

# Higbie Lane & Lake Avenue Shopping Centers CASE STUDY: AN ESTATE SALE



187 Higbie Lane, West Islip, New York



246-256 Lake Avenue, Saint James, New York

## CHALLENGE

There were clearly defined challenges in the sale of the Higbie Lane & Lake Avenue Shopping Centers. Because this was an estate sale, both properties in the estate portfolio would need to be sold to one buyer in a large, all cash purchase to create ease. This specific buyer would have to want to purchase two shopping centers plus vacant land in different areas on Long Island. In addition to the above challenge, there was also little tenant information on the properties. Given these challenges, we knew that this assignment would take substantial work.

## ACTION

Upon receiving the brokerage assignment, we immediately went to work sifting through our expansive database. We knew that the buyer pool would be very specific in that they would need to be a large, all cash buyer which would create ease in the transaction. With our buyer research, as well as our custom marketing strategies, we were able to secure an ideal buyer.

## RESULT

In just a few short months, we were able to successfully broker the sale of the Higbie Lane & Lake Avenue Estate on Long Island for \$6,850,000 in an all cash deal. We are very proud of the ease of the sale as well as the high level of detail involved in marketing the estate.



187 HIGBIE LANE, WEST ISLIP, NEW YORK



246-256 LAKE AVENUE, SAINT JAMES, NEW YORK

**Higbie Lane & Lake Avenue Shopping Centers**  
**187 Higbie Lane, West Islip, New York**  
**246-256 Lake Avenue, Saint James, New York**

An Estate Sale

**SALES PRICE: \$6,850,000**

**Long Island, NY** - In just a few short months, we were able to successfully broker the sale of the Higbie Lane & Lake Avenue Estate on Long Island for \$6,850,000 in an all cash deal. We are very proud of the ease of the sale as well as the high level of detail involved in marketing the estate.

**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.

**CASE STUDY**

Click to view the complete case study

