

Success Story



Challenge

- ✓ Identify an opportunity that can accommodate the firm's growth, initiatives, not increase their price per SF, limit out of pocket expense and provide the name recognition prominently at a building.



Action

- ✓ After an extensive search, short listed three (3) opportunities leveraging one off another to achieve the most aggressive terms and conditions. Engaged a project manager to assist in maximizing tenant improvements cost and limiting construction costs.



Result

- ✓ Increased existing SF from 17,000 to 33,099 while achieving their same rental rate
- ✓ Negotiated approx. \$1,000,000 of FFE for FREE
- ✓ Received an above market Tenant Improvement Package with ability to convert unused TI to Free Rent
- ✓ Negotiated approx. \$.90 reduction off of existing asking rate
- ✓ Received approx. 1mo /yr of free rent
- ✓ Ongoing ROFO rights



47,000 SF
Expansion/Relocation

Testimonial

"We were very fortunate to find such a beautiful and well-served space. I practiced law at 2121 Avenue of the Stars for 15 years and am looking forward to returning,"...the Miller Barondess name will be placed prominently on building signage increasing the firm's visibility and recognition."

- Skip Miller
Founding Partner