



“They successfully negotiated on our behalf and communicated with us effectively through the process. They were always readily available to answer all of our questions.”

Kay Arthur, Executive Director
Biltmore Cardiology

SUCCESS STORY

BILTMORE CARDIOLOGY



Biltmore Cardiology, PLLC
4444 N. 32nd St., #120
Phoenix, AZ 85004

TEAM

Michael Dupuy
Fletcher Perry

STATISTICS

9 Year Lease
1 Option To Renew
24,000 RSF
Camelback Corridor

SERVICES PROVIDED

Lease Audit
Financial Analysis
Tenant Representation

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CHALLENGE

Biltmore Cardiology, PLLC (“BC”), a large, local private practice was in the middle of a 10 year lease. As their real estate costs continued to increase they asked for rate reduction from their current landlord in exchange for some additional lease term. While it sounded like a fair deal they were struggling to get the mission accomplished.

STRATEGY

After a detailed conversation, The Dupuy/Perry Team was able to identify a number of additional priorities for BC. Our basic strategy was to trade some of the less important Tenant slanted lease provisions (ex. right of first refusal on adjacent space, early termination option, etc.) for a removal of the personal guarantees, a rate reduction and an improvement allowance to refurbish the suite.

BC engaged The Dupuy/Perry Team to assist with restructuring its 24,000 square foot office lease.

SERVICES

We provided a lease audit and assisted in restructuring their lease.

RESULTS

Mission accomplished. The partners are guaranty free and paying significantly less than they were before. BC has engaged The Dupuy/Perry Team to assist with its satellite offices as well.