



PARTNERS

Commercial
Real Estate
Value-Advisors

Address

101 Billerica Avenue
Billerica, Massachusetts

Square Footage Leased

37,618 RSF

The Company

Newport Corporation is a globally recognized leader in advanced technology products and solutions for fields such as Research, Life & Health Sciences, Aerospace & Defense, Industrial Manufacturing, Semiconductors and Microelectronics.

The Challenge

Newport was paying a market rent, and was heavily invested in their existing space. Considering the high quality of their building, the capital previously invested in the space, and the cost and disruption to relocate, Newport's primary goal was to renew, but at a decreased cost.

The Results

FHO Partners was able to negotiate an early restructure of the prior lease, which resulted in immediate savings, plus other economic concessions that produced a 35% savings from the prior lease's economic structure.

