MOODY RAMBIN

# CASE STUDY


***"We were able to add value to the asset long before the owner thought possible."***

Kevin Nolan
Senior Vice President
Moody Rambin

## OWNER'S GOALS

Accesso Partners wanted to decrease their exposure to simultaneous lease rollover while also adding value through the long-term retention of 6330 West Loop's two anchor tenants, Jones & Carter, Inc. and Texas Children's Health Plan.

accesso

*Relationships in Real Estate*


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## SITUATION ANALYSIS

6330 West Loop South had two tenants representing 81% of the asset's occupancy; Texas Children's Health Plan, Inc. had leased 179,000 square feet, while Jones & Carter, Inc. occupied 48,000 square feet. The lease expirations for these tenants were a mere four months apart from one another, meaning that more than three quarters of the building's leased space would expire in the same year.

## STRATEGY & SOLUTION

Jones & Carter was looking to expand their footprint by 5,500 square feet, but with five years left on their lease, it would have been reasonable for them to expand counterminously. Texas Children's was exploring consolidation amongst its work groups, with one of its options being to move them to 6330 West Loop alongside a remodel of its existing space. Moody Rambin pursued both tenants, focusing on expansion and lease extension to mitigate the issue of simultaneous expiry while creating additional value for 6330's owner, Accesso Partners.

## RESULTS

Moody Rambin worked with Jones & Carter to secure the additional 5,500 square feet needed for their expansion, but also parlayed that into a lease extension five years out from their original expiration date. Meanwhile, the firm also negotiated a 7-year extension of Texas Children's 179,000 square feet as they consolidated their workgroups to 6330 West Loop.

With these two transactions, Moody Rambin added tremendous value to the asset by locking in favorable market rates, pushing out rent roll exposure, and staggering the expiration dates of the two largest tenants in the building. An initial 81% rollover in 2026 turned into 17% in 2031 and 64% in 2033, opening new possibilities for ownership and placing them in a position where they could attain more favorable financing terms or sell the asset for a higher price.