



CASE STUDY

"The President of Nissan Chemical was pleased with the final financial structure and amenities package of our 'Blend and Extend' strategy."

Mark Wood, Tenant Representative

Nissan Chemical America Corporation
Remediating Building Issues and Adding Value

SITUATION ANALYSIS

Nissan Chemical is a leading manufacturer of high-purity colloidal silica and colloidal electro-conductive oxide solutions, and has been developing and delivering products to the world's markets for over 120 years. The company worked with Moody Ramin as their tenant representative to solve ongoing HVAC issues in their space.

STRATEGY & SOLUTION

While working with Nissan Chemical America's landlord to resolve issues regarding the tenant's HVAC availability by exploring a possible release from its remaining lease obligation, Moody Ramin realized the potential to employ a "Blend and Extend" strategy to add value for the tenant.

In a "Blend and Extend," a tenant's remaining lease term is extended while blending the current rental rate into a newly negotiated rental rate.

RESULTS

Moody Ramin successfully negotiated the "Blend and Extend" strategy between Nissan Chemical America Corporation and its landlord, adding unprecedented value to the lease for the client.

The strategy brought immediate results for Nissan Chemical America, reducing its rental rate by 28% alongside the extension.

Additionally, a tenant improvement allowance was granted, alongside the ability to credit a portion of that allowance back to the tenant's rate and an appreciable amount of free months of gross rental rate and parking charges. A new, digital HVAC system was also installed for the tenant.



Nissan Chemical
CORPORATION

Relationships in Real Estate

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