



**264, 271, AND 272 WOLF ROAD, LATHAM, NY**

### Summary

After over 30 years in business and changing business trends, the ownership engaged in the sale of 3 sites in one of the regions most desirable industrial and commercial corridors. Each site had unique attributes and were sold to different purchasers over the course of 18 months. The overall site was uniquely positioned because of its low coverage and high parking capabilities as well as visibility from the Northway.

**Deal Size:** 3 separate sales totaling \$7,150,000

**Client:** Albany Park Ride N Fly

### Situation

Dispose of three assets in the Airport corridor during the heart of the COVID-19 pandemic and economic uncertainty.

### Strategy

Implement a marketing plan targeting a variety of alternative users than the existing park and ride operations and traditional net lease purchasers for the stabilized warehouse facility.

### Result

Culberson was able to successfully navigate three sales during the pandemic achieving an optimal outcome given the current market conditions.

