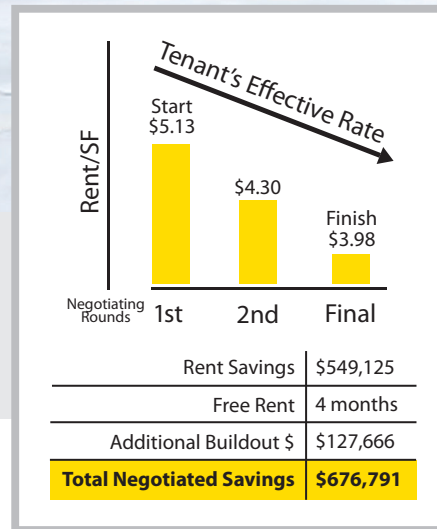


CASE STUDY



95,500 SF Industrial



Relocation & Renewal

Situation:

Existing Landlord wanted client to relocate so as to accommodate a larger tenant. Any replacement location had to be close to DFW Airport and very secure given the high dollar value of inventory. A move had to be accomplished in a short time frame; after the client's busy holiday season and before a spring promotional push.

Approach:

- Hudson Peters Commercial negotiated with existing landlord to buy time to make the move and help pay for the costs.
- Hudson Peters Commercial helped client to analyze the best properties to minimize trucking time and toll expense and provide a safe and secure environment for the high dollar value inventory.
- Financial analysis led to strategic negotiations in order to achieve desired deal structure for the client's identified number one choice.

Results:

- Hudson Peters Commercial received compelling offers from three owners. The client chose a newly constructed building and was able to design the space to suit their needs exactly.
- Hudson Peters Commercial was able to secure a significant cash incentive from the existing landlord as consideration for the inconvenience of relocating.
- The client was able to move in after the holidays and before the next promotional push.

Ongoing Service:

Fast forward to renewal time. Hudson Peters Commercial used their market knowledge to strategically secure the space for the tenant for another 5-year tenancy and negotiated an option to give back space if needed. **Total negotiated savings exceeded \$675,000.**