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# \$15M flex deal nets a quick return for The Leder Group

## Investor puts all Tampa properties up for sale

Premium content from Tampa Bay Business Journal by Janet Leiser, Staff Writer

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Janet Leiser

TAMPA -- A South Florida commercial real estate investment firm has sold two flex properties for nearly \$15 million, or \$3 million more than it paid for them 15 months ago.

The properties -- Corporex Plaza in east Tampa and President's Plaza west of Tampa International Airport -- brought a higher price because the buildings, five in all, have a low vacancy rate of about 5 percent, said Sean Leder, president of Boca Raton-based **The Leder Group**.

When Leder bought the buildings in February 2007, the vacancy rate was approaching 30 percent.

"By being flexible and creative, we got vacancy down to about 5 percent," Leder said. "It just needed some TLC, and we gave it to it and it performed."

The buyers, Independence Realty Inc. of Princeton, N.J., and Richard M. Brand LLC, couldn't be reached for comment.

Corporex Plaza is comprised of three buildings totaling 94,197 square feet. It's located near Interstate 4 and Dr. Martin Luther King Jr. Boulevard. President's Plaza's two buildings total 41,513 square feet and are located in Westshore.

## Improvement investment

Not all of the \$3 million is profit, Leder said. The company spent about \$1.25 million on tenant improvements and broker commissions, plus improvements to landscaping and painting.

Newer tenants include Next Day Gourmet, a subsidiary of **U.S. Food Service**, and Rexel.

Leder has placed its entire 365,000-square-foot Tampa portfolio, including the Bay Vista office complex in Pinellas County and the Pinebrook business center on Falkenburg Road, on the market. The pieces are available individually or as a package.

"We're trying to sell everything in Tampa," Leder said.

The Bay Vista property is presently under contract, he said.

"Sales are more difficult today than they have been in the past," Leder said. "We're still seeing nice activity on the leasing side as far as demand.

It just takes a little longer to get the [sale] transaction done because the lenders are more difficult."

Even though The Leder Group is more interested in selling than buying right now, it's still willing to buy.

"If we see the right opportunity, we'll bid on it," Leder said. "Right now we haven't seen anything that has piqued our interest."

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