



Hardisty and Malagisi of SVN collaborate for \$22.35 million deal

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Thornwood, NY According to SVN Commercial Realty, they have completed the sale of 401 Clairmont Ave. in Westchester County. This was a Certificate of Occupancy development deal and was the second leg of an earlier transaction involving the sale of the existing Safeguard Self Storage facility next door. All together, the two properties were purchased for a total of \$22.35 million.

Hans Hardisty,
SVN Hardisty Realty

Nick Malagisi,
SVN Commercial Realty

401 Clairmont Ave. is an adaptive reuse of a flex warehouse into a three-story, 55,000 gross s/f, self-storage facility. The seller is a local development company and the buyer of both properties is a national self-storage operator, based in CA.

Hans Hardisty, a managing director of SVN Hardisty Realty and Nick Malagisi, SIOR, national director of self storage and senior advisor of SVN Commercial Realty were the brokers of record for this off-market transaction.

Hardisty specializes in the purchase and sale of self-storage facilities across the tri-state area. Hardisty is a member of the NY SelfStorage Association (NYSSA), the National Self-Storage Association (SSA), a member of the New York State Commercial Association of Realtors, a CCIM, and holds an MBA. Hardisty also has extensive development and management experience.

Malagisi specializes in the valuation, purchase and disposition of self-storage properties. Since 1993, Malagisi has participated in the sale of properties valued in excess of \$1 billion, including single assets as well as portfolios.

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