

Solutions



Allentown, Pennsylvania

Client: WCC Holdings, Inc.

Challenge:

Westfield Corporate Center, constructed as one of a planned three building office complex, experienced severe water infiltration problems through the exterior wall panels and window system. Simultaneously, the owner fell into financial difficulties. By the time the building went into foreclosure, many tenants had commenced litigation or had contemplated vacating the facility. The lending institution, upon taking possession, needed a firm to take control of the situation or risk seeing their asset further deteriorate.

Services:

Colliers L&A formed a team to accomplish the Ownership's goals. Without disruption to the tenants or our marketing effort, repairs/replacements were made and occupancy in the building was increased from a low of 70% to 95%.

Results:

Successful completion of corrective action to water infiltration problem and marketing effort culminated in the sale of the building, meeting the lending institution's objectives, 27 months from our engagement date.

- *Tenant Representation*
- *Construction Management*
- *Leasing*
- *Acquisition*

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