



CASE STUDY

LEASE - 1000 POST & PADDOCK LANE -

The Challenge:

To increase the activity and occupancy of an under leased park. The business park had historically remained at 60% to 70% occupied.

The Results:

Corby was able to increase the local marketing effort through cold calling the surrounding tenants, creating flyers specific to each suite, maintaining an in-house database, online marketing and ensuring pricing was up to date with market. Shortening the response time between Landlord and prospective Tenants when receiving an RFP and landlords letter of intent. Returning all sign calls and being available to show the property at a moment's notice. In 6 months we were able to increase occupancy to 81%; making 6 new deals with stable tenants. Within another three months we expect to be above 85% occupancy and increase rental rates across the board with renewals.

Transaction Summary

Address: 1000 Post & Paddock Lane, Grand Prairie, TX 75050

