



CASE STUDY – 8,437 s.f. (total)
Multiple locations
Aggregate value in excess of \$275,000

CLIENT'S
REQUIREMENTS

- Disposition services in multiple locations
- Creative strategies to accomplish tasks
- National brokerage coverage
- Single point of contact
- Consistency in approach to disposition and acquisition projects
- 24/7 access to project information via the Web

Wackenhut Resources Inc. (dba Oasis) needed to terminate several offices due to a sale and change in ownership of the company. As a result we needed to have all of these separate deals, in multiple locations, negotiated (including wiring instructions) within an aggressive time period while trying to minimize the costs.

NAI MERIN HUNTER CODMAN'S
SOLUTIONS

We were able to offer Oasis web based project tracking and reporting 24/7 which kept everybody on the team updated on our progress. Additionally, we leveraged NAI's global market presence along with an immediate cash payment to each landlord. Through this process we were able to get the existing landlords to negotiate cash buy-outs and termination agreements on each of the five locations targeted.

WINNING
RESULTS

- Optimal results achieved, including lowest negotiated price and terms for each buy-out
- Five (5) leases terminated and off the books
- Solid working relationship for over eight years
- Creative negotiating solutions implemented within aggressive time periods

Total savings negotiated in excess of \$92,000

