

# ADDING VALUE TO AN OFF-MARKET SOLUTION



## EMORY

INDUSTRIAL SERVICES

### The Tenant

Emory Industrial is an eco-friendly industrial services company that specializes in cleaning and maintaining heavy industrial equipment and machinery with an environmentally friendly cleaning application, dry ice blasting. Emory serves an array of industry sectors, including oil and gas, power generation, masonry restoration, manufacturing, construction, and many others.

### The Property

This property includes a 17,500 SF on 12.16 Acres on FM 715 in Midland, TX. The office space includes 10 private offices, a conference room, and break room. The shop is built to a 24' ceiling height and features (6) 18' overhead doors, a parts cage, and laundry room. This property is unique in the fact that it has (1) 15-ton crane serving one side of the shop.

### The Challenge

Emory Industrial Services needed a property with specific features, notably the inclusion of cranes, to enhance their operational capabilities. Their initial broker failed to understand their needs and the nuances of the Midland-Odessa market, leading to wasted time and frustration for Emory. Another obstacle was one of Emory's elusive requirements – multiple 15-ton cranes.

See next page for The Solution >>

### Landlord Representative:



#### Justin Dodd

President & Managing Broker

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### Tenant Representative:



#### Larry Nielsen

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INDUSTRIAL SERVICES

## The Solution

After weeks of searching and not finding the right fit, Emory contacted NRG Realty Group. Larry Nielsen answered the call, listened to their requirements, and set about finding a property that fit all their needs. However, it is hard to come by an existing property with even one 15-ton bridge crane already installed.

NRG President Justin Dodd was on the 1-yard line of completing an unoccupied purchase for an investor and worked with NRG broker Larry Nielsen to secure Emory as the tenant for their property. This off-market deal showcases NRG's ability to perform for both Landlord and Tenant in finding off-market properties and solutions. Additionally, Nielsen discovered a 3rd party selling 15-ton cranes off-market and quickly added additional value in helping secure a 2nd 15-ton bridge crane for Emory in the subject property.

This transaction showcases the importance of local expertise, strategic negotiation, and creative problem-solving in the real estate industry. By deeply understanding the client's needs and leveraging their network, NRG Realty Group successfully transformed a challenging situation into a mutually beneficial opportunity. NRG Realty Group's brokers not only secured a suitable space for Emory but also optimized the property's functionality, creating a win-win scenario for both the tenant and the property owner.

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