

Nexus IS

Project Outline

Nexus IS hired Doug Klein to solve their immediate need of 10,000 square feet of high tech space. The difficulty of this transaction was that they needed 80% office and a drive-up door and they needed to be in occupancy with all systems running in two months. All this had to be accomplished in a market that is largely distribution in product type with only a few high tech alternatives. Compounding the difficulty of the requirement was a need for only a three-year term and the fact that the company was only six months old and had little credit history.

Doug used the GVA Tenant Representation System to quickly obtain a thorough understanding of their needs and then match them with the market. Doug identified one solid alternative, but used two others to leverage the market and to ensure competitive results. After selecting and negotiating acceptable terms with both parties, Doug coordinated the Landlord's architect and contractors to ensure a phasing in of improvements which allowed the tenant to occupy on time and meet all of their objectives.

Services Provided

- Facility needs analysis
- Site selection analysis
- Financial analysis
- Lease language negotiation
- Move in coordination

Results

Nexus achieved a highly discounted rate by leveraging the market. The Tenant's difficult timing requirements were all met on time. Despite a difficult credit situation, a suitable deal was negotiated balancing tenant improvements, free rent, and credit.



Nexus IS
Kent, Washington