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SUCCESS STORY

OZ Digital

100% Recovery Sublease Disposition
(7,644 SF Office)

APRIL 2025

 FORT LAUDERDALE, FL





- **Deal type:** Sublease (Disposition / Tenant Rep)
- **Sector:** Office
- **Size:** 7,644 SF
- **Market:** Fort Lauderdale, FL
- **Term:** 4.5 years (remaining term)
- **Completion:** April 2025
- **Timeline (kickoff → LOI → executed):** Sep 2024 → Feb 2025 → Apr 11, 2025

The challenge

OZ Digital had a large office footprint in Fort Lauderdale that was significantly underutilized—supporting only a small on-site team—creating ongoing lease liability and unnecessary occupancy burden.

The priority was to dispose of the unused space quickly and minimize financial exposure without weakening deal terms through concessions.

Our approach

- **Matched the space to the right tenant profile.** We identified user types best aligned with the existing build-out and location, then targeted outreach accordingly.
- **Positioned the sublease to win while protecting terms.** Because the existing lease economics were attractive relative to the market—and the space had strong quality along the Cypress Creek corridor—we marketed the opportunity to drive urgency and qualified demand.
- **Created a competitive bidding environment and held firm.** We generated multiple points of interest and managed negotiations to secure a takeover of the existing rent with no concessions, resulting in a clean disposition for the client.



Results



RECOVERY
RATE

100%



RECOVERED
COSTS

\$50,000



LEASE
LIABILITY

REMOVED

- **100% recovery rate** achieved (the subtenant covered 100% of the existing lease cost).
- **~\$50,000 recovered** through the sale of existing furniture, fixtures, and equipment (FF&E).
- **Lease liability removed** for the remaining term, eliminating recurring cost exposure tied to unused space.
- **National Credit Tenant**

“Angelo and his team were able to source a national tenant within 6 months. The sublease lowered our occupancy cost and eliminated unused-space liability.”

—Ahad Jafri, CFO



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