



CASE STUDY



THE CHALLENGE

When San Diego, California based National Powersport Auctions needed to expand and relocate its Atlanta, Georgia operations to a more secure, single tenant facility with extensive parking and a tremendous amount of outside storage, the company turned to Bob Burdell with Reliant Real Estate Partners, LLC.

OUR APPROACH

Mindful of National Powersport Auctions' desire to identify a single tenant facility with excess land to hold their public auctions, our specialized Tenant Representation team immediately went to work, developing a project scope, identifying available buildings in the West Atlanta submarket, crafting RFP's for the shortlisted buildings and completing a thorough financial analysis for each alternative.

THE OUTCOME

After an extensive search, our team was able to locate a new 154,000 square foot, first-generation facility in Duke Realty's Camp Creek Business Center in Atlanta, Georgia. Additionally, our team successfully negotiated an attractive, long-term lease that included the right of NPA to fund and control the construction of the building's initial office build out. NPA was able to realize a 27% rental savings.

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: National Powersport Auctions, Inc.
- Southeast Auction & Warehouse Facility
- Atlanta, Georgia
- 154,000 Square Feet
- 27% Rental Savings

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