

From the Columbus Business First:

<https://www.bizjournals.com/columbus/news/2020/01/21/cincinnati-company-seeking-a-return-to.html>

Cincinnati company seeking a return to profitability inks lease for bigger Central Ohio space

Jan 21, 2020, 3:06pm EST Updated: Jan 21, 2020, 3:15pm EST

Cincinnati's Everything but the House is expanding in Central Ohio.

The Blue Ash-based online estate sale marketplace has signed a lease for 24,000 square feet at 3700 Parkway Lane in Hilliard. The company is relocating its office and warehouse from 6185 Huntley Road, where it's been since 2015.

"(Moving) into a much larger and more customer accessible facility on the I-270 loop in Hilliard will allow us to expand our service area in the region, offer an even better customer experience, and create additional jobs to support those initiatives," CEO Brian Graves said in a statement.

The company is working to find its way back to profitability after a round of recent struggles, as the *Cincinnati Business Courier*, a *Columbus Business First* sister paper, has reported. After launching in the late 2000s, the company raised \$103 million in venture capital and quickly grew to 1,000 employees across 27 markets. It had \$61.9 million in revenue as of 2016.

But its revenue projections didn't pan out and it underwent a range of leadership changes before selling back to its founders following an Assignment for the Benefit of Creditors.



AMY ELISABETH SPASOFF

EBTH co-founders Brian Graves and Jacquie Denny with investor Brian Siegel.

The company has since closed down most other locations, but its founders said last year that Columbus remains a lucrative market.

Everything but the House expanded to Central Ohio with an office in 2014. Today it employs 25 people here and plans to add another 10 to 15 this year thanks to the increased space in Hilliard.

Peter Merkle and Matt Gregory with NAI Ohio Equities represented Everything but the House in the Hilliard transaction.

"When we were approached by EBTH to help them with their relocation we knew it would be a complicated task to find a building that lent itself to such a unique mix of features," Gregory said in a statement. "We needed to find a space that not only was centrally located and highly visible but also could serve various functions including office space, warehouse and a customer facing drop off and pick up area."



Tristan Navera

Staff reporter

Columbus Business First



