

Business Park Capabilities – JOSE I. JUNCADILLA

BEACON NORTH (KINTETSU FACILITY)

PRODUCT TYPE:

WAREHOUSE / DISTRIBUTION
BUILD-TO-SUIT

PROJECT SIZE:

400,000 SF



Description: Beacon North was the second “Beacon” project built after Beacon Centre. Most parcels were sold or build-to-suit to companies such as Amercdisc, US Cargo, Barnett Bank as well as a condominium warehouse developer. The major transaction in the park was with Kintetsu Worldwide, a Japanese freight forwarder who negotiated a two-phase 100,000 SF each building BTS-lease. Prior to taking occupancy, Kintetsu agreed to buy the facility with the extra four acres for phase II.

Responsibilities/Position: Senior and lead broker responsible for the purchase of the site, involved in all aspects of master-planning, design, concept, marketing campaign and the leasing and sales of the park, including a BTS-lease to Kintetsu Worldwide for 100,000 SF with an additional 100,000 SF option. When Kintetsu decided to sell and leaseback a few years later, negotiated with Kintetsu the sale of the building and land, and sold to TOPP Investments. TOPP Investments decided to sell two-years later and Mr. Juncadella sold it again for the third time. Recently the building sold again for over \$100/SF and Mr. Juncadella sold the adjacent land for \$25/SF.

