



4 ANDERSON DRIVE, ALBANY, NY

Summary

With limited IOS inventory in Capital Region, Culberson was able to procure an off-market deal for a low lot coverage building in a prime location.

Deal Size: \$1,100,000

Tenant: United Rentals

Landlord: Abele Tractor & Equipment Co.

Situation

Abele Tractor opportunistically acquired a neighboring property off-market to accommodate the expansion of their business. United Rentals had been searching the market for a new facility for several years.

Strategy

Work with Abele Tractor to determine their space needs to see if leasing the facility instead of occupying was an opportunity.

Result

Culberson was able to connect United Rentals with Abele Tractor to secure a long-term lease agreement.

