



Marx Realty takes over leasing and management of 1.15 million s/f Cross County Shopping Center

February 04, 2020 - Owners Developers & Managers

Yonkers, NY Marx Realty, an owner, developer and manager of office, retail and multifamily property across the U.S., will take over leasing and management for the 1.15 million s/f Cross County Shopping Center. The center is jointly owned by Marx Realty and Benenson Capital Management and was one of the first open-air shopping centers to open in the U.S.

“We are excited to combine the proven track record of retail success at Cross County with digitally native and interactive concepts while celebrating the center’s rich heritage,” said Craig Deitelzweig, president and CEO of Marx Realty. “We’ll build on the strategic mix of tenants, from daily needs retailers to dining options, regular events and office users to entice the most attractive tenants while keeping Cross County in the forefront as consumer tastes continue to evolve. Our goal is to elevate this town center experience for residents and visitors to shop, dine and play for years to come.”

As part of the transition, Marx Realty has hired Mark Utreras as senior director of leasing to lead leasing efforts. Utreras joins Marx from NKF, and will bring in up to 10 additional team members to maintain and build upon Cross County’s position among the premier shopping destinations in the nation.

Cross County Shopping Center is located at the intersection of Cross County Parkway and I-87 and is the largest outdoor shopping center in Westchester County. Easily accessible by thousands of shoppers from New York and Connecticut, it has attracted many of the top names in retail and dining and includes the first Shake Shack and Zara in the county as well as a growing Westchester Community College location. The center was once home to the most successful Sears store in the nation. Since the 200,000 s/f, four-story store closed in September 2019, Marx Realty has been in discussions with national, regional, and local operators and retail chains as well as entertainment destination providers to bring added excitement to the center. The stand-alone former Sears building lends itself well to subdivision and could house multiple retail or dining establishments.

“We are reimagining the future of Cross County Shopping Center and look forward to further transforming the site and maximizing the mix of shopping, dining and entertainment options,” said Deitelzweig. “Our hands-on owner-manager role, combined with a seasoned site team that understands the customer base, puts us in the unique position to bring added vibrancy to the center. Retailers from across the country are attracted to the superb location and vibrant tenant mix, are expressing interest in moving their storefronts to Cross County. There’s tremendous energy around what Cross County has become and the potential for what it will be in the future.”

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540