MIC

MONFORT® INVESTMENT CORP

Leasing Case Study: Epic Pickleball Club

Serving Up Success: Tailoring Spaces for Emerging Trends

MIC secured a retail space on behalf of a burgeoning pickleball concept, Epic Pickleball Club, a pickleball concept in Littleton, Colorado. MIC negotiated favorable lease rates and delivery requirements, illustrating its commitment to going above and beyond for clients. This effort ensured a smooth transaction, benefiting both the landlord and tenant.

KEY TAKEAWAYS

Goal: To identify and secure an ideal retail space, negotiate favorable lease terms and manage space delivery that meets the specific needs of the tenant, Epic Pickleball Club.

Strategy: A deep understanding of the local market, strong relationships with landlords, a proactive approach in negotiations and efficient management of the lease transaction allowed MIC to secure an optimal location and the best possible terms.

Challenges/Solutions: Addressing the specific space requirements for a pickleball facility, which have unique dimensions and can limit the available space options.

Community Impact: Enabling the tenant in the introduction of a new and popular recreational activity to the Littleton area, contributing to local engagement and activity.

Performance: The long-term lease was secured under favorable terms for the tenant and has also provided stable occupancy and consistent revenue for the landlord.

PORTFOLIO/PROJECT DETAILS

- **PROJECT:** Secured favorable lease rates and terms for client, managing a timely and cost-effective space delivery.
- **LOCATION:** Bowles Village (Littleton, CO)
- **SIZE:** 35,000 SF
- **CLIENT:** Epic Pickleball, Local landlords

“Monfort Agency was key in securing our Littleton space for Epic Pickleball Club’s second location, negotiating excellent lease terms. Ciara built strong relationships with the leasing broker and landlord, ensuring they understood our business model and community impact. Her clear communication exceeded expectations, making the process seamless. We're thrilled to bring Epic Pickleball Club to the community and couldn't be happier with the result!”

Perry Leyden
Owner, Epic Pickleball