



4241 Old US Hwy 27 S | Gaylord, MI 49735





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EXECUTIVE SUMMARY

Graystone Capital Advisors is pleased to present 4241 Old US Hwy 27 S, Gaylord, MI 49735 — a 12,724-square-foot office building on 1.35 acres, fully leased to Wade Trim and Huron Pines. Both tenants hold gross leases running to 2030 with 3.0% and 3.5% annual increases, giving a 5.29-year weighted average lease term and \$145,296 of in-place net operating income.

PRICING

Offering Price	\$1,417,500
Cap Rate	10.25%
Net Operating Income (Yr. 1)	\$145,296

KEY FACTS

Building Type	Office
Rentable Building Area (RBA)	12,724 SF
Land Area	1.35 Acres
Price/SF	\$111.40
Rent/SF/Yr	\$17.06
% Leased	100%
Lease Type	Gross
Lease Term	Through 2030
Rent Commencement	5/1/2015 & 1/1/2021
Rent Increases	3.0% – 3.5% Annually
Renewal Options	None Remaining



PROPERTY HIGHLIGHTS

100% Leased to Two Established Tenants

The 12,724-square-foot building is fully occupied by Wade Trim Group and Huron Pines, both of which have held space here since 2015. Neither lease carries a remaining renewal option.

Contractual Rent Growth Every Year

Wade Trim's rent escalates 3.0% annually and Huron Pines' 3.5%, lifting in-place rent of \$17.06 per square foot each year of the remaining term without further negotiation.

Gross Leases With Defined Responsibilities

Taxes and insurance sit inside base rent. The landlord maintains structure, roof, parking areas and exterior glass; each tenant maintains its own interior and any supplemental HVAC.

Durable, Well-Kept Construction

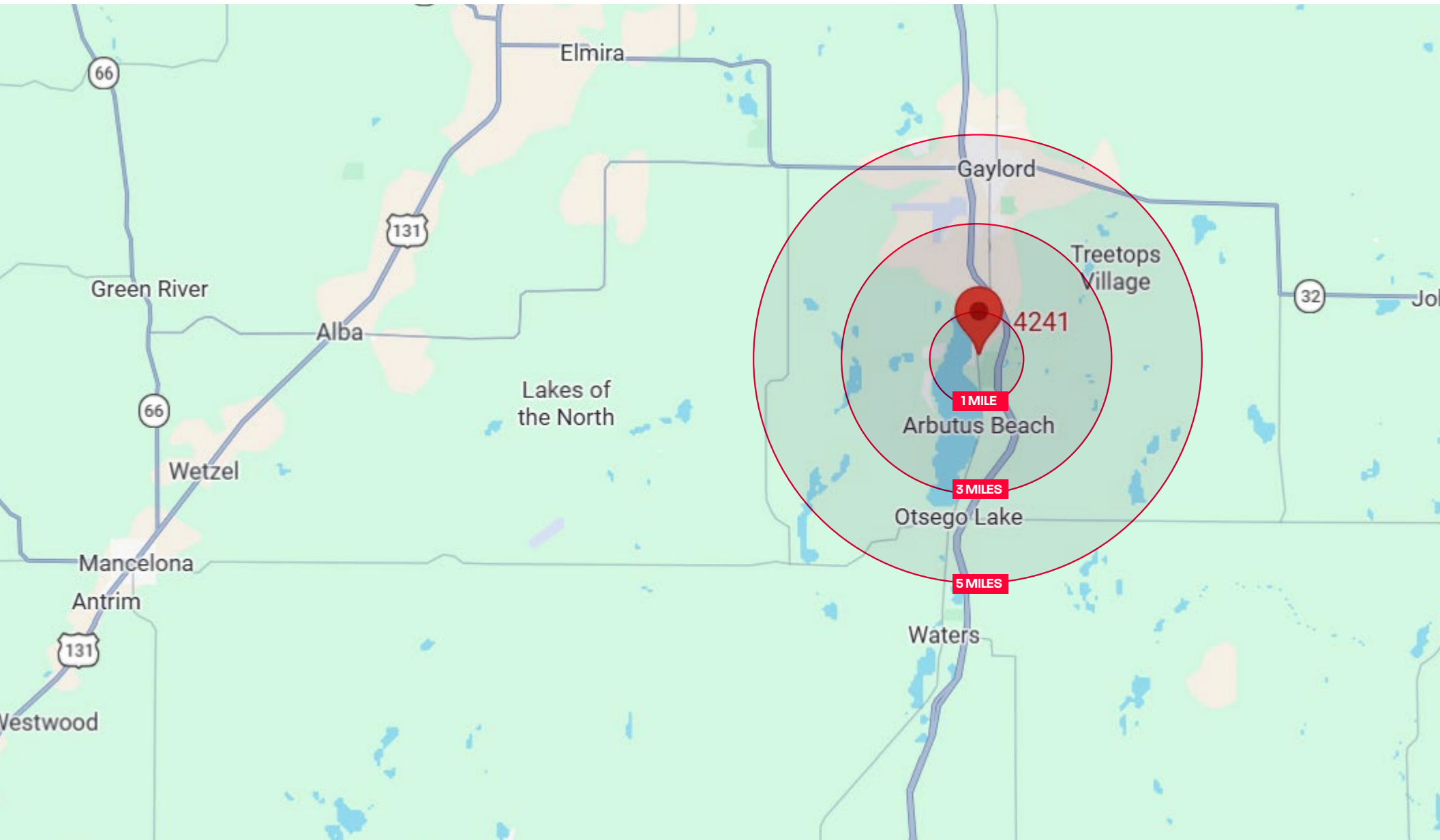
Built in 2000 of masonry and steel on 1.35 acres, with the roof reported in good condition and surface parking wrapping the building.

