

# CASE STUDY

National Account - Tenant Advisory Services



**MOTOROLA**

**MOTOROLA**  
2900 SOUTH DIABLO WAY  
TEMPE, AZ 85282

**SIZE: ±330,000 SF**  
**PROPERTY: DIABLO CENTER**  
**LEASE TYPE: SALE AND LEASE-BACK**

## REQUIREMENT

- Sale and Lease-Back

## CHALLENGE

- The Coppola-Cheney Group was faced with a complex transaction of selling a 29-acre facility consisting of four buildings totaling 330,000 SF while leasing back 245,000 SF to Motorola.

## SOLUTIONS

- The Coppola-Cheney Group helped select the right buyer on the first try who closed ahead of schedule.
- The Coppola-Cheney Group's versatile knowledge of all product types and a regional perspective on sale trends allowed their client to maximize profits in minimal time.

## BENEFITS

- Motorola relied on C2's expertise to dispose of a unique combination of office, light assembly and lab space
- The Coppola-Cheney Group's versatile knowledge of all product types and a regional perspective on sale trends allowed their client to maximize profits in minimal time
- Provided Motorola with needed capital in a wave of downsizing due to selecting the right buyer on the first try

## PARTIAL LIST OF REPRESENTATION



Seattle, WA



Albuquerque, NM



**TO LEARN HOW THE COPPOLA-CHENEY GROUP CAN HANDLE YOUR REAL ESTATE REQUIREMENTS PLEASE CONTACT US OR VISIT OUR WEBSITE:**  
**WWW.C2TECHGROUPS.COM**



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