



CPS AUSTRALIA CASE STUDY

CPS's Strategic Solution to Upgrade its Leased Facility for Increased Productivity and Professional Presentation.

AT A GLANCE

CHALLENGES

- Scarce Asset Class Requirement
- Tightly Held Location
- Short Time Frame.

SECURED OUTCOMES

- Secured Leased Asset
- Generous Lease Incentive
- Minimal Fit Out Expense
- No Business Interruption.



"Much of our success is attributed to urgency; the most favorable opportunities are often seized first. This is why we prioritise swift action to secure the best options for our clients."

GERRY PETROPOULOS
MOSCOM.

OBJECTIVES

CPS Australia sought to upgrade its leased premises to a modern and practical facility without committing to a significant rental uplift.

SOLUTIONS

We implemented an active search campaign that eventually identified a newly listed logistics warehouse. We recognised that competition would be high so we acted quickly to secure the first inspection with the agent.

After receiving positive feedback indicating the property's desirability, we promptly submitted our offer and initiated formal lease negotiations.

As a result, we successfully secured the property on favorable terms with a long-term lease.

BENEFITS

Upgraded Space with Minimal Rental Uplift.

We patiently awaited the identification of a premises that fulfilled all criteria, including budgetary concerns.

Negotiated Outcome

The client's interests were safeguarded, resulting in a mutually beneficial outcome that facilitated a successful and expedited agreement for both parties.

Research

We provided market evidence so the executive team could adjust its expectations to meet market expectations.

Speed

We searched for opportunities daily. When the right opportunity arose we act with urgency to secure the property before competing interests.