

SSCP Management, Inc.

Galleria 1 • 13355 Noel Road
Dallas, TX

Maintaining Negotiations Leverage
with Little Term Left



Client Objectives

SSCP Management is a family owned and operated, award-winning restaurant leader, that owns and operates numerous restaurants, shopping centers, apartment buildings and other real estate holdings. Through a recommendation, Cresa was introduced to SSCP to discuss an upcoming renewal assignment that had less than 12-months of term.

Actions

After a few initial conversations to fully learn about the business and commercial real estate needs of SSCP, the Cresa Team analyzed the market and readied options for review right at the first in-person meeting. If SSCP were to relocate, the Cresa Team wanted to maintain as much leverage with the current landlord.

As a team, SSCP and Cresa reviewed and compared a renewal to potential relocation terms with regard to abated rent, rental rates, a tenant improvement allowance, capital expenditures (move costs, IT, furniture etc.), renewal rights, expansion rights, and temporary premises. A timeline was then created to guide parallel renewal versus relocation options, while also keeping track of key milestone dates. With the process expedited from early on, SSCP and Cresa swiftly toured the market and short-listed potential sites.

Results

Within 90 days of initial conversations, SSCP and Cresa were able to determine the best path forward to proceed with a commercial real estate decision that best supported SSCP's business and operations.

SSCP and Cresa worked to successfully leverage relocation terms for a renewal agreement. The Cresa Team negotiated and achieved best and final terms involving: a below market renewal rate; a significant amount of free rent; as well as a flexible TI allowance to provide SSCP with the ability to update their space and maintain their operations. Temporary space was also negotiated to be utilized during space renovations.



Space Size
10,000 SF



Lease Terms
Below Market Rate with
Significant Free Rent and TI Allowance



Services Provided
Transaction Management, Site Selection,
and Financial Analysis

“ Alex and the Cresa Team were crucial in helping SSCP find the perfect property with below market rents and terms. Their knowledge of the market and their ability to listen and understand makes them the best in the business and the best brokerage team that we have ever worked with! ”

Kerry Assa,
Director of Real Estate,
SSCP Management