

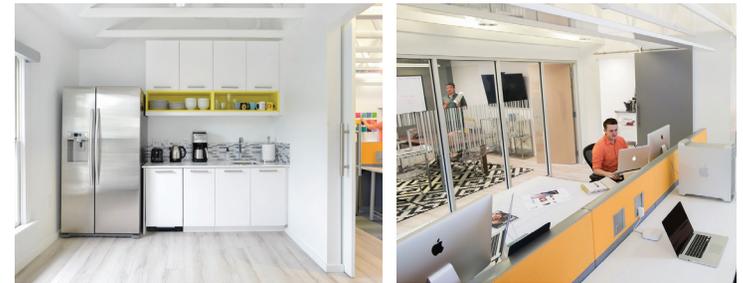
THEORY HOUSE	
Real Estate Type:	Office Headquarters
Square Footage:	+/- 4,800 RSF
Location:	Park Road Submarket, Charlotte, NC
Services/Team:	Childress Klein Brokerage Services Group
Brokers:	Scott Wilson, Partner & Director of Brokerage Services Henri Gresset, Brokerage Services Associate
Website:	www.theoryhouse.com

ASSIGNMENT & STRATEGY

In late 2012, Theory House, a newly formed marketing firm, engaged Childress Klein to find and secure office space for lease. As a marketing agency, Theory House had specific aesthetic requirements. They also had a short time frame that demanded an expedited search and negotiation process. Scott and Henri presented recommendations from a variety of locations and found an ideal space that was outside of the original geographic parameters, but worked perfectly. Childress Klein negotiated an economically aggressive lease in a +/-3,505 RSF space that allowed Theory House room for future expansion.

As Theory House approached their lease expiration in 2015, and with a desire to take advantage of the attractive lending market, Childress Klein was engaged to identify a suitable office building for purchase. Once again, Scott and Henri found an ideal property. Theory House purchased a two story, +/-4,800 SF office building in the up-and-coming Park Road submarket. The first floor was occupied by a tenant, providing an attractive and stable income stream. Theory House occupied the 2nd floor, with plans to grow into the entire building. Childress Klein guided Theory House through the due diligence and finance stage, and matched architects and general contractors best suited to their vision and style. The property was a perfect fit for Theory House's business; and the low basis Scott and Henri secured will likely provide long-term investment gains.

This partnership, beginning in 2012 and extending beyond 2016, demonstrates the level of trust and success that Theory House has had working with Childress Klein; specifically the team of Scott and Henri.



“ From our initial meeting several years ago, to our recent acquisition of our own professional office building, we’ve experienced an unmatched level of partnership and confidence in the delivered results by Scott and Henri. ”

-Jim Cusson, President