



## OPPORTUNITY/CHALLENGE

Fort Worth ISD is the 6th largest school district in the state of Texas with an annual operating budget of over \$600M per year. In an effort to proactively manage their real estate portfolio, the ISD wanted to identify and sell the surplus properties they no longer needed.

FWISD presented Transwestern with a portfolio of properties and potential investments throughout Tarrant County. They had not previously utilized a commercial real estate firm to manage their transactions.

## SOLUTION

Transwestern implemented a strategic planning process for Fort Worth ISD to accomplish the following:

- Organize and catalog all properties which could be considered surplus real estate
- Work with the administration and school board to determine which properties would eventually be categorized as surplus
- Develop a marketing plan that maximized value and complied with all state requirements for disposition of real property by an Independent School District
- Refine and streamline future procedures related to the acquisition and disposition of real estate

## VALUE ADDED BY TRANSWESTERN

Transwestern moved rapidly to identify and aggressively market numerous surplus properties held by the district. A number of successful sales followed. Fort Worth ISD benefited not only from immediate sales revenue, but also by reducing the overhead costs associated with maintaining these properties and generating future revenue by placing these properties back on the district tax rolls.

In addition, Transwestern assisted with the lease negotiation and purchase of several new properties for the ISD, successfully lowering costs and actively saving the district time and money.