

CoStar
POWERBROKER AWARD
THE BEST OF THE BEST



Ces Cecchin
M MERIDIAN
COMMERCIAL

Leased office building SELLS after complete tenant makeover!

What was the issue? This 7300 square foot multi-tenant property had a large vacancy that was severely affecting the owner's monthly cash flow and property value. As a result of a family event, the owners needed to sell the property within the next year.

What did we do about it? Working with Ces, the office spaces were reconfigured in order to satisfy current market demand. Ces and his team executed a campaign targeting qualified prospects through snail mail, signage, cold calling and old fashion networking.

How did it turn out? In less than 6 months the building was fully rented with long term leases. By applying specialized marketing practices and working a network of qualified investors Ces and his team SOLD the building to a buyer that finds value in the unique characteristics of the property.



- **Commercial Multi-Tenant building sells for over \$600 per square foot.**
- **Leases renegotiated for building sale.**
- **Long-term quality tenants.**

Testimonial: *"When my largest long-standing office tenant relocated to the City Ces assisted me to reconfigure the building to meet the current local office market demand. He leased the offices to strong qualified tenants and subsequently sold the fully leased building. Ces has earned my business, and now represents me leasing and selling my multiple commercial properties."*

Maurizio Rosetti, commercial property owner



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