



LANDLORD LEASING
Ave Aviation & Commerce Center - Opa Locka, FL

SERVICES

Landlord Leasing and Built To Suit Advisory and marketing services were provided to the principals of this 178 Acre industrial, aviation and retail development.

SITUATION/ PROCESS

Ernie Cambo, a South Florida developer took control of the long term land lease rights of 178 acres of pristine land fronting NW 57 Avenue, Red Road in Opa Locka/ Miami Lakes. The Conte, Lyden, Schuchts Team (CBRE) was being interviewed along with other national and local brokerage firms to handle brokerage services for Build to Suits & Lease up.

- The Team won the assignment and quickly went to work to methodically go through the market in a multi-layered approach to locate the right Tenant's (logical & qualified) who would make the most sense a Build To Suit.
- Simultaneously, Building N was being built on speculation as a Class A front office-read load, 24' clear height distribution facility for Tenants in 6,000 to 24,000 size range. The sweat spot for the Miami Dade Industrial Market.
- The Team also opened up a small on site satellite office to meet with prospects in a timely manner. Within ninety days the marketing campaign was in full swing and many prospects begin to surface.
- Within twelve months of completion, Building N's 136,000 square feet was fully leased to seven tenants and we were finalizing the details of a 480,000 s.f. Build To Suit with the US Postal Services.

RESULTS

Through an experienced and disciplined marketing process, The Conte, Lyden and Schuchts Team was able to create real value to for the client. The United States Postal Service ended up building a 480,000 square foot sorting facility on 30.5 acres in the park. This was the Industrial Transaction of the year in South Florida.

- REFERENCES AVAILABLE UPON REQUEST -

The work described in this case study was performed by JC Commercial Realty Consultants references are available upon request.

