

EXTRAORDINARY DELIVERED

GUAJARDO & MARKS

Dallas, Texas
Tenant Advisory Services

OPPORTUNITY

Guajardo & Marks needed to expand and desired a modern “millennial” office space. The firm wanted to consider multiple Dallas-Fort Worth submarkets and evaluate renewing versus relocating, since the new owner of their existing building had increased the gross rental rate by 60%.

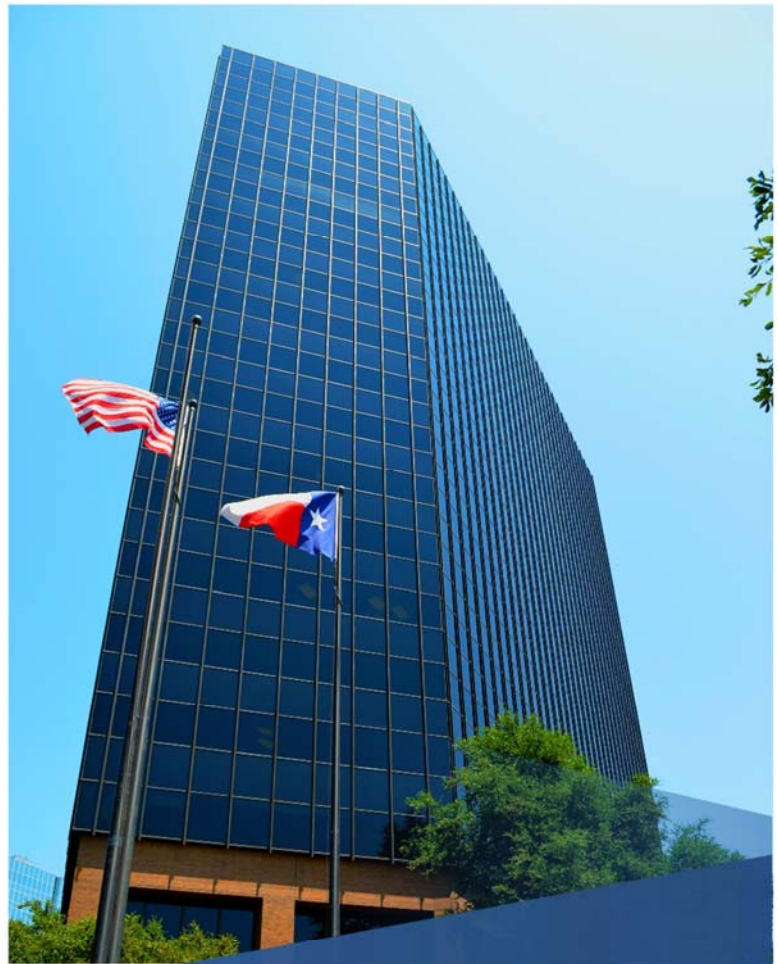
SOLUTION

- Presented multiple options from Dallas CBD to Park Central, including shadow spaces not currently listed
- Received and analyzed multiple proposals

RESULTS

Guajardo & Marks received:

- Pre-sale rental rates at Three Forest Plaza for a more efficient space with elevator exposure
- \$348,000 in base rate savings by relocating
- \$169,000 in tenant improvement package
- \$50,000 in free rent
- \$27,000 in conference room abatement



TOTAL VALUE-ADD: \$594,000