

Big Portfolio. Small Window. Impressive Results.

CLIENT: Koll Bren Schreiber
(KBS) Realty Advisors

BUILDING SIZE: 5.5 million sf

PROPERTY TYPE: Office

SUMMARY:

KBS needed to transition a sizeable portfolio of 55 buildings in Houston—and had only 30 days to make it happen. To meet this challenge, the company turned to PMRG's extensive expertise in property management, leasing, marketing and construction services.

CHALLENGE

- Transitioning a 55-building portfolio in a 30-day window
- Implementing a performance-based culture, standards and training throughout new portfolio
- Understanding each property's competitive position in the market

ACTION

- Leveraged personnel and financial resources to meet staffing and accounting needs within the timetable
- Implemented quality-control training and benchmarks to educate new personnel.
- Researched each property and developed strategic leasing, management and capital plans to meet performance objectives.

RESULT

- Millions of dollars have been added due to tenant-focused management system.
- Operational control and stability have been achieved.
- Financial performance has improved dramatically, outperforming the 2003-2005 market by as much as 50%.