

## Upside Ventures has just what the doctor ordered

Upside Ventures has announced it has been appointed the exclusive marketing and sales agent for Baldwin Medical Plaza, a 21,000-square-foot, two-story medical center located at 865 Merrick Road off Grand Avenue in Baldwin in the town of Hempstead, Long Island.

Baldwin Medical Plaza, a modern medical facility constructed in 1993 with 14 large doctors' offices, is being sold by Medreal Inc. for \$4,500,000.

The Town of Hempstead is enjoying a surge in real estate values as a result of their desirable living conditions, stable economic base and excellent network of accessible roadways, which promote business, industrial and housing development, according to Ralph Trionfo, president of Upside Ventures.

"This is a superb investment opportunity," said Trionfo.

"The property offers steady cash flow and significant upside value. A savvy operator can reposition the building to fully maximize its poten-

tial, or a medical lab, doctor or other user can buy the building and move into the vacant space as a tenant. Possible seller financing is available.

"The 12-year-old building is in excellent condition, 80% occupied, and being offered at a significant discount to replacement cost," said Trionfo.

*"A savvy operator can reposition the building to fully maximize its potential."*

— RALPH TRIONFO

"The property is also conveniently located with easy access and visibility to the high-traffic Southern State Parkway and Sunrise Highway and features ample on-site parking for both patients and doctors.

"As the newest facility in the immediate area, there is minimal competition for attracting quality tenants to fill the vacancies.

"The doctors who practice here are original tenants and are affiliated with South Nassau and Mercy Hospitals located nearby," said Trionfo. "They have made significant investments in the furnishing and build-out of their offices, which insures their ongoing occupancy."