

# COMMERCIAL LEASING CASE STUDY

## 5405 DATA DRIVE & 2301 PLATT ROAD



5405 DATA DRIVE  
35,000 SF HIGH TECH OFFICE  
EXPANSION & RENEWAL  
100% OCCUPIED



2301 PLATT ROAD  
17,000 SF OFFICE  
FILLED 7,000 SF VACANCY  
92% OCCUPIED

### CHALLENGE

Cabrio Properties was approached in early 2008 by the client that occupied 27,000 SF out of 35,000 SF at its 5405 Data Drive property. The large client needed to expand its offices to accommodate its growth. The challenge was that the balance of 5405 Data Drive was leased by another client that had recently renewed its lease on the balance of the 8,000 SF of space in the building. In the meantime Cabrio Properties had a challenging vacancy in another property, 7,000 SF was available in its property located at 2301 Platt Road and the leasing environment was not favorable for finding new tenants.

### OPPORTUNITY

Cabrio Properties identified the opportunity to approach the small client at 5405 Data Drive and discuss the idea of moving them to 2301 Platt Road. This scenario would free up 8,000 SF at 5405 Data Drive that it could expand the larger client into. This would fulfill the growth needs of the larger client and provide an opportunity for the smaller client to move to a space that better fit their needs and was custom built to their specifications.

### RESULTS

Over the course of 12 months Cabrio Properties managed this transaction from lease negotiation to construction management and move management. We successfully executed a lease with the small client to move them to 2301 Platt Road while simultaneously negotiating the lease expansion and renewal for the larger client at 5405 Data Drive. The building at 5405 Data Drive got a 7 year lease on 35,000 SF and is 100% occupied. 2301 Platt Road secured a new lease on 7,000 SF of previously vacant space and both clients moved into new, custom built space that perfectly fits their needs for many years.

