

CASE STUDY: TENANT REPRESENTATION SERVICES

MERRILL LYNCH, PIERCE, FENNER, AND SMITH**THE CHALLENGE**

Merrill Lynch needed to expand its Carmel office and to consolidate operations to become a District office. Merrill Lynch hired Sam Smith, while at Sam's former firm, to represent them in their relocation. Merrill Lynch had an existing lease and needed a developer to assume six months of that obligation.

THE SOLUTION

Sam developed a list of over twenty potential options. After two property tours and several rounds of proposals, negotiations and counterproposals, Merrill Lynch selected the top floor at Five Parkwood Crossing. Sam worked closely with Merrill Lynch's Corporate Real Estate Department to achieve a top of building sign that offered them tremendous visibility to I-465, a prestigious building, a generous build out allowance, and an attractive financial deal, with options to expand and renew upon favorable terms. Merrill Lynch's Estimated Total Value-Added Savings exceeded \$1.5 million.

CLIENT COMMENTS

"I want to take this opportunity to commend Sam Smith for his excellent work on several Merrill Lynch projects over the past seven years. Sam has been instrumental in helping us achieve substantial savings for Merrill Lynch (over \$1.5 million in Carmel) and in negotiating extremely attractive lease terms. His professionalism, superior local market knowledge, and responsiveness is greatly appreciated. Sam has demonstrated that he is a "cut above" the typical broker with his high level of services and our excellent results achieved."

John A. Maloney Jr. Former Real Estate Analyst, Merrill Lynch Location Services

NOTE: Resource Commercial Real Estate, LLC, one of the fastest growing real estate firms in Indianapolis, has several professionals with substantial client transaction and project experience prior to joining Resource Commercial, which is included above.