

CONSTRUCTION & COMMERCIAL REAL ESTATE

Retailers have a variety of locations to choose from

BY CB STAFF

CCM has been dedicated to providing acquisition, development, leasing and asset management services to clients in Puerto Rico and the southeastern region of the U.S. since 1977.

"With a portfolio that includes two million square feet of commercial space, we are one of the largest management companies on the island and have the exclusive representation of Chainlinks, a leading retail real estate advisor in the U.S., as well," said Yvette Meléndez, director of leasing at CCM. "Our mission is to be the best alternative in real estate services, and we have the knowledge of motivated and talented professionals who are committed to providing innovative solutions to those we serve."

CCM currently manages 12 centers throughout the island: Santa Rosa Mall in Bayamón, Aguadilla Mall, Centro Del Sur in Ponce, Plaza Caparra in Guaynabo, Plaza Canóvanas, Plaza Villa Blanca in Caguas, El Monte Town Center in Ponce, Reparto Metropolitano Shopping Center in Río Piedras, 65th Infantería Shopping Center in Río Piedras, Eastern Plaza in Fajardo, Mountain View in Carolina, and Galería Juncos.

"We have also participated in the creation of Castro Lifestyles Properties, which has provided



us with additional expertise in mixed-use development," said Meléndez.

Regarding the firm's affiliation with Chainlinks, she added that this has made CCM part of a nationwide network of experts in tenant representation and brokerage services, with clients including Best Buy, AutoZone, Sephora, Kohl's, Vitamin Shoppe, Petco, Pollo Campero, Five Guys Burgers & Fries and Nordstrom Rack. Services provided by CCM include the management and administration of commercial centers, warehouses, office buildings and commercial properties, along with tenant representation and brokerage services, acquisition and development, and asset management (leasing, operations, marketing, accounting and reporting).

With plans to convert its properties to green buildings, Meléndez said that CCM has already started the process by retrofitting the lamps at all

the centers to induction lamps, which has resulted in electricity-consumption savings. Cardboard recycling is also underway.

Having recently opened Plaza Canóvanas Shopping Center and inaugurated Galería Juncos, Meléndez noted that retailers interested in space at one of these locations can check out CCM's web site at www.ccmpr.com.

"We have spaces available at both locations and are looking for furniture stores, service concepts such as communications stores, hair & nail salons, and family restaurants, to mention some," she said.

Meléndez noted that given the challenging current economy, landlords and tenants are working closer than ever to find ways to stay afloat.

"Whether you are a retailer or landlord, there are opportunities and new business out there, and CCM can help you find them," she said. ■

As Ranked by **CARIBBEAN BUSINESS**®

PUERTO RICO'S LEADING COMMERCIAL REAL ESTATE COMPANIES

(Listed According to Total \$ Value of Properties Sold in 2009)

Current/ Previous Ranking	Company Name Telephone/Fax Internet/Email Address	Physical Address	Total \$ Value Properties Sold in 2009	No. of Properties Sold	Full-Time Licensed Sales Associates	Year Est. in P.R.	Top Executive Title
1/-	Property Concepts Commercial (787) 977-7373 / (787) 977-8186 www.propertyconceptscommercial.com	255 Canals St. San Juan 00907	35,000,000	10	4	1992	Fernando L. Toro President
2/1	Christiansen & Portela (787) 756-5140 / (787) 756-5190 www.christiansen-portela.com	128 F.D. Roosevelt Ave. Hato Rey 00918	27,000,000*	24	5	1997	Gerald J. Christiansen President
3/3	P.R. Realty Group Inc. (787) 774-0636 / (787) 774-9005 prrealtygroup1@gmail.com	Parkville Ext. ZA-20 Nevada St. Guaynabo 00969	14,000,000*	7*	4	2003	Lorenzo Santiago President
4/-	Value Added Comercial Real Estate Services PSC (787) 977-6600 / (787) 725-1519	860 Ashford Ave. Suite 2D San Juan 00907	4,000,000	1	2	2004	Mercy Zayas President
5/5	J. Marti Real Estate (787) 265-3500 / (787) 265-6121 www.martirealty.com	210 Villas de Algarrobo Mayagüez 00682	2,900,000	11	3	1993	José Marti Hernández CEO
6/4	Franciscus Real Estate Co. & Assoc. Inc. ** (787) 728-7777 / (787) 728-0715 www.franciscus.com	1501 Ashford Ave. Condado 00911	2,500,000*	2*	1	1959	John A. Franciscus President

*CARIBBEAN BUSINESS estimate

**The company is currently trading mostly with its own properties, not with external property listings.

Number of full-time sales associates includes part-time sales associates where applicable (every two part-time sales associates = one full-time sales associate).

Unless otherwise noted, all information was provided by the companies.

Research by Francis E. López

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