



## Reddy Plaza, 6825 S. Galena St. Englewood, Colorado Investment Services Group

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### OPPORTUNITY/CHALLENGE

Reddy Plaza is a 49,965 square foot Class “B” office building completed in 1996. An REO property, Reddy Plaza was originally built for a single tenant and 30 percent of the property suffered from underutilized space, comprised of large classrooms and large corridors on the first floor.

### SOLUTION

Transwestern combined their best-in-class property management, leasing specialist, and investment services team to maximize value for the owner. Through a sixty-day marketing campaign, Transwestern found the perfect owner/user that would pay the highest price.

### VALUE ADDED BY TRANSWESTERN

- Advising the owners on value maximization in a challenged submarket;
- Extensive marketing to investors as well as users;
- Identified a buyer who could utilize the challenging space on the first floor;
- By handling tenant estoppels and tenants’ questions about their leases in relation to the sale of the property, Transwestern increased the current tenants’ comfort with the sale of the property, assuring the buyer that they would stay in the building;
- Transwestern achieved a higher sale price than was anticipated on the broker opinion of value.