



**PROJECT OUTLINE**

BaySpec, Incorporated is a vertically integrated spectral sensing company founded in 1999, with 100% of its manufacturing in the U.S. Due to expansion, BaySpec, Incorporated wanted to buy their own building instead of leasing.

**RESULTS**

With a deep understanding of the client’s needs, Kidder Mathews presented several options in Silicon Valley. BaySpec, Incorporated chose the one-story concrete Tilt-Up building at 1101 McKay Drive in San Jose, the center of Silicon Valley. The building, owned by NXP Semiconductors, includes architecturally significant interiors. Kidder Mathews helped BaySpec, Incorporated negotiate a closing price of \$3,530,775 from an asking price of \$4,990,162. The client saved \$1,459,387, equal to 29% off the listing price.

**Services Provided**

- .....
- Facility needs analysis
- Site selection analysis
- Financial analysis
- Sale negotiation
- .....

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