



## **American Premier Markets expanding niche market**

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Dutchess Mall - Fishkill, NY

Rye Brook, NY American Premier Markets, LLC (APM) is seeking expansion opportunities throughout the Hudson Valley market area. The company, established in 1997, is an operator of indoor and outdoor flea markets selling a variety of items including, collectibles, clothing, cosmetics, shoes, general merchandise, jewelry, electronics and antiques. The market operates only on weekends, Saturdays and Sundays, 10am to 5pm and outdoors seasonally, March through December, weather permitting. It also has a food court area with vendors selling prepared items.

APM managing partner, Bill Sabia, said, "For the past 21 years, we have been developing a niche market by repurposing closed, big box stores in a size range between 50,000 - 100,000 s/f. Our original space was a former Service Merchandise of 82,000 s/f and currently we are operating in a former Jamesway of 100,000 s/f."

"The interesting part of our business is that we have been able to bring life back to properties where a major retailer closed, which has helped the property owner show the viability of the location with the traffic that we generate on the weekends. Remember, our business is a 7 hour a day, 14 hour a weekend, two days a week business. We have hundreds of vendors and it is great for the community as people rely on this as either a primary or second source of income which is great," said Sabia. The seasonal aspect of the market allows first time vendors to try out the concept, and historically, they have returned week after week and year after year, many converting to an inside, full time set up. The company currently has been operating for the last six years at the Dutchess Mall property located at the intersection of Rte. 9 and 84 in Fishkill, Dutchess County.

APM is currently seeking another location somewhere in the Hudson Valley, areas of interest include, Putnam, Westchester, Orange and Rockland Counties along with northern Fairfield County, Connecticut.

The company is exclusively represented by David Livshin, president/CEO of The Dagar Group Ltd. based in East Fishkill. "This tenant presents an opportunity for a landlord with an empty big box space to reinvigorate the property on a short term basis with a good, strong, established paying tenant. Space requirements are 50,000 -100,000 s/f with good visibility and a large parking field. The inside is set up very simply with vendor booths and wide aisles. Space needs HVAC and

restrooms, the vendors leave their merchandise from week to week in their secured booths and restock on Thursday's which is vendor day so that they are ready to open up and sell on the weekends. They are not a tenant that can pay a lot of rent but they are a traffic generator," Livshin said.

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