

# Tenant Representation



## CASE STUDY



### CLIENT

Martin, Leigh, Laws, & Fritzen, PC

### ASSIGNMENT OVERVIEW

- Determine exit strategy from existing space which had been outgrown after only one year of the initial lease term
- Locate, negotiate, and relocate to new larger location to accommodate company growth
- Minimize financial exposure for potential “double rent” scenarios

### RESULT

- Subleased existing office space and set lease commencement within one month of vacating premises
- Secured new office location with expansion rights that accommodated existing growth and ensured ability for company to grow as desired
- Managed entire process so that there was no additional financial exposure to client

### TESTIMONIAL

*“Scott was able to simultaneously negotiate two deals that allowed us to expand as we needed, as well as remove our initial lease obligation, in order not to limit our financial flexibility”*

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