



ALLIANCE
REAL ESTATE ASSOCIATES LLC



ROBINSON MCELWEE
400 Fifth Third Center
700 Virginia Street, East
Charleston, WV 25301

SQUARE FEET
31,595

CLIENT

After interviewing real estate service firms, R&M selected Alliance to represent them to determine their best course of action. R&M, founded in 1983, had occupied the same Class “A” building in Charleston, WV for 20 years.

Their lease was expiring into a market that had recorded high occupancy levels and left them with only two options: renew or relocate to the only other Class “A” building in town. Based on the proposals Alliance received on behalf of R&M, it was evident R&M had a third alternative – having a building constructed for the firm. Alliance interviewed architectural firms, secured a financing source and, with the assistance of R&M, selected a contractor.

RESULT

These efforts resulted in R&M having a building built to their needs and specifications. This option created a state-of-the-art building which was much more efficient and cost effective. This option provided R&M with the ideal building and significant savings.

“What Dick achieved for us was nothing short of phenomenal. He put a program in place that in addition to saving us money, also created value for the firm by guiding us through the build-to-suit process. We are so pleased with how he has represented Robinson & McElwee that we have decided to use him in other markets and introduced him to some of our clients.”

- Kent George
Managing Partner