

# Technology Associates

3434 Kildaire Farm Road, Suite 390 Cary, NC 27518



“I thought about moving several times over the years but was too busy to deal with the details. Rich Commercial Realty took us by the hand, showed us endless options, helped us decide what was best for us, and even negotiated a once-in-a-lifetime deal. The icing on the cake is that all fees are paid by the landlord!”

*--Eric Hobbs, Owner*

**Client:** Technology Associates

**Location:** Cary, NC

**Real Estate Type:** Office

**Services Provided:** Tenant Representation; Lease

**Square Footage:** 5,545 SF

## Overview

Eric Hobbs, CEO of Technology Associates, was focused on his growing company, which put real estate on the back burner. Technology Associates had been in the same space for 11 years and with that came challenges with their office space, including efficiency, expansion ability, location, and landlord issues. Mr. Hobbs engaged Rich Commercial Realty to analyze their current space and challenges therein, and assist in locating new space to allow Technology Associates to thrive now and into the future.

## Results

After researching and finding many possible options for Mr. Hobbs, Rich Commercial Realty located an ideal location for him to move his business. With the assistance of Rich Commercial Realty, he was able to take advantage of a soft real estate market and a strategically positioned office location. Additionally, he was able to garner significant tenant improvements and a variety of rental concessions to help mitigate costs and help plan for the future of his business.

## Value Added

With Eric engaged on growing his business, he did not have the time that was needed to focus on real estate. Rich Commercial Realty understood Technology Associates' challenges and was able to efficiently and transparently secure and negotiate a location that will work for the company for years to come.