

PROFESSIONAL PROFILE

Bob Lucchesi has been practicing commercial real estate since 1990. After spending fifteen years with a regional brokerage company Bob formed his own company, ARDENT, in January 2006.

Lucchesi has consistently been one of the Rochester market's top producers over his tenure. To date, his transactions total close to five million square feet of space and exceed \$300M in value. Bob's book of business is evenly divided between tenant representation, landlord representation, and corporate dispositions & acquisitions. The majority of Bob's tenant representation efforts are geared toward servicing strong local companies and Fortune 500 type companies. Bob's clients benefit from his unmatched market knowledge, long established landlord relationships and expert facilitation skills. On the landlord side, Bob currently represents a diverse range of office and flex space with quality landlords. The ability to strategically position an asset and to systematically carry out a marketing program are the cornerstones of his landlord rep success.

CORNERSTONES OF BOB'S PHILOSOPHY ON BUILDING HIS BUSINESS & CAREER:

- The client's interest always comes first.
- Continually self-educate and increase knowledge base and skills.
- Strive to exceed the client's expectations.
- Demand excellence of yourself and those around you.

ARDENT Commercial Real Estate Advisors
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SPECIALIZATIONS

Landlord Representation, Tenant Representation, Corporate Dispositions & Acquisitions

PROPERTY TYPES

Office, High Tech, Industrial

MARKET AREAS

Upstate New York:
Buffalo-ROCHESTER-Syracuse-Albany

CAREER HIGHLIGHTS

Coopervision, Inc.:

- 250,000 SF build-to-suit distribution center
- 100,000 SF corporate headquarters lease

Citicorp:

- Disposition of a 160,000 SF Class A office building
- Lease of 70,000 SF for national customer care center (Student Loan Division)

ABB:

- Disposition of a 230,000 SF office/hi-tech facility
- Lease of a 46,000 SF regional operations center

High Point Office Park:

- Assemblage of 100-acre site for a mixed-use development, the cornerstone being a 370,000 SF Class A office park

PROFESSIONAL AFFILIATIONS AND LICENCES

Licensed NYS Real Estate Broker
Member of NYSCAR; Western NY Chapter