



Situation

One year before their Atlanta office/warehouse lease expiration, JAS Forwarding, and their national real estate representative, Hughes Commercial Real Estate began to explore their future real estate needs in Atlanta. JAS needed more space and wanted to take advantage of the market conditions. Relocating was an option if the deal was right but they preferred to stay put and expand at their current location.

Solution

Robert Aaron and Tommy Hughes surveyed the market to find a selection of buildings which would fit the requirement. The team found several solid prospects and solicited proposals for the 91,000 square foot requirement. Upon reviewing the financial analyses, Robert and Tommy were then able to negotiate with the landlord to come to a more favorable renewal/expansion or allow JAS to relocate for a better deal.

As a result of their efforts, the landlord revised their initial proposal saving JAS \$1.25 per square foot, provided a couple of months free rent and put up additional money for tenant improvements. In all, JAS saved more than \$550,000 over the life of the lease.

Hughes-CRE also helped JAS create a reduction in their electrical output by negotiating T-5 energy efficient lighting with motion sensors throughout the warehouse.

JAS was very pleased that Hughes-CRE helped them achieve their optimal objective of staying close to Hartsfield-Jackson International Airport, saving them time traveling back and forth to the airport, having great highway exposure and signage and saving what it would have cost them to move.

Scope of Services

- Site Selection
- Strategic Planning
- Transaction Management
- Tenant Representation

Total SF

- 72,000 SF renewal
- 19,000 SF expansion

Contact:

Robert Aaron
 raaron@hughes-cre.com
 770.559.1099 x22

Tommy Hughes
 thughes@hughes-cre.com
 770.559.1099 x23