



CITADEL
PARTNERS

VIA TECHNOLOGIES, INC.

2701 N. Central Expressway, Richardson, TX

SUCCESS STORY



Product Type

Industrial

Assignment Size

174,825 SF

Service Offerings

Tenant Representation

Direction of National Leasing & Sale Campaign

Negotiation & Completion of Long Term Lease Agreement

Subsequent Purchase & Sale Agreement to Third Party

Client Feedback

"We selected them because of their market and product knowledge and service delivery system."

Richard Yeung
Partner

Pacific Resources Asset Development

Overview

Via Technologies cut 400 jobs and needed to relocate to a smaller facility. They desired to extract equity from their corporate campus real estate to capitalize new business operations. Citadel Partners was challenged to lease or sell a special use, functionally obsolete property in an emerging market.

Strategy

- ✓ Evaluate the asset for its optimum use
- ✓ Identify Users who have a use for the property
- ✓ Find a long term Tenant
- ✓ Sell the asset as an income producing property

Results

The client was relocated to a smaller facility. The existing property was leased to a national corporation and the leased asset was sold to a real estate investment trust. The ultimate result was an enhanced value to the client of over \$4 million.



MARKET KNOWLEDGE / STRATEGY AND TACTICS / INNOVATION / SERVICE EXCELLENCE

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