



**Joe Blachy**

Owner / Broker

316 E. Mitchell St.

Suite 5

Petoskey, MI 49770

231-409-9119

joe@joeblachy.com

www.petoskeyREgroup.com

**COMMERCIAL REAL ESTATE AND DEVELOPMENT PROJECTS  
SOLD, CREATED, INITIATED AND/OR DEVELOPED BY**

**JOE BLACHY**

- 2020 LISTED AND SOLD 1992 Harbor Petoskey Road, \$249,000.**
- 2020 LISTED 1323 US-31 Hwy., SOLD within 2 months, \$255,000.**
- 2019 LISTED AND SOLD Indian River Motel, which was in very poor condition, \$190,000.**
- 2019 LISTED AND SOLD former PUMCO building on M-119. Arranged for special deal for Habitat for Humanity which is now sub-leasing two of the spaces. \$1,350,000.**
- 2019 LISTED AND SOLD multi-family building in Harbor Springs, \$310,000.**
- 2018 LISTED Investment Property at 316-318 East Mitchell in downtown Petoskey for \$1,325,000. SOLD to an Investor within one week for \$1,315,000.**
- 2018 SOLD car dealership property on US-31 South in Petoskey to new golf cart business.**
- 2018 SOLD industrial property on West Conway Road in Petoskey.**
- 2018 SOLD Grand Traverse Pie Company business assets to Grain Train Co-Op.**
- 2018 Lease for 101 Cemetery Road in Petoskey.**
- 2017 Lease for Charlevoix Road property.**
- 2017 Listed car dealership property on US-31 South in Petoskey, next to fairgrounds.**
- 2017 Negotiated difficult Option Purchase for local business/factory owner.**
- 2017 Listed industrial property on W. Conway Road in Petoskey.**
- 2016 SOLD all leftover lots in Walloon Meadows to builder/buyer.**

- 2016** Created relationship and SOLD 240 acres on Maxwell Road to Conservancy.
- 2016** Lease for 101 Cemetery Road. in Petoskey.
- 2016** Lease for 318 E. Mitchell Street in Petoskey.
- 2015** Listed Commercial building on Rice Street, which was SOLD within 2 weeks of listing, for a long-time Client.
- 2015** Negotiated successfully for 22-acre Commercial Property, adjacent to Harbor Springs Airport, as a BUYER BROKER for a long-time Client.
- 2014** Assisted long-time Client as BUYER BROKER in “engineering” tricky acquisition of Industrial Property within the City of Petoskey.
- 2014** Listed and SOLD Commercial-Industrial building in Petoskey Industrial Park.
- 2014** Negotiated 6 different Commercial Leases as Listing Agent or Lessee Representative.
- 2014** On behalf of Harbor Watch Condo Association “imagineered” and structured deal with the County and City for 31 Building Sites in Harbor Watch, which had previously been subject to continued litigation, Tax Foreclosure and Tax Auction. Deal was very favorably resolved in favor of Harbor Watch. (I am an owner and live in Harbor Watch.)
- 2013** SOLD my listing of the 200 acre Conservancy property with house in the Cheboygan area.
- 2013** SOLD Dollar General Store in Traverse City, as a BUYER BROKER, serving my Investor. Excellent Triple Net (NNN) investment property, with little management involvement needed. Excellent return on investment with a CAP Rate of almost 10%, with guaranteed increases in the future.
- 2013** SOLD Harbor Plaza Shopping Center, as a BUYER AGENT, for a long-time Client. This is the big center which adjoins the Harbor Springs Airport. My Investor was looking for an outstanding investment. We negotiated to reduce the listed price by about 40% which will generate a CAP Rate of over 12% immediately, with improvement in sight.
- 2013** Listed and SOLD Town and Country Cedar Homes Commercial Property. This was on the market for a long time with another Broker. I listed it in August and it was UNDER CONTRACT in September 2012. (\$595,400)
- 2012** SOLD TWO UNITS IN Lakeside Ridge in a newly acquired area of a quality community named Harbor Watch Condominiums in Petoskey. The new Developer bought 6 units out of foreclosure. I sold the units

