



CASE STUDY

The Alex House Project



Background

Hebron Realty secured an 8,000 SF space in Downtown Brooklyn for an established nonprofit. Representing the landlord, we leveraged our experience with nonprofit tenants and understanding of their funding cycles to deliver a smooth, mutually beneficial transaction.

1 Challenges Faced

Hebron Realty represented the landlord in securing a 8,000 SF office and learning space in Downtown Brooklyn for The Alex House Project, a **nonprofit** that helps young mothers transition into parenthood with access to parenting training, higher education, and employment opportunities. By negotiating favorable lease terms, we supported the transaction in **bringing in a mission-driven tenant whose work strengthens the local community and provides vital resources to low-income families.**

2 Actions Implemented

Our familiarity with nonprofit tenants allowed us to structure a deal that met ownership's financial goals while accommodating the tenant's unique requirements. The result was a long-term lease that strengthened the building's tenant mix and provided The Alex House Project with the space it needed to expand its programs and serve the community.

3 Result

Hebron Realty represented the landlord in securing a lease for a mission-driven tenant, helping them establish a new location that serves and uplifts the community. This collaboration provided the tenant with the space needed to deliver critical programs while giving the landlord a reliable, purpose-driven occupant — creating lasting value for both parties and a positive impact for Downtown Brooklyn.

Impact

"Robert and Rob Hebron of Hebron Realty in Brooklyn, NY, recently assisted us with a successful office lease negotiation in Downtown Brooklyn. We represented a valued tenant who was looking to lease +/- 8,000 square feet.

Even though they represented the landlord JW Mays, Inc., Rob & Robert kept the interests of both Tenant and Landlord paramount throughout the complicated process. They were diligent in staying on top of the negotiation, and while it took the better part of a year, we signed a lease, and all concerned are very pleased with the space and the terms of the transaction.

Rob and Robert have become a "go-to" source for us, and they would be a welcome participant in any future real estate needs we might have."

