

Solutions



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11,725 RSF

Keller Williams Realty Atlanta Perimeter

Challenge

- Keller Williams current location of 4,600 sq. ft. could not be expanded to accommodate growth.
- Keller Williams space design was becoming functionally obsolete for their progressive company.
- Due to national requirements, Keller Williams had very defined and tight boundaries and parameters for their office relations.
- Keller Williams was paying an above market rate and had several years of term left on their lease.

Services

- Tenant Representation
- Development and distribution of customized request for Proposal (RFP) that was sent out to buildings that fit the parameters
- Creation of a competitive environment within the Central Perimeter marketplace for their Tenancy.
- Created a customized financial analysis
- Selection of a Facilities Coordinator and Local Architect.

Results

- Successfully negotiated Keller Williams Realty Atlanta Perimeter's lease in a Class A property with above market Tenant Improvement package that satisfied the criteria set by Keller Williams National Office.
- Streamlined the moving process and designed a futuristic and more flexible office plan that includes space for future growth.
- Keller Williams increased their office space by 250% to accommodate growth.
- Helped to coordinate the early termination of their existing space.
- Successfully reduced their per square foot rental rate.