

Indiana Association of Credit Managers

415 S. Shortridge Road
Indianapolis, IN 46219

The Challenge

- Indiana Association of Credit Managers wanted to downsize and relocate to more functional space for their current-day operations
- Lease vs. Building evaluation for new facility
- Sale of existing facility (951 North Delaware Street)
- Identification of smaller new facility

The Cassidy Turley Solution

- Implemented full-scale marketing plan in order to meet price and time frame to sell existing location
- Employed Cassidy Turley's alphaSure™ Strategy for identifying new location and analysis of each choice

Results Achieved

- Sold existing facility in time frame at seller's budgeted for required price
- New property identified met client's objectives which included price, geographic location, building layout, and parking

Benefits

- Met expectations in price and timing of both sell and purchase
- Space requirements defined and delivered
- Identified acceptable alternative
- Time savings to client

Client

Indiana Association of Credit Managers

Location

Original Location

951 N. Delaware Street
Indianapolis, IN

New Location

415 S. Shortridge Road
Indianapolis, IN

Building Size

- 12,000 SF (951 N. Delaware Street)
- 5,737 SF (415 S. Shortridge Road)

Cassidy Turley Services

- Seller Representation
- Buyer Representation

Cassidy Turley Representatives

- Mary Beth Kohart, SIOR, CCIM
- Scott Pollom, CCIM

For More Information Contact

Mary Beth Kohart, SIOR, CCIM
Vice President, Principal
317.639.0487
marybeth.kohart@cassidyturley.com