

EAST MEADOW SHOPPING PLAZA

Case Study: Seeking an Experienced Investor



TESTIMONIAL

"American Investment Properties was our exclusive broker for the sale of our East Meadow Shopping Center. Ron and his team provided guidance and the expertise needed to get the deal done. They were able to secure the perfect buyer for the property at a very low cap rate. I highly recommend Ron and American Investment Properties to anyone who needs a commercial real estate broker."

Debra-Lori Corp.

CHALLENGE

The shopping center located at 2295 Hempstead Turnpike in East Meadow features 16,343 square feet and sits on 0.95 acres. The property consists of four stores, three of which are occupied by national tenants (Auto Zone, Dunkin Donuts and Nassau Financial) with one vacancy. The main challenge in selling this property was the high asking price and low cap rate.

Due to the vacancy, the actual cap rate of this property was very low which deterred many buyers. Additionally, due to the location of the property, the taxes for this center was approximately \$12 per square foot. In order to sell this property, it was necessary to secure a buyer who would see the potential to raise rents and have the experience to lease the vacant space.

ACTION

After receiving the exclusive listing, we at American Investment Properties immediately began vdesigning and manufacturing all the marketing materials for the property. Once all the materials were completed, the property was brought to market. It received full exposure and was delivered to over 10,000 active clients and 3,500 cooperating brokers.

RESULT

We were ultimately able to secure a Queens, NY based investor who owns large assets in New York and around the country.

- AIP brokered the sale of the East Meadow Shopping Center for \$4,925,000
- The actual cap rate was 4.44%
- Property sold for \$301.37 PSF
- The average selling price in this area is 240.28 PSF and a 5.99% cap rate



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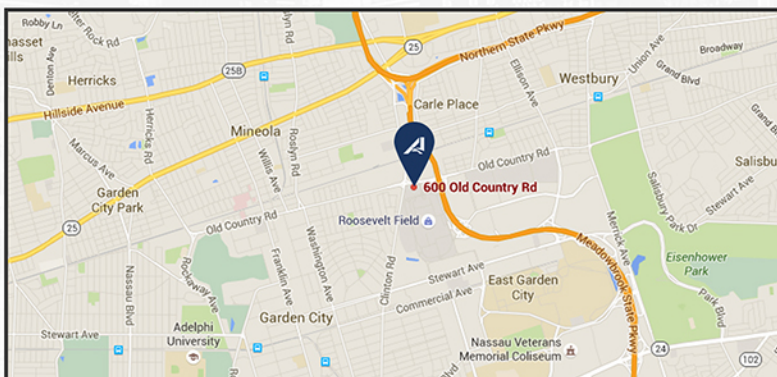
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Optimizing Your Commercial Real Estate Profits

Founded on July 4, 2001, by Ron Koenigsberg, American Investment Properties Inc., specializes in the sale and acquisition of commercial real estate in Long Island's Nassau and Suffolk Counties. American Investment Properties (AIP) has participated in several hundred million dollars' worth of property sales and is a well-known and highly respected name in the Long Island community and the commercial real estate industry.

As a leading brokerage firm focused on a niche market, American Investment Properties presents the Long Island commercial property industry with a wealth of distinctive advantages. Whether it's buying or selling commercial real estate, AIP brings customized strategies and insights to each of our client's unique needs helping to create a flawless execution of even the most complex transactions. These transactions include, but are not limited to, the following: 1031 exchanges, property analysis, and distressed asset dispositions. American Investment Properties provides not only skilled experience and extensive buyer reach, but also strong relationships with industry leaders, attorneys, lenders and environmental professionals. Bringing forth an extensive background in the financial, accounting, and tax aspects of commercial real estate, as well as an insider's perspective on property values and other local market trends and conditions.



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RECENTLY BROKERED DEALS



490-526 Hempstead Tpk, West Hempstead
Sold for \$27,000,000 - \$230.75/SF



33-43 Great Neck Rd, Great Neck
Sold for \$6,300,000 - \$370.59/SF



190-218 Glen Street, Glen Cove
Sold for \$12,500,000 - \$192.43/SF