Established Northern Michigan Position

Gaylord sits at the center of the northern Lower Peninsula on the I-75 corridor, serving as the commercial hub for tourism, healthcare, government and professional services across Otsego County.



AREA MAP



INCOME & EXPENSES

2026 PRO-FORMA

INCOME

Wade Trim Group Inc	\$147,997
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Huron Pines	\$61,831
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Huron Pines - Annex	\$8,799
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RENTAL INCOME TOTAL	\$218,627
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Other Income

CAM Reimbursement	\$0
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Additional Income Total	\$0
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TOTAL INCOME	\$218,627
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OPERATING EXPENSES

Repair & Maintenance	(\$7,117)
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Utilities	(\$15,982)
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Management Fees	(\$10,842)
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Insurance	(\$5,037)
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Taxes	(\$17,794)
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Landscaping & Snow Removal	(\$13,894)
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Other CAM Expenses	(\$2,666)
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TOTAL OPERATING EXPENSES	(\$73,332)
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NET OPERATING INCOME	\$145,295
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DRONE AERIAL



DRONE AERIAL



NEIGHBORHOOD AERIAL



Aerial by:
**SUBJECT
RUNNER**
Imagery:
Nearmap

MARKET AERIAL



TENANT OVERVIEW



Wade Trim — National Engineering Practice

Over 700 staff across 23 offices in civil engineering, planning, surveying and environmental science; a Top 500 Design Firm. Occupies 8,640 SF, 67.9% of the building.

WADE TRIM

Guarantor	None
Lease Start Date	January 1, 2021
Lease Expiration Date	December 31, 2030
Renewal Options	None Remaining
Base Rent	\$12,333.08 / month
Rent Escalations	3% annually
Expense Structure	Gross
Taxes	Included in base rent
Insurance	Tenant maintains fire and liability insurance
Maintenance & Repairs	Tenant interior; landlord exterior and parking
HVAC Responsibility	Landlord standard systems; tenant supplemental
Roof Responsibility	Landlord



Huron Pines — Regional Conservation Nonprofit

Founded in 1973 to protect Northern Michigan's water and land through local partnership and education. Occupies 4,084 SF across suite and annex, 32.1%.

HURON PINES

Guarantor	None
Lease Start Date	May 1, 2015
Lease Expiration Date	April 30, 2030
Renewal Options	None Remaining
Base Rent	\$5,752.08 / month
Rent Escalations	3.5% annually
Expense Structure	Gross
Taxes	Included in base rent
Insurance	Tenant provides liability and property cover
Maintenance & Repairs	Tenant interior; landlord exterior and parking
HVAC Responsibility	Landlord standard systems; tenant supplemental
Roof Responsibility	Landlord

RENT ROLL

Tenant	SF Occupied	%	Lease Start Date	Lease End Date	Lease Rate Type	\$/SF/Yr	Monthly Rent	Annual Rent	Annual % Escalations	Options Remaining
Wade Trim Group Inc	8,640	67.90%	11/1/2015	12/30/2030	Gross	\$17.13	\$12,333	\$147,997	3.00%	None Remaining
Huron Pines	3,584	28.17%	5/1/2015	4/30/2030	Gross	\$16.86	\$5,035	\$60,421	3.50%	None Remaining
Huron Pines - Annex	500	3.93%	5/1/2015	4/30/2030	Gross	\$17.20	\$717	\$8,599	3.50%	None Remaining
Total	12,724	100.00%				\$17.06	\$18,085	\$217,017		



MARKET OVERVIEW

Gaylord anchors Otsego County at the center of Michigan's northern Lower Peninsula, where I-75 carries the region's north-south traffic. The property sits on the Old US-27 corridor four miles south of downtown, close to the interchange.

Regional Commercial Hub

Gaylord draws retail, healthcare and government demand from across the northern Lower Peninsula, well beyond its own population.

Interstate Access

The I-75 interchange sits just south, linking the corridor to Detroit, Traverse City and the Straits of Mackinac.

Year-Round Economy

Golf and lake tourism in summer, snow in winter — two seasons of demand rather than one, which steadies occupancy.

Continued Public Investment

MDOT began reconstructing the I-75/M-32 interchange, including bridge replacement, in fall 2025.

KEY FACTS

Otsego County Population	25,584
Median Household Income	\$68,183
Total Households	11,231
Highway Access	I-75 / BL I-75 / M-32
Downtown Gaylord	4 Miles
Traverse City / Detroit	58 / 230 Miles





FOR MORE INFORMATION, PLEASE CONTACT

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