

SRE SUCCESS STORY

EFFICIENT RENEGOTIATION OF LEASE COMMITMENT

4620 Campus Place, Mukilteo, WA

CHALLENGE

Canadian based Alliance Mercantile Inc. had to decide between relocating its Washington state warehouse to a new facility and renewing its lease commitment at the same location. The greater Seattle area's industrial vacancy rate was at only 3.5% and relatively few relocation options existed.

ACTION

SRE advised Alliance Mercantile to begin the process relatively early with several months remaining before the lease expiration in order to maximize the number of available options. SRE assisted in the decision-making process by providing quality information relative to location, building attributes and cost for the various alternatives. Market knowledge and experience helped guide the process. Ultimately, Alliance Mercantile decided to pursue a lease renewal. A final agreement was negotiated on behalf of the company.

RESULT

SRE provided the best market knowledge available and created leverage in a challenging environment. This knowledge and leverage allowed Alliance Mercantile to confidently make a decision regarding a new lease commitment.



TESTIMONIAL

"It has consistently been a pleasure to work with Tyler and SRE given their local market knowledge, thorough analysis and professionalism. We look forward to working with them again." - Shaun Bell, Alliance Mercantile