



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

SERVICES

Landlord Leasing and Built To Suit Advisory 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 and abutting the Opa Locka Air Port. The Conte, Lyden, Schuchts Team (CBRE) was hired 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.
- The Team opened an onsite satellite office to meet with prospects and walk the site in a timely manner. Within ninety days the marketing campaign was in full swing and many prospects begin to surface.
- The United States Postal Service was analyzing both Dade and Broward County land sites for the ideal location and economics to locate their state of the art mail sorting facility.
- Within twelve months of being hired, The Conte Team was finalizing the details of a 480,000 square foot 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.

