



375 County Road 39, Southampton, New York

"Ron at American Investment Properties found the perfect buyer for our property. He and his team were friendly and personable."

—Beller Trust, LLC
Managing Member

CHALLENGE

The Southampton Retail Center, located at 375 County Road 39 in Southampton, New York, consists of five tenants in approximately 13,440 square feet of retail space. There were clearly defined challenges in selling this property. The first challenge being the Peconic Bay Region Transfer Tax. The purchaser of the building had to be willing to pay the 2% transfer fee, which narrowed our list of potential purchasers. Another challenge was that the lease of the largest tenant (Jennifer Convertibles, which brings most of the activity to the shopping center) was expiring in a few months. Many buyers were concerned that they would not sign a new lease, therefore this property came with substantial risk. Finding an all cash buyer willing to pay the transfer fee, and take the risk regarding the lease was a very ambitious brokerage assignment.

ACTION

Upon receiving my brokerage assignment, I immediately went to work sifting through my substantial database and took the additional step of contacting fellow brokers with whom I have developed great relationships with over the years.

My priority is always to get the seller what he or she wants, even if that means co-brokering a deal and splitting my commission. In this particular case, the seller of the shopping center had a large emotional attachment to the property since her late husband had built it in 1984. It was important to find the right buyer who the seller felt comfortable with. Together with CP Commercial Properties we were able to secure the perfect buyer.

RESULT

We collaborated closely with CP Commercial Properties of Great Neck, New York. It was through this collaboration that American Investment Properties was able to successfully broker the sale of 375 County Road 39, Southampton for \$2,400,000.



Southampton Retail Center
375 County Road 39, Southampton, New York

Approximately 13,440 square feet of retail space

SALES PRICE: \$2,400,000

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For Additional Information Please Contact:
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Our customer satisfaction has provided our company with repeat business as well as a wide variety of clientele.

Whether it's buying, selling, or leasing commercial real estate, American Investment Properties applies customized strategies for each client's unique circumstances.

Located in the Citibank building at the Roosevelt Field Mall in Garden City, New York, we are here for all of your commercial real estate needs.

Testimonial

"Ron at American Investment Properties found the perfect buyer for our property. He and his team were friendly and personable."

Sincerely,
Managing Member
Beller Trust, LLC

CASE STUDY

[Click to view the complete case study](#)

