

# Tenant Representation

## CASE STUDY



## CLIENT

Wasabi Management, Inc.  
d.b.a. Wasabi Sushi Bar



## ASSIGNMENT OVERVIEW

- Present demographic appropriate markets for aggressively-expanding Sushi chain
- Analyze ideal co-tenant's performance in the market to assist client in determining which market will lead to the strongest sites
- Take inventory on competing Landlords' tenant concession packages and present to client in straight forward analysis

## RESULT

- Landlord made substantial contribution to Tenant's capital improvements
- Client secured last remaining outparcel end cap position with patio in a Whole Foods and Target-anchored center
- Minimized client's investment in premises in order to keep funds available for additional locations in the near future



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