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## **O'Connell of Choyce Peterson negotiates 4,047 s/f lease for Southport Family Dental**

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Southport, CT Choyce Peterson, Inc., a full-service commercial real estate brokerage and consulting firm, has completed lease negotiations on behalf of Southport Family Dental for a 4,047 s/f office at 3530 Post Rd. Choyce Peterson vice president Charlene O'Connell represented Southport Family Dental in this transaction.

Dr. Pamela Gibson and Dr. Colleen Randall, co-owners of Southport Family Dental, reached out to Choyce Peterson for assistance in relocating their dental practice in Southport as they were ready to expand their practice. O'Connell researched the local market for available space zoned for a medical/dental practice with parking for staff and patients, and good visibility. After touring medical

buildings throughout Southport and soliciting proposals from several landlords, Gibson and Randall signed on 3530 Post Rd. O'Connell negotiated a lease deal including free rent and tenant-improvement funds. The building offers a visible and easily-accessible location as well as an expansive perimeter of grand windows for sunlit opportunities. The team engaged Curt Verdi, president of Verdi Construction Co. LLC, to design and build a custom premier build-out to their specifications.

O'Connell said, "It's been an absolute pleasure representing Pam and Colleen. By focusing our search on a finite location and specific criteria, we were able to quickly zero-in on a building that gives them all the features they were seeking, plus a photo-worthy window line from their operatories. We wish them the best of luck as they grow their practice in this beautiful new office."

Gibson and Randall said, "We were excited to work with Charlene on this project. She did an excellent job guiding us through evaluating the market options and negotiating favorable lease terms on our behalf, and exceeded our expectations in every respect to help us achieve our vision. We are looking forward to expanding our business in Fairfield County and meeting with patients in our stunning new space."

The landlord, The Marsilio Group, was represented by Jon Angel, president of Angel Commercial, LLC.

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