

CASE STUDY: MULTI-MARKET TRANSACTION MANAGEMENT

Details Matter.™

ACE MORTGAGE FUNDING, LLC / ARCHER LAND TITLE



THE CHALLENGE

Ace Mortgage Funding, LLC and its sister company, Archer Land Title, were the 9th and 6th fastest growing privately held companies in Indiana, respectively. They were undertaking a rapid national expansion program and needed to open up new offices around the country.

THE SOLUTION

Ace hired Resource Tenant Advisor, Sam Smith, along with David Ponader to assist them with its aggressive expansion program. Resource developed a Request For Proposal and a process tailored to Ace's needs for speed along with easily accessible, visible, and cost effective Class A office space. Turnkey Project Management, through Lucia Carter and Abigail Clark, provides Ace space planning and additional project management support services to help ensure that their projects are delivered on time, within spec, and on budget.

Resource helps Ace Mortgage Funding realize easily accessible buildings with generous build-outs on 3-5 year lease terms at fair market terms in a very timely manner, aiding their speed to market. Resource recently assisted Ace in their renewal/expansion at Precedent Park -- saving them money, while negotiating.

CLIENT COMMENTS

"When we were ready to move our corporate offices, Resource was able to negotiate the sublease of a 36,000 SF building for 50% under market price. It will have a nearly \$2 million upside over the life of the lease. That's a great deal for us. They went to bat for us; to keep our headquarters (and the jobs it creates) in Indiana."

Rich Hall, CMC President, Ace Mortgage Funding, LLC