

# LONG-TERM TENANT MOVES OUT, SO IT WAS OUT WITH THE OLD AND IN WITH THE NEW

**LEASED**  
**SANTA FE SPRINGS, CA**



## CHALLENGE

As my long-term tenant's lease was approaching the end, it was clear that they were not in a financial position to extend the lease. We needed to secure a new qualified tenant. In addition, the demand for commercial leasing had increased substantially since the start of the prior lease.



## ACTION

I reconnected with my local industrial property expert and agent, Chris Destino, and as we went over the situation and challenges, we quickly came up with an approach to get the existing tenant out as smoothly as possible, while also securing a new quality tenant to pay current market rents.



## RESULT

After a brief marketing campaign and several discussions with the existing tenant, Chris identified a new local distribution company who was ready and able to lease the property. This dramatically increased the cash flow from the property to us, and also allowed me to go back and enjoy the things in life outside of work and finances.



## TESTIMONIAL

"I have worked with Chris Destino on two separate lease negotiations. He has always been very helpful, and thoroughly explained the process every step of the way. Anytime I have questions, Chris is responsive and looks out for my best interest. He is a professional in every way and can foresee potential issues before they occur. Chris knows how to prepare a commercial property for showing, maximizing its potential. I recommend his services to anyone in the commercial leasing market. You will not be disappointed."

---Linda Pierce



COMMERCIAL REAL ESTATE SERVICES

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