

OES Case Study

Requirement

After receiving one of our marketing flyers that were canvassed in the area of Montclair, NJ, the Vice President of OES (Order Execution Services), Victor Tortaglia called NAI James E. Hanson and informed us that OES's offices were consolidating and challenged us to find approximately 6,000-7,000 square feet of Class A office space for their new headquarters. The office needed to be in close proximity to New York City, have high speed telecommunication features and must be accessible to mass transportation.

Approach

While NAI was looking for space for Mr. Tortaglia, the President of OES was working with another brokerage company and was considering leasing a building in Jersey City.

One of our Senior Vice Presidents and a Sales Associate showed various offices to Mr. Tortaglia in markets that he had not even considered. One of these markets

included Downtown Newark. When NAI James E. Hanson showed 744 Broad Street to Mr. Tortaglia, he was convinced that 744 Broad was the perfect solution for OES's office requirements. The office was in a great location, with easy access to NJ Transit buses and Penn Station, the lease rate was favorable, and all of their technical requirements were satisfied.

Results

Mr. Tortaglia, with the help of NAI James E. Hanson's research and guidance, was able to convince the President of OES to lease space at 744 Broad. "We couldn't be happier with the space we chose. NAI James E. Hanson really did their homework and showed us space that fit our needs" states Mr. Tortaglia, Vice President of OES. "We will first hand witness of the \$17.5 million transformation that Newark is currently undergoing with their "Downtown Streetscape Improvement Project", not to mention that we will be in walking distance to the new Prudential Center arena."