

CASE STUDY:

Select Medical Corporation



KEY POINTS

- Relocation with downsizing and rent reduction
- JCP overcomes scarcity of appropriate product
- Excellent new location opens on schedule

FAST TURNAROUND ENABLES RELOCATION EFFORT IN LENEXA, KS

Company Background

Select Medical Corporation (SMC) provides rehabilitation services on a contract basis in approximately 1,000 national locations to hospitals, assisted living and senior centers, schools, worksites and individuals.

Real Estate Challenge

In mid-June, 2013, SMC decided to relocate and downsize their Lenexa, KS location, to provide a more accessible location for their patients at a more competitive rate. The ideal location needed to be within two to three miles of the current office. The current lease term was expiring in December of 2013. This meant that we needed to find, design, budget for and execute on a new location in less than six months to meet business objectives.

Customized Solution

Jackson Cross Partners (JCP) provided market surveys (see MRb³ for more information at www.jacksoncross.com/real-estate-services/cre-strategies) in the two to three mile radius required by SMC, however no suitable product presented itself. There was one space that was in a desirable location but was too small to suit the client's needs. After widening the search to a five mile radius without success, the JCP transaction manager proactively approached the Landlord of the smaller, more desirable space, asking if there was anything larger available. That landlord approached the current tenant in a contiguous space and requested that they relocate to a space a few doors down in the same center. The new space was then combined with the original space to create a location perfect for SMC's needs.

Quantifiable Results

The new Lenexa location has proven to be a high performance office for SMC. It is in a high growth area, with great visibility and access from a major highway. Major retailers and restaurants occupy the same center and adjacent centers, and population and traffic counts are above average for the geographic area.

Ongoing Benefits

Thanks to JCP's adherence to the 20-point process, technology and personal initiative, SMC was able to move into the new space right on schedule in mid-December, 2013. SMC is extremely satisfied with this location and the Landlord has been very responsive to SMC's needs. The relocation has been an overall positive experience for both the client and the Landlord.

- Jackson Cross Partners is a commercial real estate firm specializing in Advisory, CRE Strategies & Brokerage services