

## EXTRAORDINARY DELIVERED

# WINDWARD OAKS I & II

Atlanta, Georgia  
Agency Leasing

### OPPORTUNITY

In early 2014, through the encouragement and convincing of Transwestern, Stockbridge Capital Group purchased Windward Oaks I & II. At the time of purchase, the assets had fallen to 16% occupancy and in need of capital enhancements. The exterior brick had leached, dated common areas and vacant spaces, and overgrown landscape plagued the project.

### SOLUTION

- A creative marketing plan was created and included showcasing the vision of the property to prospective tenants through a series of storyboards.
- Partnerships were created with arborists, landscape designers, and a building architect to develop renderings of the building and outdoor areas.
- Presented the benefits of the proposed enhancements and campus-like setting to ownership and subsequently prospects.

### RESULTS

Within the first seven months, the team was able to raise occupancy to 99%, as well as reposition the asset to the stature it deserved.

