

CASE STUDY



Size

\$80 Million in Surplus
Properties

Services

Transaction Management

CHALLENGE

- Over \$80 million in Surplus Properties
- Decentralized Disposition Process
- Fractured Deal Assessment/Approval Process
- Aged Portfolio of Properties
- No Property Management for Surplus Locations
- No Third Party Accounts Receivable Management

SOLUTION

- On site CBRE transaction manager
- Development and Implemented Consistent Processes with 36 Regions
- Coordinated marketing with McDonald's regions and brokers
- Performed Market Analysis on all surplus properties

RESULTS

- Generated Savings of over \$18 Million
- Reduced Marketing Cycle from 2.5 years to 1 year
- Achieved Selling Prices of 105% of Broker Opinion of Value
- Contract was extended additional 3 years
- CBRE's role was expanded to include disposition for the Boston Market and Discovery Zone Portfolios

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