

Success Story



SUMMIT Electric Supply

The Client

SUMMIT Electric Supply is one of the fastest growing electrical distributors in the country. SUMMIT provides companies and individuals with high quality electrical equipment along with superior technical support and service.

The Challenge

SUMMIT Electric Supply owned an 18,799 square foot building and needed to triple their capacity. They wanted to stay in the immediate area to retain their client base, so alternatives were limited.

The Solution

After exploring the option of building a new facility, followed by the possibility of taking over the lease of a competitor (who was going out of business), NAI Robert Lynn ultimately found them a 59,860 square foot facility that was on the market for sublease. NAI Robert Lynn contacted the owner's representative of that property and negotiated a direct long-term lease with over \$400,000 in finish out concessions. NAI Robert Lynn sold SUMMIT's property to another client of theirs, Able Electric. They extended Able Electric's lease several times to coincide a timely closing with SUMMIT's lease commencement.

Transaction Summary

- **Address**
2646 Manana Drive, Dallas, TX
- **Size**
59,860 SF
- **Submarket**
Walnut Hill/Stemmons
- **Transaction Type**
Lease
- **Industry**
Electrical Wholesale
- **Property Owner**
Knicker Bocker Properties

"I have worked with Jim on several deals over the years and recommend him highly. NAI Robert Lynn is extremely hard working and honest and I have always been confident that they were looking after my interests. In addition to their help on several transactions, they have been a valued advisor when I have needed an unbiased opinion. With any luck, I will continue to work with NAI Robert Lynn for many years to come."

~Victor R. Jury, Jr.

President

Summit Electric Supply Co., Inc.