

Southern Tire Mart

Norcross, GA

Michael Bennett
Acquisition



About the Client

Southern Tire Mart is the largest and top-rated commercial tire dealer in North America. They have over 80 locations ranging from Florida to Nevada. STM also supplies passenger car tires along with truck repair services, including; brake repairs, wheel alignments, steering and suspension system repairs, cooling system/radiator services, retreading service and roadside assistance.

Space
67,000 SF



Objectives

Southern Tire Mart engaged Michael Bennett, Vice President of Industrial Services for Cresa, to solve for the following requirement:

- Double the size of their current location.
- Relocate within 3 miles of the current facility to maintain the existing workforce.
- Must find landlord willing to allow truck maintenance and tire changing inside of the building and in the truck court.

Industry
Commercial Tires

Results

Through Cresa's Occupier-Only Proposal Process, Michael was able to attain the following results for Southern Tire Mart:

- Negotiated favorable terms for client by leveraging market knowledge and creating competition between Landlords in the market.
- Secured STM's favorite choice of available sites, over a national credit tenant.
- Doubled STM's footprint and truck court in the new 67,000 SF facility.
- New facility located within two miles from the current space - no employee loss.

"Michael was extremely responsive and had our best interest at heart during the negotiation process. He worked very hard to get STM the space we needed"

**- David Tolbert,
Executive of Sales**