

# Success Story



## The Trade Group

### The Client

The Trade Group constructs and sells trade show exhibits for companies as they attend various trade shows to display and sell their products.

### The Challenge

Tenant wanted newer, updated space and desired to reduce rental expenses.

### The Solution

After receipt of a poor proposal from their current landlord, the Trade Group toured in excess of 20 buildings and received RFP's on approximately 6 properties. After analyzing proposals, the Trade Group focused on 1 building which was not with the existing landlord. The current landlord became aware of an outside property search and consideration, and submitted a very aggressive proposal. Tenant reduced rental expenses by approximately \$50,000 per year and landlord provided 175k in finish out for the Trade Group's significant update of space. The lease as well as the existing business points were completely renegotiated including HVAC replacements and deductible clause.



### Transaction Summary

- **Address**  
1434 Patton Place #190, Carrollton, TX
- **Size**  
80,440 SF
- **Submarket**  
Frankford Trade Center
- **Transaction Type**  
Lease
- **Industry**  
Trade Show and Exhibits
- **Property Owner**  
Duke Realty Corporation