



CHALLENGE: A large, high quality, class A Office asset with a short term corporate credit lease and upcoming capital expenditures, presented a pronounced risk for the client. A very competitive office market increased the likelihood of rent degradation and/or a large capital outlay and cessation of cash flow.

Commercial Asset Advisors worked hand in hand with the client on a strategy to quietly eliminate this risk, maintain cash flow, increase value, and avoid taxes.

SUCCESS: CAA created an off market bidding war for the asset, and negotiated a high sales price and flexible timing for exchange. Leveraging CAA's resources and relationships CAA identified and evaluated multiple on and off market up leg opportunities. CAA negotiated a sales price below appraised value and attractive terms on a recently constructed 100% leased off market multi-tenant Retail center.

Not only did Commercial Asset Advisors improve our client's return on investment by over 200 basis points. We achieved our client's goal of avoiding large capital outlays, and creating long term safety and the risk diversification they needed.

