

LOCAL BUSINESS OWNER WINDS DOWN OPERATIONS AND LEASES OUT PROPERTY THEY OCCUPIED

LEASED
SANTA FE SPRINGS, CA



CHALLENGE

As we wound our family business down and decided to retire as Landlords, it was time to lease out our property since they were no longer using the space for their business. Our 11,200 SqFt industrial building in Santa Fe Springs had one major challenge in that it was comprised of approximately 70% office space. Since COVID-19, the need for office space has decreased significantly. Also, not only was there a lot of office space, but it was also outdated with a lot of Tenant Improvements needed.



ACTION

We engaged Christopher Destino, who had helped us with another property in the past, and Connor Howland to secure a new tenant. Chris and Connor educated us on the market, and informed us of the opportunities and the challenges we faced given the office configuration and Tenant Improvement requirements. They listed the property and placed it in front of companies that would likely be interested, given their use, and after making some adjustments to the offering along the way, they found a great local tenant.



RESULT

The creative marketing approach they presented for the space allowed the tenant to envision how their operations would work well in the property. After negotiations, we signed a new lease agreement, and a new tenant improvement plan was in place. We secured a qualified tenant, improved the functionality and look of the building, and secured a long term lease with good cash flow for our family.



TESTIMONIAL

“Chris and Connor’s hard work and persistence helped us each step of the way from the listing and marketing, the negotiation and renovation process. Chris and Connor are great advisors when it comes to industrial real estate transactions, and we look forward to using them again. You should also work with them if you have a similar project.”

-Pete Buongiorno, Owner



COMMERCIAL REAL ESTATE SERVICES

DESTINO INDUSTRIAL TEAM
Destino | Howland | Tezak



Christopher J. Destino, SIOR

PRINCIPAL | LEE & ASSOCIATES

714.564.7181

cdestino@lee-associates.com

CA DRE #01447060