



**EXTRAORDINARY DELIVERED**

## **GIANT FOOD REGIONAL HEADQUARTERS**

Landover, Maryland  
Tenant Advisory Services

### **OPPORTUNITY**

When Transwestern was retained in 2014 to represent Giant Food in its 53,000-square-foot regional headquarters lease renegotiation, the grocery chain had been significantly overpaying for its office space in Landover, Maryland.

### **SOLUTION**

Transwestern took the Giant real estate team on tours of prospective properties throughout the market, leveraging available options against its current space, creating a competitive advantage for Giant in renegotiating its lease.

### **RESULTS**

After four months of intense negotiations, Transwestern secured a lease at Giant's existing location, 8301 Professional Place in Landover, Maryland, and saved the company more than \$1 million in rent, secured a significant tenant improvement allowance, and generous free rent package. Giant engaged Transwestern again in 2017 when it needed additional space, and Transwestern successfully secured the extra space at the same location.