



**David P. Fugitt, SIOR**  
Vidal/Wettenstein  
Westport, Conn.



**Bruce Wettenstein, SIOR**  
Vidal/Wettenstein  
Westport, Conn.



## DANBURY ROAD

David Fugitt, SIOR, and Bruce Wettenstein, SIOR, both partners at Vidal/Wettenstein Commercial Real Estate, combined efforts to sell commercial property on Danbury Rd. in Wilton, Conn. The property consists of .94 acre of commercially zoned land with two buildings totaling 12,400 square feet. The seller was Cinca, LLC and the buyer was Moose Holdings.

### Transaction Type & Details

**Location:**  
Wilton, Conn.

**Transaction Date:**  
February 2016

**Transaction Type:**  
Sale

**Building Type:**  
Office & Distribution

**Building Size:**  
12,417 SF

**Sale Price:**  
\$2,150,000

#### Client Objectives

- The client's objective was to find a qualified buyer for the property while simultaneously re-locating to another site for their use.
- The buyer required quick possession, but the seller did not have a new facility to move.
- The seller leased back the property from the buyer but had to relocate within 90 days. The team thoroughly searched a very tight market and found a property to lease that met their needs.
- They negotiated a deal and had the space built out for them so they could move within the time frame.

#### Transaction Profile

- This was a two building property on .94 acres in a county setting and general business zone.
- The property is located on a major artery but in a quiet town.
- Partially owner occupied with a couple of tenants in place.

#### Solution

- Partner had a client that thought the property would fit their needs perfectly.
- Arranged a quick showing and closing- all within 60 days and, no mortgage contingency.