

Case Study

Key 2 Joy

Shaker Pine Plaza, Colonie, NY



Objective: Secure a new leased space for a yoga and wellness center with a step payment structure in the lease.

Challenges: Tenant needed affordable space and a landlord willing to perform tenant improvements without charging tenant upfront. Because of expected class sizes parking requirements posed a problem.

Results: NAI Platform closed the deal with finding a space in Shaker Pine Plaza with an active professional office neighborhood which is the exact target market of the client. NAI found a property with a cooperative and pleasant landlord to deal with. The lease was signed with a step-payment plan and other negotiations implemented in the contract.