



5 GREEN MOUNTAIN DRIVE, LATHAM, NY



Summary

In cooperating with a national brokerage firm, Tyler was able to secure Ferguson Enterprises as a long-term tenant within the facility. The local landlord was satisfied that Ferguson made significant reinvestment in their building to add a showroom and sales counter area in addition to warehouse and exterior improvements.

Deal Size: 36,000 SF

Tenant: Ferguson Enterprises

Situation

Opportunity to lease a warehouse outside of the primary industrial corridors for the market.

Strategy

Work closely with Ferguson’s national broker to negotiate deal terms that were satisfactory to the tenant and landlord.

Result

After successfully negotiating a long term lease, Ferguson made extensive upgrades to the facility generating long term value for the landlord and tenant.

