



Success Story




WDS

The Client


Headquartered in Fort Worth, WDS provides third party logistics and storage throughout Texas.

The Challenge




WDS wanted to renew their lease and obtain a substantial amount of necessary tenant improvements. They received a renewal proposal directly from their landlord's broker that was nine percent (9%) below their then-current rental rate, but was still above market, and it included an allowance of \$100,224 to be used toward tenant improvements, which was an inadequate amount.

The Solution



WDS engaged NAI Robert Lynn to exclusively represent them in any negotiations for renewal or potential new space. Now facing a well-informed tenant, the incumbent landlord was forced to compete with multiple other landlords and properties to keep their tenant. Through market competition and comprehensive negotiation, we obtained a turnkey solution at the landlord's sole cost and expense to complete all of the necessary tenant improvements which amounted to \$175,000, while nearly tripling the rent reduction to twenty-six percent (26%).



Transaction Summary

- **Address**
1102 W.N. Carrier Pkwy. Grand Prairie, TX
- **Size**
50,112 SF
- **Submarket**
Great Southwest Industrial District
- **Transaction Type**
Lease
- **Industry**
Third Party Logistics & Storage
- **Property Owner**
Lion Industrial Trust