

# CASE STUDY

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## Size

200 Assets

## Services

Transaction Management

Lease Renewals

Market Analysis

Idle Property Management

Internal Audit Valuations

## CHALLENGE

- Transaction Management for Dispositions
- Sell or Terminate Leases/No Subleases
- Corporate Personnel Assigned to Acquisition
- Residual Portfolio of Aged, Closed Facilities
- No Idle Property Management
- Independent Market Analysis to Support Relocation Projects
- Lease Renewals for 90+ Properties

## SOLUTION

- Entire Disposition Program Outsourced to CBRE
- Re-evaluated all Aged Properties in Portfolio
- Direct Coordination of Property Mgmt & Vendors
- Integrated Existing Brokerage with Expanded Brokerage Service
- Market Analysis, Strategy, & Negotiation for Lease Renewals

## RESULTS

- Achieved \$30 Million in Savings from Sales and Terminations
- Marketing Cycle of 11.4 Months for Aged Portfolio
- Achieved 99.3% of Fair Market Value
- Provided Lease Renewal for 90 Properties

## Client Contact

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