMMENDALE ROAD BELTSVILLE, MD

Represented Tiger Auto Parts on the acquisition of this 40,502 SF distribution facility. Successfully negotiated a challenging sales market with a Canadian company to secure their 2nd US facility.



5451 RANDOLPH ROAD ROCKVILLE, MD

Represented Parkway Custom Dry Cleaning in their acquisition and relocation to this 42,000 SF retail / warehouse facility.



3827 PLYERS MILL ROAD KENSINGTON, MD

31,000 SF multi-tenant industrial building together with 15,000 SF of leasing prior to closing.



1700 EAST GUDE DRIVE ROCKVILLE, MD

12,000 SF free-standing building sold to a user investor.



12111 PARKLAWN DRIVE ROCKVILLE, MD

30,150 SF free-standing industrial conversion project. Represented the buyer.



668 LOFSTRAND ROCKVILLE, MD

Represented the seller and buyer for this 25,125 SF warehouse / office building.

MEET THE EXPERTS



Marek Rich
Principal / Director of Industrial Leasing & Sales

Marek Rich is a 20+ year veteran in the commercial real estate industry.

Marek's professional expertise is in industrial services with a focus on the leasing and sales of warehouse and flex space properties. He has worked with both tenants and landlords, and represented buyers and sellers throughout his career, specializing in services such as facility and strategic planning, financial and portfolio analysis, market evaluation, and high-level deal execution.

Marek has closed leasing and sales transactions over \$500 Million.



Aaron Gambini
Senior Vice President

Aaron Gambini has represented both tenants and landlords in biotechnology, office, and industrial market segments, to name a few.

Aaron's experience and expert customer service ensures quality communication and representation through the transaction process. His in-depth knowledge of the markets he serves allows him to create superior opportunities for his clients.

Since joining Scheer Partners in 2012, Aaron has closed leasing transactions valued at over \$100 Million.



Nick Pugh
Senior Associate

Nick Pugh joined Scheer Partners in 2020 to help grow the Industrial Leasing and Sales Operation throughout the Mid-Atlantic. He has represented tenants, landlords, buyers, and sellers of industrial and flex properties, primarily in DC, Maryland, and Virginia.

Nick is actively involved in his community and currently serves as a Board Member for The Cystic Fibrosis Foundation's DC Metro Chapter. Nick comes from Aston Carter, where he managed a team of recruiters, and sold accounting and financial consulting services.

“Scheer Partners' Industrial Team was instrumental to Posner Industries during our search for a new facility. Our business is growing and the work force is changing. We desired a space to expand the warehouse and showroom, making us more efficient to customers while also adding square footage for a modern workspace for our employees. Nick and Marek found that space despite the tightest commercial real estate inventory in recent memory. Their expertise in the market, negotiation skills and terrific work ethic also allows us to stay comfortably within budget AND enjoy the upgrades.”

JOHN LOWERY
POSNER INDUSTRIES

“Thanks to the Scheer Partners' Industrial team for helping Baldino's Lock & Key co-locate our Electronic Security & Commercial Door Division, from two separate spaces of 10,000 square feet to a combined space of 30,000 square feet, inclusive of both office and warehouse space. The improved operational efficiency, parking spaces for all, and loading dock access will make our companies much more profitable”

MARK BALDINO
BALDINO'S LOCK & KEY

INDUSTRIAL LEASING AND SALES SERVICES

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