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CresaPartners assists ProSource in expanding showroom and warehouse

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ProSource, a wholesale flooring outlet for trade professionals, recently doubled its leased space. Due to expanding business, they had outgrown their combined showroom and warehouse space just as their old lease was expiring. The new lease was negotiated by CresaPartners of Albany, N.Y., who had initially placed ProSource at the current site. CresaPartners was retained again as a commercial tenant representative to investigate site options and negotiate with prospective landlords.

CresaPartners conducted an extensive site search and analysis, creating a competitive environment among prospective landlords. Through this due diligence Cresa was able to obtain a comprehensive understanding of the market in order to guide the client. ProSource made an informed decision to shift its warehouse area to new space on-site and expand the showroom area in the current building. By identifying the true market rates, CresaPartners was able to optimize the client's total occupancy costs, while the landlord retained a valuable tenant.

ProSource Showrooms was founded in 1990 in St. Louis and has steadily expanded to new markets, helping to create immense buying power that enables passing savings back to Members. ProSource works as go-between for flooring manufacturers and tradespeople who need to buy flooring options or showcase them to clients. They cater to the unique requirements of builders, remodelers, interior designers, contractors, rehabbers, real estate professionals, installers, architects, and other flooring trade professionals.

CresaPartners is an international corporate real estate advisory firm that exclusively represents tenants and specializes in the delivery of fully integrated real estate services, including: Transaction Management, Project Management, Relocation Planning and Management, Strategic Planning, Workforce and Location Planning, Subleases and Dispositions, Lease Administration, Capital Markets, Sustainability, Supply Chain and Facilities Management. With more than 50 offices, CresaPartners is the largest tenant representation firm in North America. Internationally, CresaPartners covers more than 125 locations in 35 countries.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540