

EXTRAORDINARY DELIVERED

NETWORK CROSSING

San Antonio, Texas
Agency Leasing



OPPORTUNITY

Network Crossing, a Class B, five building, single story office project located in the Northwest submarket of San Antonio, Texas. Transwestern Development Group built the project in 2008. Following the sale to Live Oak Gottesman in 2012, Transwestern was engaged to retain the agency leasing of the asset.

- Project was delivered to market during extreme market slowdown and significant competitive pressure
- Since delivery of the project, multiple new buildings have been delivered to the University Business Park submarket creating higher competition and available space
- Design of buildings limited square foot options available to tenants
- Newly constructed shell spaces competed with 2nd generation spaces

SOLUTION

- Implemented creative/aggressive marketing campaign
- Targeted growth industries and companies expanding in San Antonio
- Implemented creative solutions on the project to accommodate and secure new tenants

RESULTS

- Transwestern was able to lease the project from 0% to 89% to credit tenants after the initial construction within 30 months
- Ability to keep the project stabilized since achieving 89% occupancy and working directly with Tenants and subtenants on retention
- Proactively marketed space becoming available in the future and able to secure new tenants prior to current tenants' lease expirations
- Collaborated with ownership on creation of deal structures to accommodate each tenant's specific needs