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Avison Young arranges long-term 15,000 s/f medical office lease

March 17, 2017 - Connecticut

249 Danbury Road - Wilton, CT

Wilton, CT In a deal that will create Fairfield County's latest medical facility, Avison Young's Fairfield/Westchester office has arranged a new long-term 15,000 s/f lease with the Western Connecticut Medical Group, Inc., an affiliate of the Western Connecticut Health Network, to serve as anchor tenant for the new Wilton Wellness Center currently under development at 249 Danbury Rd.

Avison Young Fairfield/Westchester principal Sean McDonnell and vice president Lori Baker represented the owner, Cambridge Hanover, a New Canaan-based privately held national real estate investment firm, in the transaction. The tenant was represented by Gerry Lees and Maureen O'Boyle of Cushman & Wakefield.

Western Connecticut Medical Group will provide primary care services at the new location including internal medicine, family care, women's services and urgent care.

McDonnell, who is a co-leader of Avison Young's National Healthcare Affinity Group, and Baker, are currently marketing an additional 35,000 s/f of medical space on the second and third floors at the new medical center, scheduled to be completed in the first quarter of 2018.

The building, which will be demolished down to its steel, has been specially designed for medical use and will undergo a multi-million dollar renovation. Two leases for additional tenants are currently out for signature, and the brokers expect several more commitments in the second quarter.

The signing of an anchor tenant dedicated to primary care was a key component of the Avison Young marketing plan for Wilton Wellness Center, as these doctors generate referrals for specialists and diagnostic practices looking for opportunities for new business in a medical office building.

"Demand in the market has been so great that the developer secured town approvals for the addition of a third floor to the new medical center," said McDonnell.

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