

# LOCAL PROPERTY OWNER SECURES NEW TENANT WITH LITTLE TO NO VACANCY AS NEIGHBOR EXPANDS OPERATIONS

**LEASED**  
**LA PUENTE, CA**



## CHALLENGE

As our tenant of one year informed us they were vacating, we needed to get our warehouse leased again. But the hard part was that we wanted to retain a portion of the office for our own use, creating a shared space environment that can turn some tenant's away. As general market demand was slowing this did not help us when a tenant was comparing against another option.



## ACTION

We hired Christopher Destino, who had helped us with another property in the past, and Pete Sowa to find us another tenant who could share the space. They filled us in on current rents, and began marketing the space. They found several interested groups and helped us navigate the offering and negotiation process, providing guidance and quickly answering questions.



## RESULT

After several months of marketing, and multiple offers, they helped us secure a lease with a neighboring tenant who needed overflow space for the next several years. The new lease with a quality credit worthy tenant we signed started right after the previous one expired, so we had basically no down time or vacancy and our cash flow continued.



## TESTIMONIAL

"We have known Chris and Pete for many years, and they are always very helpful to provide good market information and execution of plans. They have helped us multiple times and we would recommend they also help you if you are a landlord."

-Prince Ngamjiraphak,  
Owner



COMMERCIAL REAL ESTATE SERVICES

DESTINO INDUSTRIAL TEAM  
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