

Success Story

Pulsar Communications

The Client

Pulsar Communications is a telecommunications technology and service company that supplies a wide range of products and services that seamlessly combine voice and data throughout public and private telephone networks.

The Challenge

Occupying 16,000 SF in a month-to-month lease, Pulsar needed to reduce its office square footage in conjunction with relocating its network to a collocation facility. Pulsar's sublease had been positive for the company and they were interested in another sublease transaction. Pulsar had specific geographic requirements centered in the LBJ/High Five market.

The Solution

NAI Robert Lynn identified a company that was interested in subleasing a portion of their full floor in Park Central (North Central Plaza III), which is located on the southwest corner of the High Five. By leveraging competition between Pulsar's current building and North Central Plaza III, NAI Robert Lynn successfully negotiated a rate of \$12.21 per square foot (plus a tenant improvement allowance of \$12.07) in a \$17.50 per square foot building. The transaction saved Pulsar approximately \$175,000 over the term.

Transaction Summary

- **Address**
12801 N. Central Expwy., Dallas, Tx
- **Size**
4,527 SF
- **Submarket**
LBJ
- **Transaction Type**
Sublease
- **Industry**
Software
- **Property Owner**
Younan Properties