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COMMERCIAL REAL ESTATE: Weiss Signs Janney As Building's 1st Tenant

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Craig Weiss, of Melville-based T. Weiss Realty, is finally talking about some important milestones for his family company.

Weiss, who joined his father Ted Weiss' development firm last year, has not only completed his first few deals as head of leasing and acquisitions, he's also finalized a deal with the first announced future occupant of Melville Corporate Center III, a new 133,050-square-foot office building at 324 S. Service Rd. in Melville.

The tenant is Janney Montgomery Scott Llc, a Philadelphia-based investment firm with more than 100 branch offices across the Eastern Seaboard and mid-Atlantic regions.

Weiss says Janney's 11,000-square-foot lease at the front of the center's first floor is "setting the tone for the building," which has been seeking occupants since before its opening more than six months ago.

"The first deal and the last deal are always the hardest for a building," he says. "The way things are looking now, we're hopeful we'll have some large deals coming up," including two potential full-floor tenants.

Asked whether the spec building is a bellwether for the Melville office market, Weiss says, "There's a lot of uncertainty in the market" and that some potential tenants were turned away because they didn't fit T. Weiss' vision for the building. "Getting this deal . . . is a testament to our resolve, staying the course and making sure we get the right tenants."