

## SAGE TITLE

SALISBURY, MARYLAND

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When Sage Title made planned to move and expand operations from Easton to Salisbury, they turned to developers they trusted. Gillis Gilkerson went on the hunt for office space to lease that would fit their needs. As many know, it's not always a one-size-fits-all scenario when it comes to finding office space that fulfills the end users desired layout, flow and functionality - and fits their business model.

"They did a lot of the leg work," said Jennifer Thompson, Eastern Shore regional director for Sage Title. "I told them where the base of my book of business was coming from and approximately how much space I needed and they came up with a list of properties that was concise and very much in line with our perimeters."

"We didn't find space for lease on the market that fit their needs but that didn't mean we couldn't create it," said Chris Gilkerson, Gillis Gilkerson. "We identified 1304 South Division Street as the solution. We purchased the property and renovated the vacant 2,000 square foot unit and leased it to Sage Title."

Gillis Gilkerson completed the designs, permitting, approvals and construction on behalf of Sage Title and worked closely with their corporate construction team to ensure the end product met their standards.

"I will admit, I was apprehensive when I first saw the space because it looked like it was stuck in the 80's. Gillis Gilkerson made me see that it was not out of the realm of possibilities to transform it into a space that would fit our new image. When it came down to it - the location, accessibility and price was perfect."



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