

Standard Insurance Portland, OR



Client Objectives

With an average size of 3,500 SF, 85 offices, and no full-time real estate leasing person, Standard Insurance Group (“SIC”) relied on their local and regional managers to handle the real estate transactions. This created an inconsistencies around the country and required several levels of check and balances at the corporate level. SIC had attempted using brokers for regional assignments but found that the quality suffered due to low level brokers being assigned to the small transactions.



Space
3,500 SF

Results

In 1997, Rick Pearson was first hired to renew their Sherman Oaks office lease for the regional manager at that time. Over the next few years, he assisted the same manager with other West Coast offices and was able to build a relationship with the real estate department in Portland. SIC found it more advantageous to have a single-point of contact for all of their real estate needs. During the past decade, Cresa and SIC have enjoyed a mutually beneficial relationship. Cresa provides Transaction Management, Project Management and Disposition Services around the United States for SIC’s entire portfolio of offices. We have worked with SIC to standardize proposals, space programming, financial analysis and document review in an effort to streamline the real estate process of their offices and save money across the portfolio.



Industry
Insurance