

Tenant Representation



CASE STUDY



CLIENT

Dickey's Barbecue Pit



ASSIGNMENT OVERVIEW

- Coordinate all phases of lease negotiation of Class A retail sites from Champaign, IL to the Lake of the Ozarks
- Locate markets in need of barbecue that meet all the corporate demographic requirements
- Walk the new owner/operators step by step through the entire lease negotiation process
- Leverage landlords that are competing for Dickey's Barbecue as a tenant to get the most aggressive rental rate and tenant improvement allowance possible

RESULT

- Obtained below market rents
- Obtained above market tenant improvement allowance

"I was so impressed with Sansone Group and Mark Kornfeld that I have decided to make them our exclusive broker for Dickey's Barbecue in my territory."

Doug Gruder, Dickey's Barbecue Area Developer



Mark Kornfeld

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