



► Student Insurance / Plano, Texas



Assignment:

Engaged by Student Insurance to manage the process of moving its headquarters and administration offices from Dallas into the Plano/Richardson, Texas area.

Solution:

V3 Realty teamed with a local brokerage company to develop a comprehensive market analysis and select a viable site for the new headquarters office. V3 then created a competitive bidding environment utilizing the creditworthiness, leverage and size of our client. After considerable negotiation, the preferred building was selected offering the most aggressive terms and conditions. A long-term 63,600 square foot lease was consummated in less than three months. In addition to flexible expansion and renewal options, V3 Realty obtained from the landlord a compressed schedule required to meet the client's critical move-in date, along with a significant over-standard tenant improvement allowance. Also, V3 Realty negotiated an existing lease buy-out of over \$1,300,000 and provisions for governmental incentives from Plano. ▲