



OPPORTUNITY/CHALLENGE

Transwestern represented St. Luke's Episcopal Healthcare System (SLEH), one of the largest healthcare providers throughout the Southeast, in a variety of capacities including leasing over 500,000 square feet of medical office space, management, strategic consulting and tenant representation. SLEH wanted to move their 10,000 square foot business development division closer to their main campus in the Texas Medical Center (TMC). Relocating the division to a more appropriate, non-clinical setting close to the TMC would improve the group's access to the main campus, allowing for quick reaction to impromptu meetings.

SOLUTION

The Healthcare Advisory Services team's database and market knowledge allowed them to find a quality building that met all the client's requirements, including a space close to the TMC, access to light rail, visibility and signage opportunities, in a short amount of time. Transwestern also identified all options without divulging the client's identity, as confidentiality was imperative.

VALUE ADDED BY TRANSWESTERN

After learning about the relocation assignment, the team quickly identified several options for consideration. Next the team prepared a report that summarized the various spaces available for purchase and lease, including a value analysis that demonstrated which option made the most strategic and financial sense. After working with the client to identify the right property, Transwestern's aggressive negotiations allowed the team to close a long term deal with expansion and renewal rights, in a short amount of time.