**in spite of the fact that they were not 100% completed and no model had been created.**

- 2012 Listed and Sold Commercial Building Site for doctor's offices on Lake Grove Road for \$155,000.**
- 2012 Listed and Sold Commercial Building in Fotchman Industrial Park.**
- 2012 Negotiated and Closed 10 Lease Deals for Commercial Properties.**
- 2011 Commercial Lease on Greenwood Cemetery Road.**
- 2011 Commercial Lease of 316 E. Mitchell Street.**
- 2011 Commercial Lease on Old Tannery Creek Road.**
- 2011 Commercial Lease on Rice Street.**
- 2011 A client was "stuck" with an investment in two Harbor Watch Condos (one unfinished) that he had held for about 4 years. I sold both within three months, generating both selling side and listing side. (\$431,000)**
- 2011 A client asked me to find the right kind of property for a horse farm and Sport Horse training facility. After researching the market, we targeted a suitable property and negotiated a deal. (\$200,000)**
- 2011 During a visit as a patient to Dr. Jarvi, Ophthalmologist, I noted that he had a large vacant space in his very nice office building. I structured the environment to sell it off as a Condo, and sold it to a group of local doctors. (\$335,000)**
- 2011 HARBOR PARK MINI WAREHOUSE with 640 rental units went through foreclosure and was being managed by a downstate management firm. Since I felt that it was one of the "best ever" investments in our Northern Michigan rea I pursued the ability to sell it (as it was not listed in our MLS) and created a financial analysis for my potential Buyers. After contacting many potential investors I sold it to one of my clients who is very happy with this significant purchase. (\$1,950,000)**
- 2011 Listed former PUMCO building and assisted in negotiating long-term lease with SEARS, ROEBUCK AND COMPANY.**
- 2011 Local Contractor-Manufacturer engaged me to find a building suitable for his multiple activities and outside storage. I found the perfect property and assisted in negotiating a Land Contract with a small down payment.**
- 2011 Listed and SOLD Continental Plastics Industrial building east of railroad tracks. Traverse City Distributor asked me to assist him in finding the best possible site in Petoskey. (\$200,000)**

- 2010** In order to “lure” KLINGMAN’S to the PUMCO property for a long-term lease or purchase I arranged for a short-term lease of the property.
- 2010** Sold 2076 Harbor-Petoskey Road commercial building to Elaine Keiser who will renovate and utilize as her new office building.
- 2010** Listed and sold (via a difficult “short sale”) 1011 Old Tannery Creek Road, and office and rental property. I also guided the buyer in obtaining financing.
- 2010** Sold my listing of 410 Howard Street building in Petoskey. (\$335,000)
- 2010** Commercial lease on Harbor-Petoskey Road.
- 2010** Commercial lease for over \$110,000 for Chase Bank building in Petoskey.
- 2010** Commercial lease for over \$120,000 for property on Cemetery Road.
- 2009** Created NEW office building for HARBORSIDE SPORTS AND SPINE. I worked as a BUYERS AGENT consulting with Dr. Wang to find an excellent site at a very competitive price and then referred the best possible contractor to help him design and build the building he desired. I also consulted for the Doctor and multiple financial institutions to secure extremely favorable financing.
- 2009** Listed a newer 12,000 sq. ft. commercial building on M-119.
- 2009** Listed 3 commercial properties on M-119 for Lease or Sale.
- 2009** Listed investment property in Bear Creek Township next to Bay View.
- 2009** Co-Listed a 134 unit motel in Petoskey.
- 2009** Listed a 3700+ sq. ft. newer office condominium for lease or sale.
- 2008** Listed and SOLD in less than 3 months a retail building with 2 apartments at 923 Emmet Street that the owner had on the market for 2 years.
- 2008** SUPREME CARPET SHOPPING CENTER, consisting of 4 parcels. Listed for \$1,995,000 and structured a fair Lease-Option Agreement.
- 2008** Listed and SOLD commercial office condo in the “woods” off M-119 to Stefan Scholl for an attorney’s office.
- 2008** Listed and SOLD ARTISAN’S GALLERY on US-31 North. (\$495,000)
- 2008** Listed CONTINENTAL PLASTICS FACTORY. 87,000 sq. ft. on 4.34 acres.

