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Lee & Associates Executes 98,952-SF Industrial Lease in Camarillo
Transaction illustrates accommodations landlords are offering in today’s market

CAMARILLO, CA – August 5, 2010 – A 98,952-square-foot industrial lease just completed in the Camarillo Commerce Center at 4030 Via Pescador here is one example of the ways in which landlords are accommodating new tenants in the current economy, according to Grant Harris, a principal with Lee & Associates-LA North/Ventura, Inc., who, with Lee’s Robert Shafer and Grant Fulkerson, represented the landlord in the transaction.

“This building, with 12 truck-high doors, is one of the few true warehouse buildings in Camarillo,” said Harris, “but with Ventura County industrial vacancy rates now at 4.8 percent on a direct basis, even landlords with the highest quality buildings are working hard to attract and retain tenants.”

Dynacorn International Inc., a distributor of parts for classic cars and muscle cars, leased the industrial building for a seven-year term from Triliad Development Inc. The lease, with a total consideration of nearly \$4 million, is one of the largest signed in Ventura County this year.

Dynacorn, which was seeking a single building to consolidate two Oxnard warehouses totaling 60,000 square feet that it current utilizes, had a number of choices in Ventura County, but the company preferred the layout and the loading capacity of the 4030 Via Pescador site for its business.

The building had only been on the market for lease for six months, a relatively short time by today’s standards, but the landlord wanted to make sure that it did not miss the opportunity to add this tenant to its industrial park mix. To sweeten the deal, Triliad offered a reduced rental rate for the first two years of the lease and delayed the start-date for the lease. This gave Dynacorn the option of an early occupancy without having to double up on its rent payments.

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“We wanted to make Dynacorn a very enticing offer, but at the same time, this was a very smart move for the landlord,” said Harris. “This transaction provides our client with a great tenant on a long term basis, and the opportunity to return to market rate lease rates when the economy improves. It’s a win-win for all concerned.”

The tenant was represented by Mike Tharp and Fred Ferro, both with NAI Capital,

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