

Mochila Fulfillment

3301 East Park Drive,
Arlington, TX

Successfully closing on an industrial property in the midst of the pandemic



Client Objectives

Mochila Fulfillment (Mochila) specializes in e-commerce order fulfillment to high-growth retailers seeking to establish a branded fulfillment experience and offers third-party logistics services. Mochila had engaged Cresa on two previous industrial lease acquisitions in New Jersey and California and has their strategic sights on opening a facility in the Dallas / Fort Worth metroplex.

Actions

In January 2020, with its vast local market knowledge, Cresa was able to quickly identify 32 potential sites throughout DFW. With these numerous options, Cresa provided Mochila immediate transactional leverage.

Mochila had a business schedule that had to be met. With that in mind, the Team shortlisted nine options based on available labor, occupancy timing and price. Within a week, the client flew in and toured all nine sites on the same day.

In March, RFPs were sent to four sites and negotiations proceeded between two. Simultaneously, Cresa connected Mochila to a staffing client to provide additional info regarding the availability of industrial labor to aid their decision making process.

Results

Despite the process being impacted by the COVID-19 pandemic, Texas stay-at-home orders, and an economic downturn, Mochila signed a long-term lease in May 2020 for a brand-new, Central U.S. fulfillment warehouse.

Cresa successfully negotiated a substantial starting rate reduction, a generous rent abatement period, and a customized delivery of their new distribution hub. Cresa continues its commitment to Mochila by monitoring the build-out to ensure its completion aligns with the operation of the facility.



Property Size

155,425 SF



Lease Term

68 Months



Industry

Industrial Fulfillment