- 2008** Arranged the lease for the new GOODWILL store next to the movie theater and Home Depot in Petoskey.
- 2007** OLESONS FOOD STORES. US-31 North Center, across from KRING CHEVROLET. I had the listing with almost 500 feet and 4 acres on US-31, just north of Petoskey. The buyer needed additional frontage and 2 more acres. I arranged to list 3 more parcels of land and finalized the deal which closed in November 2007. (\$1,585,000)
- 2007** CYGNUS-MCLAUGHLIN FACTORY, by the football stadium. BUYERS Bob and Debra Waugh engaged me as their BUYERS BROKER to assist them in finding the right property for their business. This was quite interesting and challenging, because their Business Plan was evolving as we were reviewing properties. We structured an excellent LEASE-OPTION-TO-BUY Contract.
- 2007** HOLY CHILDHOOD OUTLET STORE. Arranged the lease for 6000 sq. ft. store in my PUMCO warehouse listing.
- 2006** BAY TENNIS AND FITNESS, located between Petoskey and Harbor Springs. This was a property in distress. I listed the property, found the buyer, and negotiated the deal (mutually beneficial to the Buyer and the Seller) to complete the transaction. Tom Behan then created a wonderful “first class” facility out of the “rubble”.
- 2005** ROTARY PARK. Sold commercial development project across the street from the old Holiday Inn on the same day as listing it. (\$575,000)
- 2005** PETOSKEY-EAST, a 130-unit “Victorian Village” just outside the City of Petoskey. I obtained all approvals and sold the development to a buying group from Traverse City. (\$600,000)
- 2004** MEDICAL/OFFICE COMPLEX. SELLERS AGENT for 5.11 acres adjacent to Petoskey’s Northern Michigan Hospital. I had the property under contract, but the seller exercised his right to sell to the hospital.
- 2004** BAY VIEW COUNTRY CLUB. Created concepts and initiated project to trade “lower” half of present Bay View Golf Course for new golf course and club house while creating commercial development and residential building sites on the highway. Represented SELLER of adjoining 142 acres. Membership declined to follow plan.
- 2004** BIRCH FALLS CLUB, Atlanta, Michigan. Represented SELLER and worked very closely with buyers in creating a very complex Purchase Agreement for this 800 acre property. Land was sold for 3 times the market value. I created initial marketing and development concepts for 495 home, golf, and resort home complex. I was offered (but declined) the opportunity to market the 495 building sites.

- 2002** Created a “need” with potential buyer and sold a 15-unit land parcel for a “starter homes” project on Mitchell Road. Buyer sold it out with new homes in about 4 years.
- 2001** **KIERAN COURT, Petoskey.** This 5 home development (named for my grandson) within the City of Petoskey is owned by me. Three homes have been built and sold, and we are marketing the other 2 lots.
- 2000** **HARBOR WATCH.** A “first class” \$60 million condominium PUD complex within the City of Petoskey. Sixty-five of the 125 units are sold and/or written as of this date. I represented the BUYER in creating initial concepts and created excellent “low down-payment” approach to buying the development land.
- 1998** **MITCHELL HILLS.** Upscale 12-site residential development just outside of Petoskey. Residence and acreage was available by another Realtor. I invested in creating development concepts and documents, and then sold development property to a builder. Created a team to build and sell spec home. Created and sold a second spec home for \$500,000+.
- 1997** **BIRCHWOOD COUNTRY CLUB.** John Septic attempted to sell remaining development land for many years. I created a concept for condo development and sold it to Foster Construction who has successfully developed since that time. I also created option that allowed Foster to buy additional land for further development.
- 1994** **BAY HARBOR.** I was the DEVELOPER for the FIRST home to be completed anywhere in Bay Harbor. My team from Puff’s designed and installed all of the interior finishes, INCLUDING Kitchens and Baths. Located in the Bluffs community, this home is currently valued at about \$1,400,000.
- 1991** **PUFF’S KITCHEN DESIGN CENTER.** One of the finest kitchen and bath design centers in the United States. I developed the building concept and worked with the architect and builder to design and build the building. I led the Puff’s design team to create and install truly unique quality kitchen and bath displays, including National Award winners.
- 1990** **PUFF’S SERVICE AND WAREHOUSE CENTER.** Developed, built, and remodeled 20,000 sq. ft. center which also included a large upholstery store featuring “popular priced” products.
- 1985** From 1985 through 1996 I worked with developers, designers, and marketing teams throughout Northern Michigan to create kitchens, baths, and complete interior packages for hundreds of condominiums and resort homes. At one point, Puff’s had models in 12 different developments from Crystal Mountain to Grand Traverse Resort to Harbor Springs.

- 1981 **PUFF'S HOME FURNISHINGS, KITCHEN AND BATH DESIGN CENTER.**  
Managed design team that created 18,000 sq. ft. kitchen, bath, and  
furniture Design Center.
- 1976 **BLACHY SUBDIVISION.** Created a 3-home residential development in  
Winfield, a Chicago suburb.

**FOR FURTHER INFORMATION PLEASE CONTACT**

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Call anytime between 7 am and 10 pm – 7 days a week

E-Mail: [joe@joemblachy.com](mailto:joe@joemblachy.com)

Website: [petoskeyREgroup.com](http://petoskeyREgroup.com)

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316 E. Mitchell St., Ste. 5  
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