



DIVERSEGY, LLC.

5080 Spectrum Center

SUCCESS STORY



Product Type

Office

Assignment Size

7,454 SF

Service Offerings

Sublease Marketing

Financial Modeling

Lease & Sublease Negotiations

Termination Negotiations

Project Coordination & Oversight

Overview

Diversegy, LLC. determined that their regional headquarters in Spectrum Center in Addison, Texas had become surplus with personnel being relocated to New Jersey. Citadel Partners, LLC. was hired to sublease the entire 7,454 square foot Addison facility to alleviate the contingent liability of the existing lease and lower occupancy costs.

Strategy

- ✓ Market the existing facility to a wide variety of prospective subtenants to sublease the current facility or to negotiate a termination of the existing lease with the Landlord by securing a new deal directly with the Landlord.
- ✓ Negotiate the preferred option to terminate the existing lease with the Landlord.

Results

By aggressively marketing the sublease space, we located a creditworthy Subtenant and negotiated sublease terms while simultaneously coordinating a termination option with the Landlord. The end result fully removed the client of their contingent liability, achieving a 58% savings to Diversegy's bottom line.

