

CASE STUDY- TENANT REPRESENTATION

We work on complex transactions



Situation

Currently located in approximately 50,000 square feet of office space in Carson, Enterprise Rent-A-Car has outgrown their facility and is interested in a higher image location.

They would consider long term lease or purchase.

The "deal" requirements are as follows

- Need approximately 60,000 square feet initially, but want 80,000 square feet to allow for growth.
- Need 7 per 1000 parking.
- Want below market office rate.
- Central location between L.A. and Orange County.
- Close proximity to freeways, hotels and amenities.

Solution

MacVaugh & Co. has been hired as the exclusive Tenant Representative.

Narrowed search to southern San Gabriel Valley and Mid-Cities area due to its central location to several freeway systems as well as location between L.A. and Orange County.

Performed demographics studies for specific areas.

Ran searches for available property in the targeted areas as well as contacted brokers active in the area.

Concluded that budget constraints made certain office property unattainable but would consider industrial conversion.

Contacted owners with property that matched the criteria, as well as, contacted developers active in the area.

Results

Currently in negotiations with several possible sites.