

M6 Duna Zrt Office Garden One

Record time search and move into a South Buda location, with strict criteria's.



Client Objectives

M6 Duna Zrt a returning client, approaching to their lease expiry asked for our expert help again as they were not able to renew their lease in Dexagon Office Building, due to another tenant's expansion right that was exercised.

They needed immediate help to find another suitable office within a record time. South Buda location, and good public transport being crucial for them narrowed down extremely the available options for a relatively small sized office.

Results

Having looked at 5-6 suitable options they selected Bartók Udvar, however the building was not finished in time. We found out that from Office Garden I. a tenant moved out early and their space was perfect for M6 Duna Zrt. Only minimum fit-out changes were required, but the lease got signed only at the end of the year, therefore a February move was not feasible.

Difficult negotiations started trying to convince the current landlord to let M6 Duna Zrt to stay longer in their former space, and convince the other tenant to postpone their expansion. Eventually all negotiations ended successfully, and M6 Duna Zrt were able to stay until they could move into their new office space. The business terms for the new location included a below market rental rate, a comfortable fit-out allowance to do all the necessary refurbishment and a high number of parking.

The M6 Duna Motorway connects the towns of Érd and Dunaújváros and forms part of the Public Private Partnership (PPP) program of the Hungarian State in order to connect the cities Budapest and Pécs. The task of the M6 Duna Motorway Concession Ltd. is to finance, design, construct, operate and maintain the M6 Motorway between Érdi-tető and Dunaújváros until 2026.



Space
250 m² office,
Office Garden One,
Budapest



Industry
Motorway



Success
Challenging negotiation
conditions
Good level rent on a niche
market