



THE CHALLENGE:

Having served Northern Virginia's dental community for over 20 years, the client was deeply rooted in the area and keen on staying close to their loyal patient base. However, as their success grew, so did the challenges at their current location—poor accessibility and parking issues amplified by ongoing renovations. Recognizing the need for change, they sought a new space that could better support their expansion while maintaining their community ties.

TARTAN ACTION PLAN:

Targeting a 3-mile radius from the current location, Tartan meticulously curated a selection of first-floor office and retail spaces, cognizant of the clients budget constraints. Through exhaustive research into property ownership, management history, and building suitability, Tartan identified a site that perfectly aligned with the clients needs despite limited options.

THE RESULTS

With the help of Tartan, the client secured a prime first-floor office space situated across from a prominent hotel and adjacent to a bustling shopping center, strategically positioning their dental practice amidst local amenities and major thoroughfares. Leveraging their negotiation aptitude, Tartan orchestrated a 50% rental abatement for the initial two years, easing the clients budget concerns, and securing a favorable \$65/sq.ft. buildout cost. This strategic alliance not only mitigated their operational challenges but also enhanced their visibility and growth within the community, further solidifying their position as a premier dental provider in Northern Virginia.

The client continues to thrive in their new location, setting the stage for future achievements and industry acclaim.

THE TESTIMONIAL:

"Tartan Properties exceeded expectations in securing the perfect space for my dental office relocation. Fatimah's diligence, communication, and negotiation skills were instrumental in achieving a mutually beneficial deal that supported our growth. Highly recommended!"