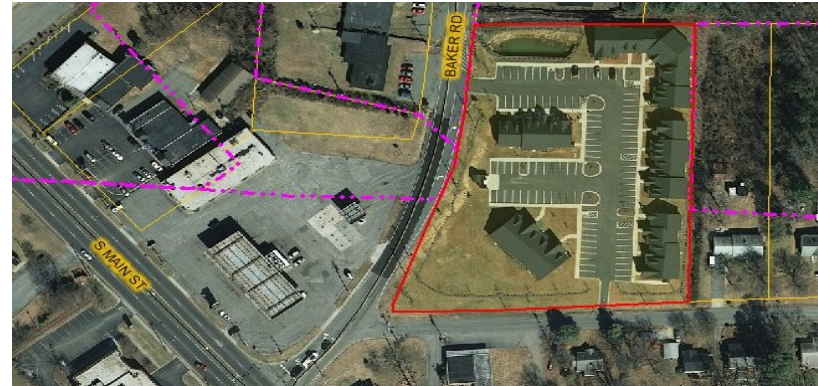


Case Study: Office Tenant Representation



Approach

In mid November 2012, Sean Dowell was contacted by a long time Charlotte associate with Newmark Grubb Knight Frank (NGKF). NGKF had a Triad area requirement / referral for a small user with an immediate need and with whom NGFK had an exclusive representation agreement.

- *Working on the Clients Schedule:* This group's immediate need paired with their timing (relative to the pending Christmas holiday) required quick action.

Results

Requirement: Est 1,000 SF for a back office use for Educational Media Matters / K-Love Radio. This group needed a mid state location for event planners with an immediate timing goal of Jan 2013.

- SMD was able to provide a survey, tour, locate a tenant desired property, and reach negotiated deal terms within roughly 30 days. Due to a stripped down lease, timing with legal representation and for office set up took approx. 30 additional days. Tenant was in space that met and exceeded their expectations within 60 days.
- Also due to K-Love's willingness to consider non-traditional areas, SMD found K-Love first generation, class A space at below market rents (despite the rushed nature of this requirement).

Team: Sean Dowell (SMD)

Reference: Available Upon Request.