

CASE STUDY

BILTMORE COMMERCE CENTER

The Coppola-Cheney Group stabilized and is leasing Biltmore Commerce Center.



Biltmore Commerce Center
3200 East Camelback Road
Phoenix, AZ 85018

Requirement

To lease up a 65% leased Class A Office Building in a flat market

Challenge

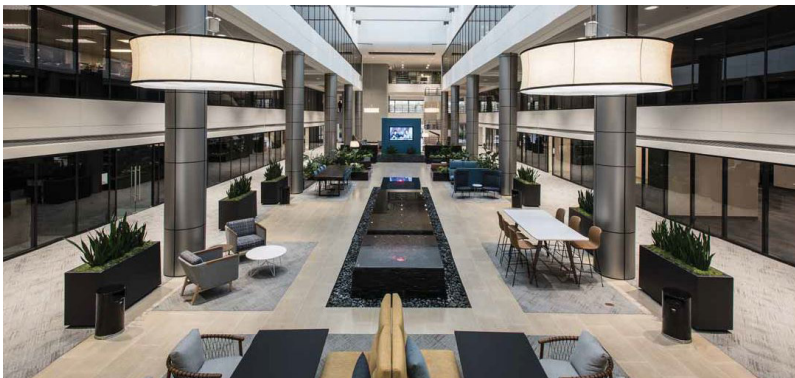
- Competitive Submarket
- Limited Net Absorption
- Limited T.I. dollars

Solution

- Leverage community relationship
- Full marketing approach
- Created interactive tour

Results

- Secured 40% of tenants with our own clients
- Increased occupancy to 91% all while steadily increasing rents.



Client:



Size:

259,740 SF Total

Property:

Biltmore Commerce Center

To learn how The Coppola-Cheney Group can negotiate your real estate needs please contact us.
www.c2brokerage.com



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