

## CASE STUDY



In 2012, our team was hired by DCT Industrial Trust to identify a well located industrial site for future development in Atlanta, Georgia.

### THE CHALLENGE

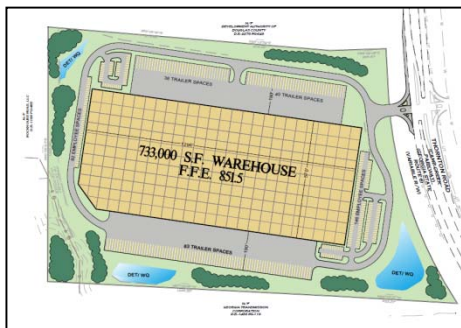
When Denver, Colorado based DCT Industrial, a publicly traded REIT, needed to locate and acquire a large site for future industrial development in Atlanta, Georgia, they were faced with the unique challenge of identifying a well located and competitively priced option with reasonable development costs in a highly competitive industrial development market.

### OUR APPROACH

Our team immediately went to work identifying off market sites and contacting land owners in the I-20 West industrial submarket of Atlanta where there is a concentration of large industrial tenants with limited available warehouse inventory over 500,000 square feet.

### THE OUTCOME

Our team was able to identify two contiguous land parcels totaling 47 acres owned by different individuals who were willing to sell at below market prices due to current market conditions. We successfully negotiated favorable deal terms with each seller and, after extensive due diligence, DRI approval and investment committee approval, DCT Industrial was able to complete a simultaneous closing for the two parcels. Our Landlord Representation team is currently marketing the site for build-to-suit up to 733,000 square feet and DCT Industrial has plans to commence construction on a spec building in 2013.



Founded in 2013 by Adam Richards, Tyler Fann and Bob Burdell, Reliant Real Estate Partners' principals have 40+ years of combined experience in the Atlanta commercial real estate industry, having been involved in all aspects of real estate ownership, brokerage, development and property management. Since 2000, Our team has been involved in more than 20 million square feet of real estate transactions totaling over \$1 billion.

### TRANSACTION HIGHLIGHTS

- Client: DCT Industrial Trust
- Land Acquisition
- Atlanta, Georgia
- 2 Industrial Parcels Totaling 47 Acres
- Simultaneous Closing
- Up to 733,000 SF Build-to-Suit

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