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SUCCESS STORY

Texas Christian Counseling

Counseling Practice Expansion Securing 3
Months Abated Rent and a 4%
Controllable OPEX Cap

JANUARY 2026

 ALLEN, TX





- **Deal type:** Expansion
- **Sector:** Office (Counseling / Behavioral Health)
- **Size:** 1,329 SF
- **Market:** Allen, TX
- **Term:** 5 years
- **Completion:** January 2026
- **Timeline (kickoff → LOI → executed):** Dec 2025 → Jan 2026 → Jan 2026
- **Sites evaluated:** 6

The challenge

Texas Christian Counseling needed to expand into a larger, better-functioning office after outgrowing their prior space and facing rising occupancy costs.

The two key constraints were budget certainty and timeline, as the team wanted to avoid any service disruption that could negatively impact the client experience.

The risk of not securing the right space was operational: delays or the wrong layout could create downtime, limit therapy-room capacity, and disrupt ongoing services.

Our approach

- **Defined the operational requirements first.** We aligned on the right room count and layout priorities to support privacy, therapist workflows, and a smoother client experience.
- **Tested the market efficiently.** We toured six options, comparing them on layout potential, long-term fit, and total occupancy cost before choosing the strongest candidate.
- **Negotiated across all key levers to protect the business.** We used a full set of negotiation levers—free rent, landlord work/minor improvements, signage rights, renewal options, and CAM/OPEX protections—to secure cost predictability and a fast path to execution.



Results



ABATED
RENT

3 MONTHS



TI
ALLOWANCE

**LANDLORD
SUPPORT**



RISK
REDUCTION

4% CAP



FLEXIBILITY

**INCREASE
CAPACITY**



OP WIN

**MOVE IN
30/60 DAYS**

- **3 months** abated rent
- **Landlord support** for minor improvements (in lieu of a formal \$/SF TI allowance)
- **Risk reduction:** 4% cap on controllable operating expenses (OPEX)
- **Operational win:** increased capacity through additional therapy rooms
- **Timeline win:** moved from kickoff to executed lease in roughly 30–60 days

“We expanded into a better layout with more therapy rooms while keeping costs predictable..”

Broker Team



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