

**Historical Deal Summary**  
**Campbell Centre**  
**8150 & 8350 N. Central Expwy, Dallas, TX**



**Strategy:** Value Add, office

<b>Acquisition Date</b>	<b>Disposition Date</b>	<b>Limited Partner Returns</b>	<b>LP Equity Distributions</b>
October 2013	September 2016	36% IRR / 2.41x	\$65,070,000

**Property Description**

- Size: 873,378 SF
- Building Type: Class A Office
- Parking Ratio: 3.33/1000
- Location: Highway 75, 10 min N of downtown
- Year Built: Construction began 1973 (North Tower) and completed in 1979.

Underwriting Summary	Projected	Actual
<b>Acquisition Price</b>	\$70,650,000 (\$81/SF)	\$70,650,000 (\$81/SF)
<b>Equity Commitment</b>	\$27,000,270 (\$31/SF)	\$15,000,000 6 pref (\$17) \$12,000,000 true equity (\$14)
<b>Leverage</b>	\$45,704,000 (\$52/SF) initial \$51,627,671 (\$59/SF) peak	\$45,704,000 (\$52/SF) initial \$51,000,000 (\$58/SF) peak
<b>Holding Period</b>	36 Months	35 Months
<b>Lease Rate</b>	\$21/SF +E average	\$29/SF +E average
<b>Stabilized NOI</b>	\$7,500,000	\$8,200,000
<b>Sales Price</b>	\$93,750,000(\$107/SF)	\$126,000,000 (\$144/SF)
<b>Deal Level Returns (net of fees)</b>	17.07% IRR	41% IRR
<b>LP Returns</b>	16.32% IRR / 1.54x equity multiple	36% IRR / 2.41x equity multiple

**Business Plan**

CCI recapitalized Campbell Center with a new equity partner in 2013, at a value of \$70.65mm. CCI successfully renovated the mezzanine space beneath the two towers, adding an additional corridor to decrease the depth of the lease space (increasing access to daylight) and adding more amenities (such as a gym), making the mezzanine far more attractive to tenants.

**Outcome**

The new mezzanine added a second hallway, reducing depth of offices, making it more appealing to tenants. Preston Center rents spiked and as a result tenants flocked to the newly renovated Campbell Centre. CCI raised rent from \$21 +E to \$28-\$30 +E. Between 2013 and 2016 occupancy went from 65% to 87%. In 2016, Campbell Centre was sold to a New York family office for \$126,000,000, netting a total \$55M profit. Limited Partners realized a 2.41x equity multiple, and 36% IRR.