

“We selected them because of their market and product knowledge and service delivery system.”

*~ Richard Yeung, Partner
Pacific Resources Asset Development*



Via Technologies

Via Technologies cut 400 jobs and needed to relocate to a smaller facility. They desired to extract equity from their corporate campus real estate to capitalize new business operations.

The Challenge:

- To lease or sell special use, functionally obsolete property in an emerging market

Key Services:

- Tenant representation
- Directed national leasing and sale campaign
- Negotiation and completion of long term lease agreement
- Subsequent purchase and sale agreement to third party

Size: 174,825 square feet

Value:

- Relocated client to smaller facilities
- Leased existing property to a national corporation and sold leased asset to a real estate investment trust
- The ultimate result was an enhanced value to the client of over \$4 million

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