



Portland Trail Blazers

The Situation

The Portland Trail Blazers basketball team trains just outside of Tualatin at 7325 SW Childs Rd. When the property next door at 7335 SW Childs Rd hit the market for sale for \$4.5M, the organization realized it would be the perfect addition to their campus. There was one issue, however: the Trail Blazers wanted to purchase the building at 100% vacancy, and it was currently occupied by a tenant with a long-term lease.

Our Approach

Having already known [Peter Andrews](#), the organization reached out to him and Melvin Mark Brokerage Company for guidance. Peter partnered with [Tim Parker](#) and the two worked together to represent the Trail Blazers in the purchase of the 15k square-foot property.

After presenting the seller with the best offer, they contacted the current tenant, assessed their lease terms, and determined the price of a tenant buyout. Peter and Tim relayed the asking price to the Trail Blazers and through extensive communication, the two parties came to an agreement.

The Results

Tim and Peter facilitated the due diligence period and ultimately completed the purchase of 7335 SW Childs Rd. Through understanding and patience, Peter and Tim were able to help the Trail Blazers expand their training location.