

# Success Story

## Outreach Health Services



### The Client

Outreach Health Services is a leading provider of health care services and support to individuals, families and the health care community, offering a variety of services in many areas across the state of Texas.

### The Challenge

With less than 90 days until lease expiration, a solution needed to be reached quickly and effectively. Outreach wanted to reduce size by 1,500 square feet in order to maximize use of space. Renewing the lease at the current space was preferable, but moving was seriously considered if it could strengthen the bottom line. There was already a reduced square footage renewal proposal on the table from the landlord, but Outreach wanted to expand their options and guarantee a favorable decision. Cost reduction was the primary emphasis in the decision making process due to uncertainties in the industry resulting from recent government healthcare reform.



### The Solution

NAI Robert Lynn provided a list of compatible spaces which were generated from a comprehensive market survey. After touring several and deciding that three of the spaces would provide a good fit, we received and analyzed the proposals. One space in particular posed significant economic savings for Outreach. We took this information to their current landlord and made him aware of the economic incentives at stake supporting Outreach's relocation. This information created the leverage needed to ultimately negotiate a 19% reduction in rental rates at the current location. By renewing at the more favorable rate in their current location, Outreach was able to save money, reduce unused space, and eliminate the hassle and costs of moving. Even though the solution ended up being a renewal, these positive and valuable results would doubtfully have been reached without the knowledge and services of NAI Robert Lynn.



### Transaction Summary

- Address  
5608 Malvey Ave., Fort Worth, TX
- Size  
4,000 SF
- Submarket  
Suburban Tarrant County
- Transaction Type  
Lease
- Industry  
Health
- Property Owner  
Pescador Partners, Ltd.