

Rose & Kiernan, Inc.
99 Troy Road
East Greenbush, NY

“Felton McLaughlin of NAI Platform was very professional in representing Rose & Kiernan during the course of this transaction and we look forward to using his and NAI Platform’s services in the future.”

*Joseph Vitale, Executive Vice President -
Rose & Kiernan, Inc.*

Case Study

Transaction Type:

Class A office building with owner-occupant landlord

Requirement

To secure a new office tenant for a vacant 12,200 SF space formerly occupied by a call center.

Approach

While the vacant space was in a beautiful relatively new building with many amenities, the space itself could not be sub-divided to accommodate smaller tenants. Second, there has been a scarcity of tenants that size in the market, so that further shrinks the pool of potential tenants. Lastly, the general market downturn has created a higher than normal vacancy, making it a tenant’s market with lots of competition.

Involved Agents:

Felton McLaughlin

Results

Houston-based HealthHelp Inc., a call center tenant who was new to the region had won a NYS contract and was moved in to the space. Approximately 100 new jobs were created as a result of this deal. HealthHelp Inc. took position of the 12,000 SF of space on March 1st, 2011.



[Report a problem](#)