

UPS STORE RETAIL BUILDING

SOLD FOR \$875,000



26 S Railroad Ave, Babylon, NY 11702

CHALLENGE:

There were a few challenges when marketing this sale.

First, the lease was not triple-net, therefore it required the new owner to be responsible for the property expenses, and structure and repairs. Additionally, the UPS store was independently owned (franchisee), with a limited 'Good Guy Guarantee'. It was not corporately guaranteed by UPS.

However, the biggest challenge was successfully meeting the seller's expectations. The seller wanted \$850,000 at sale which was a 5.6% cap rate, and \$607 price PSF. We love overcoming challenges.

ACTION:

The seller signed our exclusive listing agreement. This enabled us to deliver the sale offering to our thousands of email contacts, and advertise the property online among other strategic initiatives.

We focused on the key highlights of this property including the recently installed roof and HVAC, Babylon's upcoming downtown revitalization, and the long term lease and increases of the UPS store.

Our online marketing resulted in over 30,800 total views of the listing, and over 150 buyers engaging with the online information. Within 20 days of marketing and multiple showings, we secured the ideal buyer for this property from our email marketing campaigns.

The buyer produced an offer of \$875,000 which was accepted by the seller.

RESULT:

Ron Koenigsberg, CCIM, sold the property for \$875,000 at a 5.46% cap rate, and price per square foot of \$625. As a result of our hard work, we outperformed both the seller and market expectations.

Market sale cap rates were at 6.3%, and the sale price PSF averaged \$295. We achieved an exceptionally low cap rate at sale, and achieved more than 2x the market sale price per square foot.



Contact us for a broker price opinion on your commercial real estate.

They're confidential and complementary!





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MORE BROKERED DEALS



Office Building

New Hyde Park, NY

- Sold For: \$4,500,000
- PSF: \$149.00



Vacant Office Building

Hicksville, NY

- Sold For: \$2,450,000
- PSF: \$245.00



Storefront Retail Building

Franklin Square, NY

- Sold For: \$1,150,000
- PSF: \$173.74
- Cap Rate: 7.9%



Storefront Retail Building

North Bellmore, NY

- Sold For: \$1,075,000
- PSF: \$250.00
- Cap Rate: 5.9%



Office Building

Centerport, NY

- Sold For: \$925,000
- PSF: \$268.66



Mixed-Use Building

Lindenhurst, NY

- Sold For: \$1,250,000
- PSF: \$162.54
- Cap Rate: 6.7%

OPTIMIZING COMMERCIAL REAL ESTATE PROFITS

American Investment Properties (AIP) Inc., was founded on July 4, 2001, by Ron Koenigsberg. AIP specializes in the sale and acquisition of commercial real estate in Long Island's Nassau and Suffolk Counties. Participating in over 2 billion worth of property sales to date, AIP is a well-known and highly respected name in the LI CRE community.