

# CASE STUDY

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## BOB HEALEY

Senior Vice President

T: 310.516.2322

C: 310.880.8171

Bob.Healey@cbre.com

## QUICK FACTS

CBRE manages transactions for the firm's owned and leased portfolio including:

- Pre-leased vacated headquarters building
- Sold net leased investment
- Leased vacant building

## CBRE SERVICES PROVIDED

- Investment Sale
- Office Leasing
- Valuation
- Sale Disposition
- Sale Acquisition
- Financial Services

## CASE STUDY

**The Project** Multiple Sale and Lease Assignments

**The Client** Xceed Financial Credit Union

### The Challenge

- CBRE sold an office building to Xceed Financial in 2008; when they were ready to sell the same building, they contacted CBRE to represent them
- Since that sale, we have managed multiple projects for the firm with a focus on ensuring maximum return on their investment, in spite of soft markets

### The Solution

- Valued their original El Segundo headquarters campus and recommended the most lucrative disposition strategy
- Leveraged extensive market knowledge to identify a tenant for the headquarters space and connected the tenant to the investor to get a lease in place prior to the sale
- Additional projects include the acquisition of a new three-building office campus and leasing of their owned, vacated office building to credit tenant for five-year term

### The Results

- Sold Xceed's headquarters building and **increased the sale price by 20% in a very soft market** by identifying a tenant for the buyer
- Successful leasing of vacant owned building **created almost \$7,000,000 in gross revenues**— enabling Xceed to book gain in critical fourth quarter earnings period