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AT 80 CLINTON ST.; HKKW HOTEL LP, SELLER

Trionfo of Upside Ventures sells 225,000 s/f Quality Hotel for \$10.23 million

HEMPSTEAD, NY In a deal that will bring much needed subsidized housing to the area for seniors aged 62 and over, Hempstead Properties LLC, an affiliate of Lalezarian Development of Great Neck, has purchased the Quality Hotel & Convention Center at 80 Clinton St., for approximately \$10.23 million.

The price is believed to be one of the highest paid per room for a hotel of its type in Nassau County, according to Ralph Trionfo, president of Upside Ventures, the sole broker in the transaction.

"The existing structure lends itself flawlessly to a conversion," said Trionfo. "The rooms will be combined, and the ground floor restaurant and ballrooms will be

converted into attractive retail space."

This is the first sale in 19 years for the seller, HKKW Hotel LP, an affiliate of Applecote Hotels, who has owned and managed the building as a hotel since 1985. John Lynch of John R. Lynch, PC, in Mineola, and Chris Coschignano of Chris Coschignano, PC, in Syosset, represented the seller and buyer respectively.

The 225,000 s/f, eight-story, full-service hotel has 182 rooms and one of the largest ballrooms in Nassau County. It will be converted to 106 subsidized one-bedroom apartments, 29,000 s/f of retail and 240 parking spaces.

"This is absolutely the highest



and best use for the property," said Trionfo. "The property had outlived its original purpose and no longer works as a hotel. Now it will help the seniors of the community with a new housing facility and shopping destination. I'm sure the residents and village officials

will be pleased to see this facility take on a new image."

The hotel had flourished up until recently when in addition to the effects of 9/11, it had to compete with newer hotels and lack of demand in the Hempstead area. The property had been on and off the

market until the fall of 2003 when Trionfo acquired the assignment to handle the marketing and sales efforts for Applecote.

The buyer is a local developer with whom Trionfo has completed transactions in the past. The developer aggressively pursued the asset because he had an alternate use in mind: To provide the village of Hempstead with quality housing for its seniors on the upper floors with complementary retail units on the ground floor. According to published reports, there is a strong demand for senior housing in the area, and the Village of Hempstead has a waiting list of over 3,200 people.

While under contract the buyer also obtained a contract from the Department of Housing and Urban Development (HUD) for all the units, which guarantees that low-income residents pay no more than 30% of their total income.