

CASE STUDY



W. GAINES BAGBY

First Vice President

T: +1 512 499 4915

gaines.bagby@cbre.com

QUICK FACTS

- Bagby knew the principal and was able to listen and provide both the right property but also a very creative solution.
- Bagby knew the market and the needs of other users in the market so well that he was able to quickly discover and present an excellent solution to the client's requirement that others have been unable to accomplish.

ATCHLEY :: AUSTIN, TEXAS

Challenge

A well-known local CPA firm was looking for a 10,000-15,000 sf office building to purchase near the facility it had leased for over 15 years. The broker that had represented the firm for years was unable to find a suitable facility in the area at a reasonable purchase price.

Solutions

The Managing Partner, knowing W Gaines Bagby, leaned over to him at a meeting of an organization in which they are both active members and shared his dilemma. Bagby asked some clarifying questions, including making sure there was not an exclusive agreement with the broker. He quickly scoured the market and found and presented an off-market opportunity. The Atchley principals toured and all agreed this was a great location and a great price.

Results

Bagby helped the client secure the right property using a sale-leaseback approach that allowed the seller to close and finish out its upleg facility, including a time where BOTH parties occupied the property after Atchley's lease expired. The closing was effected in record time and both parties exceeded their expectations as a result of the structure of the transaction.



CBRE