



Andy Grossman of NAI Friedland Closes \$3 Million Sale at 179 Westmoreland Avenue in White Plains

White Plains, NY (September 8, 2010) – Andy Grossman, Industrial Specialist at NAI Friedland, recently negotiated the sale of 179 Westmoreland Avenue in White Plains, NY for \$3 million. The 63,000 square foot building is located on a one-acre site and includes a double graded lower level. Grossman represented both the seller, Westmoreland LLC, and the purchaser, Westy's Self Storage, in the transaction.

Grossman cited multiple factors that led to the former owner's decision to sell 179 Westmoreland Avenue. "Westmoreland LLC had needs which could not be met with the existing building," he explained. "Although it was in their best interest to consolidate to a more efficient space with higher ceilings, it took time and patience to convince them that selling was the best option. Leasing would have required that the space be priced below market value and a significant amount be spent to entice prospective tenants. The principal owner would also need to act as a landlord – something he was not interested in doing."

With existing locations in Bronxville, Port Chester, and Elmsford, Westy's Self Storage sought space in White Plains to maximize their exposure in Westchester's central hub. Grossman saw the potential match and worked with both the seller and buyer to make the deal happen. "Westy's was eager to find a site in White Plains that allowed them to use the property for storage as of right and had nearby access to its middle/upper middle class residential neighborhoods. This location met those needs perfectly."

Grossman continued, "This was clearly a knock down structure. In addition to the awkward and inefficient internal layout and poor overall appearance, the warehouse also had very low ceiling height and tons of exposed pipes throughout. The site's location, however, is unique in its close proximity to other industrial buildings, the city's downtown area, as well as the White Plains Metro North station and bus depot. The highways are nearby and it's right in the center of Westchester County."

The deal took about two months to complete and the new owners are eager to begin demolishing the current building before the cold weather sets in. "Westy's already has an architectural plan in place and they are excited to break ground soon."

NAI Friedland is located at 656 Central Park Avenue in Yonkers and can be reached at 914-968-8500 or by visiting www.friedlandrealty.com.

About NAI Friedland Inc.

NAI Friedland Inc., founded in 1970, is a full service commercial real estate firm covering the entire metropolitan New York area, with a majority of its business in Westchester County and the Bronx, but additionally in Putnam and Rockland Counties, New York City, Connecticut, and New Jersey. Headquartered in Yonkers, New York, Friedland also maintains a satellite office in Manhattan. Friedland sales staff members strive to provide guidance and information that enables clients to make the best lease or purchase decisions. Brokers in Friedland's four divisions -- Retail, Industrial, Office, and Residential/Development – understand their markets and are supported by a sophisticated computer database of available properties and potential tenants. Friedland is a member of NAI, the largest managed network of commercial real estate firms in the world.

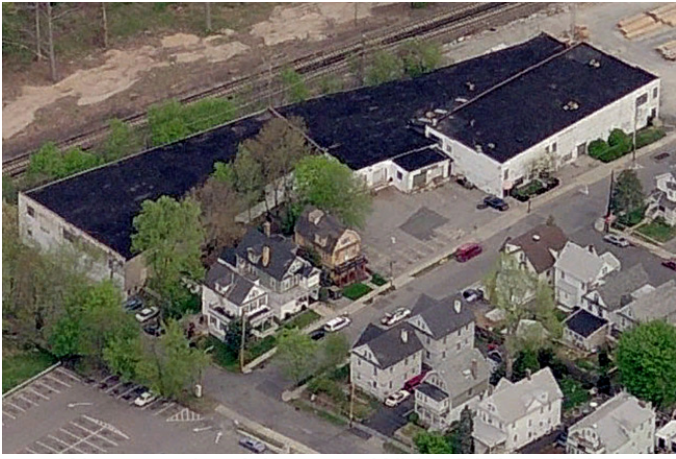
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179 Westmoreland Avenue, White Plains, NY



Andy Grossman, Industrial Specialist, NAI Friedland