



TENANT REPRESENTATION Marble of the World

SERVICES

Strategic Multi-Location Planning (SMLP) for Marble of the World was the system used to help JC Commercial Realty Consultants to identify high visibility, efficient and economically feasible showroom and distribution alternatives in the highly competitive Miami industrial real estate market.s.

SITUATION/PROCESS

- Marble of the World was looking to expand its South Florida presence and leverage television marketing dollars by having a location in all three counties.
- The requirement was very challenging based on the limited number of buildings that provided high visibility along a major thoroughfare and the strength of the market.
- The Conte Team leveraged all its 20 plus year brokerage relationships and continued to present on and off the market alternatives for over two years.
- A break through came while at a broker function Mr. Conte was discussing the requirement with an old broker friend who happened to know that Iron Mountain was going to be vacating a building they had been in for over 18 years. The building fronts the Palmetto Expressway and is approximately 43,000 square feet.
- We quickly made arrangements to tour the facility with Charles Urso and the negotiations began. The building was in major disrepair and needed a lot of attention and money. Negotiations lasted over five months. The landlord is a private owner who is as tough as they come but we patiently and persistently outlined the right deal terms that the business could handle.
- In the end, Marble of the World did a very long lease with massive up front discounts to subsidize the amount of improvements the Tenant needed and that the landlord insisted he do for the nominal up front rent costs.

RESULTS

After nine months of permits and construction, Marble moved into their high visibility, high efficiency operation with 100% air conditioning which fronts the Palmetto Expressway. The showroom is fully insulated, with 28 foot clear height, polished concrete floors and a brand new roof. Now Marble of the World enjoys a long term below market rent with a class A Building and location. The next time you are in Miami-Dade County stop in and look around their state of the art showroom located on the northeast corner of the Palmetto Expressway and NW 58th Street exit.

- REFERENCES AVAILABLE UPON REQUEST -

The work in this was completed by JC Commercial Realty.
References are available upon request.

