

CASE STUDY DISPOSITION



ABOUT THE PROPERTY

A well-established lumber company desired to sell its 47,000 SF Dallas headquarters and relocate to a more suitable location. The building was clean, but dated, built in 1985. The timing of the sale was during the Great Recession and a challenging real estate market.

Challenges:

- Disposition during declining real estate values and low demand
- Extremely low offer received
- Zoning not correct for buyer's use

Strategies:

- Market the building as widely as possible
- Identify a strong buyer
- Connect buyer to City of Dallas staff for zoning change guidance

Results:

- Located a qualified buyer through the brokerage community
- Negotiated 40% increase over offering price
- Negotiated a sale/leaseback to accommodate Seller transition

NEGOTIATED
40%
INCREASE
OVER OFFER

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