



## Background

Client's lease was coming due in a market with deteriorating lease rates. Client voiced concerns about some of the characteristics of their existing building and wanted to look at alternative locations in the Orange County market. The client was already paying an under market rental rate at their existing space. The Client's goal was to reduce their rental obligation and strike the best deal that they could. The CFI Team of Matthew Sullivan, CCIM and Wilson McDowell, CCIM were hired by the client to negotiate the best deal possible for the client.

## Challenge

- Current Lease rate was currently under market
- Preference to minimize moving costs

## Services Provided

- Tenant Representation
- Expert lease negotiations
- Superior market knowledge

## Results

The CFI Team presented the Client with a professional package of all of the available properties currently on the market. After review with the client about the individual properties and landlords, we were able to select several properties to tour. Following the tour we put together several request for proposals to the Landlords whose space best fit the Clients needs. During this process, we were able to create a bidding war for the clients business. Through this process, we were able to negotiate over a month and a half of free rent for every year of term, no moving expenses, no down time, a substantial amount of Tenant improvement dollars, and over a 25% decrease in the rental payments. The Clients' goals were achieved.

## For more information please contact:

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CASE STUDY

