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Choyce Peterson represents Lucerne Capital in headquarters lease renewal - 2,700 s/f

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Greenwich, CT Choyce Peterson, Inc., a full-service commercial real estate brokerage firm, completed lease negotiations on behalf of Lucerne Capital Management, LP (Lucerne Capital) to renew its 2,700 s/f headquarters lease at 73 Arch St. Choyce Peterson principal John Hannigan represented Lucerne Capital in the transaction.

As Hannigan had previously represented Lucerne Capital in its move to 73 Arch St. in 2000, Patrick Moroney, chief operating officer of Lucerne Capital, reached out to him when their lease in this building was nearing expiration. After reviewing comparative buildings, Moroney directed Hannigan to negotiate favorable terms for a renewal of Lucerne Capital's existing office space given its modern aesthetic, high-end finishes and excellent layout. Hannigan commenced negotiations focusing on flexible option periods and a competitive rental rate for the duration of their extended lease.

The Lucerne Capital team enjoys the location of this building with its proximity to shopping and dining along Greenwich Ave. This brick office building is situated 0.2 miles from I-95's Exit 3, within walking distance of the Greenwich Metro North train station, and offers a dedicated private parking lot.

"Once again, I enjoyed working with Patrick on Lucerne Capital's headquarters lease," Hannigan said. "Even given a situation where a company wants to remain in place and extend their lease, it is always important to appoint a dedicated tenant broker to negotiate the best financial terms for a renewal. In the end, we succeeded in achieving results that support Lucerne Capital's business and economic goals."

Moroney said, "We were glad to seek John's trusted guidance for our lease negotiations again. His professional demeanor and keen market insight were invaluable to the process. We're excited to continue our tenancy in a building and space that fits our needs perfectly."

The landlord, ATC LLC, was represented by Claudia Leitenberger, executive director.

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