



REAL CAPITAL PARTNERS

Real Estate Services

305.477.9748



OTTO@RCPFL.COM



www.rcpfl.com



Lease Up!



WORKOUT ANYTIME™

Challenge:

Tallahassee Biscayne is a center in Homestead, FL. The property consists of an 18,970 sf retail center. The building, although fairly new, is considered a “B” class due to its location. The property was originally shadow anchored by Home Depot and sits behind a Burger King Restaurant. Home Depot is no longer at this location with no replacement anchor on site. Existing tenants are Family Dollar, Wing Mania and Metro PCS. Occupancy at the time of assignment was 57%. The landlord engaged Otto Travieso and Real Capital Partners to lease up the remaining space.

Actions:

Otto Travieso launches a strategic marketing campaign. The campaign begins with marketing to local brokers and a personal list of local and national tenants. Otto then proceeds to a second phase of marketing that includes canvassing the area for potential tenants.

Results:

- Otto landed a nail salon within the first 3 months for an endcap space approximately 2,000 sf.
- After continual marketing, Otto was able to secure a Workout Anytime out of Atlanta to take the remaining 6600 sf.
- Occupancy increased to 100% within 18 months of Real Capital Partners being contracted by the owner.

Testimonial:

“Otto has handled all aspects of this leasing assignment as if the property was his own, and I appreciate that” **Richard O.**

To Inquire About this Transaction or Discuss Your Commercial Real Estate Needs
Contact Otto Travieso at 305.477.9748 or otto@rcpfl.com