



Success Story



Texas Southwest Floors, Inc.

The Client

Texas Southwest Floors is a locally owned supplier of carpet, tile, and hardwood floors. Strong growth created a need to double their warehouse capacity.



The Challenge

Although satisfactory expansion space was available adjacent to their current location, their landlord was attempting to strongarm them into a higher rate with insufficient tenant improvements.



The Solution

We began the renewal process along with searching the market for better options. Originally, the landlord presented an offer to renew their current space along with expanding into the additional 20,000 sq/ft at \$4.00NNN. At the time, Texas Southwest Floors was paying \$3.40NNN. We persistently pursued other options and created good competition with two large landlords. Their current landlord was unwilling to budge on their rate. We were very close to making another deal two blocks away when their current landlord presented a market offer of \$3.20NNN with free rent loaded into the deal, which made it a \$2.87sq/ft net effective overall deal.



Transaction Summary

- **Address**
2029 McKenzie, Carrollton, TX
- **Size**
40,000 SF
- **Submarket**
Valwood
- **Transaction Type**
Lease
- **Industry**
Flooring
- **Property Owner**
First Industrial