

# CASE STUDY

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### QUICK FACTS

- CBRE researched and presented important detailed evidence that helped the Board choose the right place for its next Campus
- CBRE helped ACC to open up the field of opportunities so that the right site became readily apparent

## ACC ELGIN :: AUSTIN, TEXAS

### Challenge

Austin Community College had had interest from the communities of Bastrop and Elgin in opening a Campus in the area for years. CBRE had already been successful in looking at all available and potentially available land sites in Leander and Kyle, and selecting the sites for those campuses. When ACC asked CBRE to assist in the Elgin/Bastrop site search, it was still wondering if the site should be in Elgin or Bastrop, or between the two communities.

### Solutions

CBRE looked at dozens of potential sites in Bastrop and in Elgin and in between. Based on the findings, it became clear that Elgin was the more suitable location. ACC had been talking with an owner that was interested in selling its Elgin property to ACC for some time. CBRE reviewed the site, and compared it with a number of others in the area. At the end of the negotiations, CBRE had helped ACC negotiate to purchase a site that had far superior access and visibility on Highway 290 at a price that was less than half that of the site ACC was originally considering.

### Results

CBRE has been successful conducting numerous sites searches for ACC that have resulted in the purchase of excellent properties at favorable prices. ACC Elgin Campus opened for classes in August, 2013.



**CBRE**