

Real Estate Journal

COVERING ALL OF LONG ISLAND, NEW YORK CITY AND UPSTATE NEW YORK

DORAZIO OF S&E REPS. BUYER; PROPERTY TO BE CONVERTED INTO A MEDICAL CENTER

Zere of Zere Real Estate Services completes sale of 18,000 s/f office building in Bay Shore

BAY SHORE, NY The revitalization of the downtown area is well underway. Main



Michelle Marie Zere



36-40 Park Ave., Bay Shore

St. has gone through a renaissance with new restaurants, residential apartments and office space. Zere Real Estate Services marketed and sold an 18,000 s/f office building located on 36-40 Park Ave. that will be converted into a new medical center for a state of the art radiology center with MRI technology.

Michelle Marie Zere of Zere Real Estate, exclusively represented the seller of this building. The building was situated on an off side street, antiquated and mostly vacant. The site was not exactly ideal conditions to market a property.

“When I was first asked to rep-

resent the building it was presented to me as a property to lease. I originally hesitated because of the location on a side street off of downtown main street in Bay Shore. The condition of the facility was way under par for a straight office user. It would generally be considered a D office space. Then I thought I could possibly sell this site if I remarketed the area and accessibility to public transportation and Southside Hospital to attract a medical user. Access to the Bay Shore LIRR Train Station, public bus transportation and the close

proximity to a large municipal parking lot were key factors. I decided to contact Tom Isles of the Suffolk County planning department, he suggested I meet with Gene Murphy, planning commissioner for the town of Islip Planning Department, that was followed up by Gene suggesting I have the owner get an architect to reconfigure the parking lot for a medical building. Medical facilities require mandatory additional parking codes above and beyond commercial office space. Gene Murphy’s helpful guidance and suggestions were the

actual linchpin in proceeding with the possibility of a sale for a medical user for the site. The next step in the marketing plan was to contact the town of Islip economic development office. They were quite helpful with materials. Gina LaVecchia and Bill Mannix provided me with the town benefits and tax incentives that facilitated the decision making process.”

The seller, Joseph Maneri said, “Downtown Bay Shore is an up and coming area with the town of Islip’s revitalization plan. It was the right time to sell to a medical user that will maximize the building sites potential to benefit the South Shore of Long Island’s communities’ needs for high quality healthcare.”

Representing the buyer in this transaction was Steven Dorazio of Sutton & Edwards. Zere and Dorazio worked in tandem to follow through on this difficult and lengthy transaction process to completion.