



HBS SYSTEMS

University Plaza, 275 W. Campbell Road, Richardson, TX

SUCCESS STORY



Product Type

Office

Assignment Size

49,178 SF

Service Offerings

Property Management Consulting

Project Leasing

Valuation

Construction Management

Investment Sales

Market Research

Client Feedback

“We didn’t think there would be buyers at the price range they established...they were right, and proved it by bringing us multiple legitimate offers that backed up their evaluation and opinion.”

Max Higgs
President,
HBS Systems

Overview

HBS Systems’ need was to perform a sale and leaseback of their current facility in order to maximize value, as well as fix their facility operating costs moving forward. There was a significant disparity between the buyer and seller value expectations as well as a great deal of uncertainty within the capital market.

Strategy

- ✓ Research the market to understand optimum Lease rate for this market
- ✓ Renegotiate our Lease to increase NOI for investors
- ✓ Extend other Leases within the building to reduce risk for buyers
- ✓ Create a competitive environment for buyers

Results

HBS Systems achieved 100% occupancy and a profit of \$2.4 million was generated for them.

