



Situation

In 2010, Richard Lee owned two successful, fast-growing companies, Pivot Corporation and DocuConsulting. The growth of the companies created a familiar problem - how to guarantee room for growth while preserving cash needed to fund the business' expansion. He wanted to acquire one property for both companies which could accommodate their growth and was convenient to his existing employee base. He turned to Bill Doran to provide a solution.

Solution

After an exhaustive search, Bill located the ideal solution - a 110,000 square foot office/warehouse building in Canton with a motivated owner. The location was ideal and the building could accommodate 300% growth in both companies. But acquiring the property immediately would take too much cash that was needed to continue growing the businesses. By leveraging the depressed real estate market and understanding the owner's motivation, Bill was able to negotiate a lease/purchase structure that locked in a low

basis while limiting costs during the crucial early stage of the companies' growth.

After two years, Pivot and DocuConsulting were successful enough that Richard was ready to acquire the building. At that time, Bill approached Richard with another idea. The adjacent property had become available for sale. Bill showed Richard how combining the two properties would increase the value of both. Richard agreed and proceeded with acquiring both. As validation of Bill's market knowledge, the appraised value of the combined properties was 65% higher than the total purchase price.

Scope of Services

- Lease Negotiation
- Building Acquisition
- Strategic Planning
- Due Diligence

Total SF

110,000 SF
6.13 acres

Contact:

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