



British American Realty hosts CIREB's January 7th marketing session

January 25, 2010 - Upstate New York

CIREB held a marketing session on Jan. 7, hosted by British American Realty. The session was held at 13 British American Blvd., former home to Beech Nut Foods world headquarters.

British American and its companies have owned, developed, and managed commercial real estate in the Capital Region for over 40 years. With 71% of its inventory based in class A office space, British American controls 14% of the Albany Suburban class A office market share. For more information visit www.britamerican.com

Attorney Donald Zee spoke to the membership.

Zee has been involved in the zoning and planning process since 1985, appearing before 65 municipalities in the northeast and now represents 33 builders in the area. Zee was chosen by The Best Lawyers in America (2009) as one of the leading attorneys in the practice of Land Use and Zoning Law. He touched on many issues the commercial Realtor and developer may experience as they go through the planning process.

CIREB has welcomed their newest associate members: Ryan Bamberger, Keller Williams Capital District, and Yvonne Matthews, Purdy Realty.

The next marketing sessions will be on February 4, hosted by Omni Development. The guest speaker will be mayor Gerald Jennings.

Members of CIREB have recently completed the following deals:

- * John Tracy and John MacAffer of CBRE/Albany represented the seller and Richard Ferro of Prudential Blake-Atlantic represented the buyer in the \$4.69 million sale of a 153,000 s/f manufacturing facility on 20 acres in Schenectady.
- * Daniel O'Brien and Robert Murphy of NAI Platform brokered the \$3.75 million sale of a 138,450 s/f facility on 9.76 acres in Colonie.
- * Barry Feinman and Alex Kutikov of Vanguard-Fine brokered a 10-year retail lease for 25,000 s/f at Crosstown Plaza, Schenectady.
- * Peter Struzzi and Mike Sampone of Pyramid Brokerage represented the landlord and Fischer & Co. represented the tenant in a two-year, 63,633 s/f lease for a warehouse/distribution center at 95 Post Rd., Colonie.

CIREB holds its monthly marketing sessions on the first Thursday of each month from 8 - 10 a.m. These sessions are free to all CIREB members. Guests may attend at a cost of \$10 per person. If you would like to attend a marketing session or join CIREB, please call Kelly Pierce at (518) 464-0194 or visit www.CIREB.com for more information.

Education: On January 29 from 8:30 a.m. to 5 p.m., there will be a 7.5-hour NYS approved CE Credit course titled, "All about Leases." This course will explore the many different types of commercial property leases and the various issues that they need to cover. You will learn the terminology and

key clauses found in most leases and examine the entire leasing process. This is the perfect refresher course for the experienced commercial broker or a great start for the new commercial Realtor. Cost: \$100 for CIREB members or \$125 for non-members.

CIREB is an organization of real estate professionals who broker the sale, lease and/or exchange of commercial properties. The goal of CIREB is to represent the common interests of its members and at the same time allow its clients the benefit and experience of over 500 commercial specialists working together. CIREB's membership includes brokers, agents, property managers, developers, appraisers, attorneys, developers, economic development agencies and financial institutions actively engaged in the business of commercial real estate. Established in 1967, CIREB maintains the country's oldest and most advanced commercial multiple listing service (MLS). Headquarters are located at 451 New Karner Rd., Albany, N.Y. 12205. Phone: 518-464-0194 www.cireb.com. E-mail kpierce@cireb.com.

Looking for a commercial REALTOR® in New York State? Visit www.CIREB.com

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