

Case Study

Rehabilitation Support Services

5172 Western Avenue, Guilderland, New York



Objective: To acquire a 15,000 s/f building in the greater Guilderland area as the Corporate Headquarters for Rehabilitation Support Services (RSS). Their current 10 year lease was expiring and they were cramped for space at their existing facility.

Result: An exhaustive search revealed that the NYS Power Authority was soon to vacate their 15,600 s/f of tenanted space just a few miles

from the RSS building. The end result was the successful purchase of the new building for \$1,425,000.

Challenges: As with most non-profits, the Board of Directors needed to approve this major acquisition before a sale could be consummated. Additionally, there was an overlapping of the exit timetable of the Power Authority and the lease expiration of RSS.

Transaction Value: \$1,425,000