

# Success Story

## Tom James Company

### The Client

Tom James Company is the world's largest manufacturer and retailer of fine custom clothing for any situation - business, casual, social or formal. They have been in business for over 40 years and operate throughout the United States and Europe. Their highly trained Sales Professionals come directly to the client's home or office.

### The Challenge

Tom James Company's Dallas office was originally constructed to accommodate 40-50 salespersons. Due to a transition in the structure of their business, they no longer needed their current amount of space and desired to immediately reduce costs through renegotiation or relocation. The current landlord was unwilling to renegotiate the terms of this lease and with several years remaining on their existing term, subleasing and relocation was chosen as the best solution. It was critical to identify a subtenant for the space and a new location that would allow for a seamless transition with no interruption to their business while maximizing value.

### The Solution

Marketing of the existing space to the potential tenant and brokerage community commenced immediately as well as identification of space to relocate their Dallas office to. In a short amount of time, a subtenant with strong credit and a willingness to agree to our terms was identified. This expedited our new site selection, negotiation, space planning and construction of the new space. New lease and sublease documents were fully executed on the the same day which minimized the risk exposure to Tom James Company. In the end, the entire process went off seamlessly with no interruption to their business. The client saved approximately \$100,000 during their 18 month overlap of lease terms and their rate at the new location for an additional 5 years is 15% less than the rate that they were paying prior to the relocation.

### Transaction Summary

- **Address**  
12770 Coit Road, Dallas, TX
- **Submarket**  
Park Central
- **Industry**  
Men's & Women's Clothing & Apparel
- **Size**  
Sublease - 5,957 SF  
New Location - 2,877 SF
- **Transaction Type**  
Sublease & Lease
- **Property Owner**  
Gaedeke Group