

# Miramar Business Park

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# Miramar Business Park

Landlord receives above market lease rate in a tenant market.

**Challenge:**

Retain Miramar Business Park's largest tenant at the highest possible rent. This renewal came about during a tenant market, so Voit needed to negotiate terms that were favorable to the landlord.

**Solution:**

Use our in-depth knowledge of the current market and the need to both retain a major tenant yet negotiate a renewal lease favorable to Miramar Business Park. Negotiate directly with Alliant Tech Systems to show the existing tenant that remaining in its current space was the best business decision.

**Results:**

Voit provided its client with a five-year renewal lease at the above market rate, exceeding Miramar Business Park's expectations. Voit secured an above market rate for the 98,000 square foot San Diego-based property with no tenant improvement or free rent concessions.