

Success Story

Williams & Wesley Co. Duncan & Miller Design Art Ability, Inc.

The Client

The William & Wesley Company is a furniture design firm that has been serving the interior design community in major East Coast markets with exclusive designs and reproductions. For eight years the owners have refined their art and have committed to their first major showroom in the new phase of the Dallas Design Center. William & Wesley Co. is dedicated to serving the design trade both in the residential and hospitality industries by concentrating on their unique needs and exceeding all expectations. Duncan and Miller Design is a leader in interior design with extensive expertise in hospitality, condominium and multi-family, food and beverage, and themed entertainment. For over 15 years the multi-discipline firm has offered a full array of design services including interior design, interior architecture, concept development, purchasing and lighting design, plus graphics and way-finding. With offices in Dallas, Texas and Shanghai, China, Duncan & Miller Design is committed to design excellence and client services, providing a combination of timeless design and a second sense for future trends. Art Ability is a design firm with art galleries and dealers catering to medical, hospitality, and corporate.

The Challenge

The main challenge to this project was finding space to meet each client's needs. Each client required a minimum of 25,000 square feet and all three desired only to purchase. At that time, there were limited properties available in that size range for sale.

The Solution

The solution turned out to be a building for sale that met all three of the client's needs under one roof. Located at 1717 Irving Boulevard, the 100,000 square foot building had an asking price of \$30 per square foot. Finding a 25,000 to 30,000 square foot building for under \$45 per square foot was impossible, so getting more for less seemed like a great possibility. The challenge was getting all three groups to agree to buy the entire building and split up equal shares through their partnership. This was completed and then split in thirds by using lot and block description. There was no need to re-plat the property because of Dallas property code.

Transaction Summary

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| • Address
1717 Irving Boulevard
Dallas, TX | • Industry
Furniture Stores and Wholesaler/
Manufacturer, Interior Design,
and Art Gallery/ Dealers. | • Transaction Type
Sale |
| • Submarket
Trinity | • Size
100,000 SF | • Property Owner
Gulf Pacific Ventures, L.L.C |