

CASE STUDY



CHALLENGE

- Aging Portfolio of Surplus Properties
- Closure of 40 Stores with Immediate Need to Provide Market Analysis for each Property
- Update Market Analysis for Portfolio of 125 Properties
- Numerous Brokerage Agreements and Fee Agreements
- Need for Standardization of Internal Financial Analysis, Legal and Approval Documents
- Reduce Marketing Cycle Time of Properties
- Coordinate Store Closures/Keys/Equipment

Size

5,727,336 Sq. Ft.

Services

Transaction Management
Market Analysis

SOLUTION

- CBRE Single Point of Contact for Disposition Services
- Master Listing Agreement to Coordinate all Brokers Agreements and Fees
- Immediate Market Analysis of 40 Stores and Market Analysis for Entire Portfolio
- Financial, Legal, and Approval Process Development and Implemented

RESULTS

- \$83 Million Total Savings
- 96 Dispositions
- 5,727,336 sq. ft.
- 114% of Fair Market Value
- Contract Renewed Through 2010

Client Contact

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