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Suffolk Devonshire attracts 11 tenants in 90 days; NAI Hunneman Comm'l. is exclusive agent for bldg.

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According to Suffolk Devonshire LLC, owner of the 185 Devonshire St. office building in Boston's Financial District, its aggressive leasing program has already attracted 11 tenants in 90 days.

"We're very pleased with the results of our creative leasing program. We wanted to offer the best deal in town and great incentives to smaller users during these tough economic times," said Michael Rauseo, managing member of Suffolk Devonshire. "They were naturally drawn to our offers and to the quality, amenities and strategic location of the building."

Suffolk Devonshire purchased the remaining 75% of 185 Devonshire St., an 80,000 s/f office building in the Financial District, in March. About one-fourth of the building had been previously sold as office condominiums.

After the purchase of the building, Suffolk Devonshire offered to either lease office units to potential tenants with an option to buy or sell the units outright at up to a 50% reduced price. The developer also offered free rent to credit-worthy tenants through the end of 2009.

"After we announced our unique leasing program, we had showings of four to five potential tenants each day," said Jeff Becker, senior vice president at NAI Hunneman Commercial, which serves exclusive sales and leasing agent for the property. "At a time when downtown leasing activities are down by 85%, we're very excited to lease a significant portion of the building."

The turn-of-the-century building has recently gone through an extensive renovation, including improvements of common areas such as the main lobby, common corridors and all-new bathrooms. Improvements also consisted of new elevator cabs, upgrading elevator system components, a new roof, the replacement of most air-conditioning units, exterior maintenance and the build-out of other select systems. The building has been converted into office condominiums units, offering a variety of smaller space options for prospective buyers and tenants.

185 Devonshire offers a lot more than just a prestigious address. It is accessible to all downtown MBTA subway lines and public parking facilities, and is within walking distance to Boston landmarks such as Faneuil Hall Marketplace, Downtown Crossing and Boston Common, to name a few. It's a true business address.

The property features an attractive central entrance that leads to a dramatic signature Italian marble lobby.

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