

Example: NAI Team Achieving Strategic Objective Of A Real Estate Transaction For A Client. (i.e. client requested to be in a very specific location and despite of a lack of inventory, NAI secured the perfect spot).

Note: This is a sample from from the Panamericas teams managed jointly with our Mexico and Latin America Teams. This project is from Mexico City. Samples from other LatAm countries are available upon request



Caterpillar, Inc. Case Study

HQ: Peoria, Illinois
www.cat.com

Location:

Planta “Foro B”
Conjunto CALAKMUL, Prolongación
Vasco de Quiroga No. 3000, Colonia
Santa Fe, Mexico, D.F.



Background Situation

Manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines, and a wide offering of related services. We are in the process of negotiating a lease on an office space for Caterpillar in the Santa Fe office sector.

Challenges

CAT requested NAI to identify a space of no more than a certain number of square meters, located no higher than the 5th floor of any building, located in a building with unique security measures, ample parking spaces, high visibility and a favorable rental rate. Those requirements severely limited available locations.

Team Actions

NAI utilized market intelligence to identify an option in an architecturally unique building, well within CAT parameters and is in process negotiating a long term lease.

Results

NAI is working with CAT Mexico management, CAT HQ management coordinating the negotiation with the facility owner to complete the 4,784 sf lease.

The facility is built in the style of a Mayan Ceremonial Center using rare construction materials such as blue Brazilian marble and exotic woods.

CAT will have the option for facility signage in a prominent location.