



**LANDLORD LEASING**

**Palm Crossing North, Central and South - Fort Lauderdale, FL**

**SERVICES**

Landlord Leasing and Advisory Services were provided to the Adler Group for their industrial flex properties within the Fort Lauderdale Commerce Center.

**SITUATION/ PROCESS**

- The Adler Group acquired 185,000 square feet with Palm Crossing North, Central and South with the Fort Lauderdale Commerce Center. At the time of purchase the occupancy was 83%.
- The Conte Team (CBRE) was hired for its superior market knowledge to increase occupancy and rental rates.
- Within sixty days the marketing campaign was in full swing and many prospects begin to surface. With a methodically multi-layered approach to locate the right Tenant's vacant spaces began to disappear.
- The Team also opened up a small on site satellite office to further meet the time sensitive demands of many prospective Tenants. Within 18 months The Team had achieved a 96.5% stabilized occupancy.

**RESULTS**

Through an experienced and disciplined marketing process, The Conte Team was able to create real value tofor the landlord. The Conte Team handled the leasing for the Adler Group for six years until the park sold to Seagis Property Group who owns it to this day.

**- REFERENCES AVAILABLE UPON REQUEST -**

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

