



8, 21, 22 NORTHEASTERN INDUSTRIAL PARK, GUILDERLAND, NY

Summary

Since 2014, Culberson has worked with Heritage Management in the successful leasing program which assisted in taking the vacancy rate from nearly 50% down to 0%. Culberson remains engaged in providing market insight and lease renewal activity. With over 10 years of portfolio brokerage services, his strategic lease analysis has consistently created value across the entire asset. Heritage owns and manages millions of square feet of industrial space through out the Northeast. Providing local market knowledge with practical application has proven to be significant in the performance of the local portfolio.

Deal Size: 20,000 - 200,000 square feet

Client: Heritage Management

Situation

Proactively manage upcoming vacancy and existing tenant renewals.

Strategy

Actively work with existing tenant’s to adequately adjust their space requirements and aggressively market upcoming vacancies.

Result

Culberson has been able to maintain a steady occupancy rate across the portfolio for ownership through his proactive approach.

