



TEXAS INSTRUMENTS

Germantown, MD

SUCCESS STORY



Product Type

Office

Assignment Size

52,000 SF

Service Offerings

Tenant Representation
Market Feasibility
Financial Analysis
Lease Negotiations

Client Feedback

“Citadel was able to negotiate a considerable amount of savings while also providing the needed landlord funded repairs within our suite. I found Citadel to be knowledgeable, responsive and easy to work with. I just signed Citadel up for an even larger disposition project. Good job guys.”

Ryan Davis, CCIM
North America Owned Properties
Real Estate Manager
Texas Instruments

Overview

Texas Instruments (TI) was interested in staying at their location long term and wanted to reduce expenses while obtaining money for facility enhancements.

Strategy

- ✓ Identify opportunities in the marketplace that would be suitable relocation sites
- ✓ Obtain proposals from competitive alternatives to create a buzz in the market about the tenant potentially relocating
- ✓ Negotiate with the current landlord in parallel with the competitive market study to create a reality from the landlord that we would relocate

Results

Texas Instruments was able to stay in the current facility while cutting first year expenses by 18.8% and achieved an overall occupancy cost savings of 4.2%. Additionally, we were able to obtain the necessary funding from the landlord to make requested improvements to the current facility.

