



GOOD RUN RESEARCH & RECREATION

**Location**

W Broad Street - Richmond, VA

**Size**

6,120 RSF

**Use**

Office & Focus Group Facility

**Services Provided**

Workplace Strategy

Buyer Representation

**Below Market Acquisition**

strategic market knowledge

**Tire Warehouse Redevelopment**

building conversion

**SBA Financing**

purchase and construction

# Case Study

**Real Estate Goals**

- Open state-of-the-art interactive focus group facility in RVA
- Identify single tenant lease and purchase options
- Conduct lease versus purchase analysis

**Challenges**

- Limited geography
- Specific building size with high parking ratio
- Financing

**Solutions**

- Conversion of a blighted building
- SBA Financing

**Result**

- Sourced and negotiated purchase and sale agreement
- Coordinated construction budget pricing during due diligence
- Aligned client with general contractor and lender

