

# Scorpion

One McKinney  
3232 McKinney Avenue  
Dallas, TX

Relocation & Disposition to Expand  
Business Growth in Dallas



## Client Objectives

Scorpion is a full-service marketing and technology company focused on being a great partner for businesses, professionals, and organizations across the legal, home services, healthcare, and franchise industries. Scorpion is headquartered in Salt Lake City, Utah after relocating from North Los Angeles. Scorpion’s business in Dallas had been increasing over several years, and the executive team was looking to expand the office in order to meet their growth, recruitment and future business goals. Occupying about 14,000 square feet of office space at the time, Scorpion was hoping to expand by about 25-40%.

## Actions

The initial strategy was to search for a relocation opportunity while simultaneously marketing and disposing their space in North Texas. As Cresa progressed through the subleasing process, the Team had nearly completed a transaction with a sublessee when negotiations were halted by the impact of the pandemic shut-down. With 2 years left on the term, and the need to relocate still present, Cresa worked to maintain targets and potential sub-tenants, while keeping a pulse on emerging relocation opportunities for Scorpion. In late 2020, Cresa examined over 40 properties, prepared financial analyses, and identified real options that could meet Scorpion’s real estate requirement.

## Results

With flexible office sublease terms hitting the market throughout 2020 and 2021, Cresa discovered a rare, move-in ready, option whose previous tenant went out of business. The fully-furnished, like-new space, with a flexible lease term, positioned Scorpion for an ideal arrangement based on the lease options negotiated such as right of first refusal, expansion and free parking. Additionally, as the market began emerging from impacts of the pandemic, the Cresa Team found a viable-credit-worthy sub-tenant to occupy Scorpion’s former space in Addison, Texas, saving them from incurring further costs of space that was no longer being utilized.



**Property Size**  
20,500 SF



**Lease Term**  
Flexible, Short-Term



**Services Provided**  
Transaction Management, Site Selection,  
and Financial Analysis

“We had very specific and unique needs coming out the pandemic. Alex and the Cresa team helped us pinpoint the opportunities that fit our needs, then quickly helped us get the right agreement in place. It was a great experience and we are incredibly excited about our new space!

— Jamie Adams,  
Chief Growth Officer,  
Scorpion