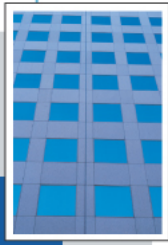


Tenant Representation Services

Case Study

Agewell



Challenge

Continued business growth and the need for improved office space precipitated Meridian Real Estate's involvement as Tenant Representative for Agewell, a well-established clinical practice focusing on the healthcare needs of older adults.

Solution

Andrew Follman, CCIM, Director Office Advisory Team and Agewell staff first conducted thorough examination of the work space requirements of the practice relative to anticipated growth. Enhanced workflow patterns were addressed with attention to HIPAA requirements, number of new employees, and much greater efficiency of space use relative to the current layout.

Subsequently, a comprehensive market assessment identified the best opportunities relative to overall project cost. Our process allowed Agewell to gain a firm understanding of the cost associated with expansion in its current building, or relocating.

Ultimately, Meridian Real Estate negotiated savings upwards of \$60,000 dollars through renewal of Agewell's lease, some of which accomplished by the following:

- Discounted expansion space;
- Abated rent;
- Landlord contribution to space improvements;
- Fortified leasehold rights for Agewell

Dr. Stephen Rappaport found Meridian Real Estate to be a tremendous partner. In addition to the above-stated accomplishments, Agewell was exceptionally pleased with Meridian's detailed analysis and communication from start to finish.

