



HIGHLIGHTS

- State-of-the-art
- Retail showroom
- 60,000 square feet
- Sale leaseback solution
- 7 acres Dover DE



DEAL STORY

Johnny Janosik World of Furniture is a familiar family business name known for being the “Longest Store on the Shore with the Shortest Prices.” Since 1953 the company has expanded and grown to be the largest independent retailer in the area and among the top 100 furniture stores in the United States.

In 2015 Janosik decided to consolidate their two Dover locations into one 1st class, state-of-the-art furniture store. Johnny Janosik knew further expansion and growth in the Kent County market was inevitable. Through David Wilk at SVN Miller Commercial Real Estate, Gillis Gilkerson approached the business and spent several months negotiating a lease from the Janosik family.

In due course, the development team signed a sale leaseback agreement to purchase seven acres of land along Rt. 13 in Dover from the Janosik family to build a 60,000 square foot building for Johnny Janosik World of Furniture.

“The Johnny Janosik family made the business decision that their capital is better utilized to purchase furniture than to purchase real estate. Gillis Gilkerson stepped in and provided a comprehensive real estate solution. From start to finish, we worked through the entire planning, approval and construction process on behalf of Johnny Janosik”

-Brad Gillis



“The Gillis Gilkerson team was a tremendous resource during this process. They did all of the heavy lifting in regards to the development of our new store so we could focus on our core business; selling furniture”

-David Koehler, CEO, Johnny Janosik

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