



## **Stassa of NAI Friedland closes two retail leases consisting of 3,875 s/f**

December 21, 2009 - Front Section

Rick Stassa, senior retail broker at NAI Friedland Realty, has brokered two retail leases on University Ave. totaling 3,875 s/f. The deals include: a 2,000 s/f lease for the second floor of 2356 University Ave. to Mi Gente Nail Salon, and a 1,875 s/f lease at 2364 University Ave. to 99 Cent Discount King. Stassa represented both the tenant and the landlord.

"2364 University Ave. is a prime example of successfully matching properties with clients in industries that are doing well despite the economy," Stassa said. "There are very few retailers expanding right now. The tenant, 99 Cent Discount King, expressed interest in this space and through some tough negotiations, we were able to complete the deal."

Just south of 99 Cent Discount King will be Mi Gente Beauty Salon, another expanding business, at 2356 University Ave. "We've had a lot of interest in this building since construction began. Originally a funeral home, the property is now a brand new two-story building with a full basement," said Stassa. NAI Friedland Realty also sold the property to the developer.

Mi Gente Beauty Salon was formerly in 300 s/f north of Fordham Road on University Ave. They sought larger quarters to accommodate their growing business. "Most beauty salons require a first floor space to be successful," Stassa said. "Mi Gente Beauty Salon, however, has a very strong and loyal following. We were able to accommodate their need for additional space and are very confident in their success as a second floor retailer." The salon plans to furnish the building to accommodate hair, manicure, and massage appointments.

The two properties are in close proximity to the busy southeast corner of Fordham Rd. and University Ave. Area businesses include C-Town, Hardware House, and Gothic Cabinet. St. Nicholas of Tolentine Church, a Bronx Landmark on Fordham Road, is directly across the street.

"Rick brings a unique perspective to urban retail leasing," said Tony Lembeck, COO of NAI Friedland Realty. "He has the ability to match tenants to specific locations that will support and enhance their business." Co-Communications, Inc.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540