

CASE STUDY



19571 PAULING, FOOTHILL RANCH

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UTILIZED MARKET KNOWLEDGE TO FIND A SHORT TERM TENANT TO SUBLEASE PORTION OF A WAREHOUSE FOR A CLIENT WHO WAS DOWNSIZING.

CHALLENGE:

A new client leased this freestanding, state-of-the-art distribution building for a 5-year term. Two (2) years into the lease, industry factors forced the company to downsize their warehouse footprint. The company needed the majority of the building but hired our team to find a suitable tenant to help reduce the rent liability.

SOLUTION:

The team's market knowledge and familiarity with tenants in the area currently outgrowing their space allowed for a quick solution. We targeted larger distribution companies that needed a dock high door with minimal office space. By canvassing the surround area, we were able to find multiple candidates for this opportunity.

RESULTS:

We sourced a group that needed extra warehouse space for storage within a few months after listing the property. We negotiated favorable terms to allow the existing tenant to downsize without interruption.



CLIENT:
CONFIDENTIAL

TRANSACTION TYPE:
Multi-Tenant Sublease

LOCATION:
Foothill Ranch, CA

TOTAL CONSIDERATION:
Confidential



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