



► A. G. Edwards & Sons, Inc. / Naperville, Illinois



Assignment:

A.G. Edwards' Naperville office determined that its existing building did not have adequate space to accommodate expansion plans. The firm engaged V3 Realty to identify a suitable relocation alternative, taking into consideration the remaining two-year lease term and the urgent need for additional space.

Solution:

V3 Realty Company assisted A.G. Edwards in determining the optimal location for its proposed relocation, utilizing mapping software to analyze factors such as customer location, account value concentration, and employee travel times. V3 then introduced an architect to prepare a detailed program analysis of the office's projected space requirements. While coordinating the activities of the architect with the requirements of A.G. Edwards' Naperville office and St. Louis headquarters staff, V3 Realty guided the process through the client's established corporate guidelines for moving a local office. V3 organized a competitive negotiating environment with the three most attractive relocation options. V3 succeeded in securing a new long-term lease at the Westings Corporate Center I in Naperville, Illinois, which provided for all improvement costs related to development of the new 10,000 s.f. space, including a substantial rent credit to more than offset the remaining lease cost. ▲