

The Mason Companies

Reston, VA

Enticing employees back to the office and securing an above market concession package in amenity-rich Reston Town Center



Client Objectives

The Mason Companies (“Mason Companies”) was founded in 1982 to provide private individuals and families with highly customized financial planning, investment management and charitable giving advice. Since then, Mason Companies has expanded its service offering to provide investment consulting for institutions, including foundations, endowments, corporate funds and retirement plans.

Cresa was hired by Mason Companies to overcome several challenges at its then-current building, 11130 Sunrise Valley Drive, including: the desire for a higher quality building within Reston Town Center while maintaining current budget parameters; securing a shorter-term lease with a termination option; and addressing Bridge Fund Investment Group’s requirement to re-measure Mason’s current footprint—resulting in a higher real estate cost per year.

Results

Cresa’s in-house experts in the areas of Workplace Strategy, Transaction Management, and Project Management each played an integral role in developing a comprehensive assessment of all options available to Mason Companies. Several scenarios were considered, including lease renewal; lease renewal with downsize; and relocation. It soon became clear the optimal real estate solution was to relocate to Reston Town Center’s live-work-play environment at 11921 Freedom Drive, while reducing the premises size.

Our Transaction Managers negotiated a flexible lease with similar occupancy costs while maximizing the landlord’s concession package in a Class A building at a smaller footprint—a reduction of 3,000 square feet. Cresa’s Workplace Strategists then re-worked the existing footprint to further enhance efficiency and optimize collaboration. After our Project Managers managed the construction and outfit of the new space, Mason Companies’ employees now enjoy a more attractive workplace in the core of Reston Town Center’s specialty retail, dining, cinema and hotel facilities.



Space
14,469 SF



Industry
Financial Services
Wealth Management



Savings
Reduction of 3,000 SF