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Cognetta and Hannigan of Choyce Peterson lease 2,700 s/f

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320 Post Rd. West, Norwalk, CT

Norwalk, CT Choyce Peterson, Inc. leased a 2,700 s/f office to APTMetrics at 320 Post Rd. West. Choyce Peterson vice president Adam Cognetta and principal John Hannigan represented the tenant.

The landlord, 320 Post Road West Group, was represented by senior director Adam Klimek of Cushman & Wakefield.

When evaluating lease options for their space in Darien, CFO of APTMetrics, Martin Kelly reached out to Cognetta and Hannigan for consultation. Cognetta and the Choyce Peterson team had led APTMetrics through multiple previous real estate transactions, including their existing HQ renewal in Darien and satellite office locations in Virginia, Georgia, and Illinois. Kelly explained that he was seeking to relocate their Fairfield County headquarters office further north in the county to better align with the location needs of the on-site team and financial objectives of the business. Additionally, he wanted a high-quality building with access to 1-95 and the Merritt Pkwy, a custom build-out, and a landlord who would be receptive to their office-space needs.

After touring the available buildings throughout Fairfield, Southport, and Westport, Cognetta and Hannigan solicited proposals from numerous landlords. Ultimately, Kelly and his team decided on 320 Post Rd. West. This building had recently undergone extensive renovations and offered both a great location convenient to both 1-95 and the Merritt Pkwy., with an opportunity for a custom build-out within an efficient footprint. Kelly worked with a local architect recommended by Choyce Peterson to design a space that was thoughtfully laid out and aesthetically modern. The Choyce Peterson team negotiated a long-term lease with favorable financial terms for APTMetrics, including free rent and a custom build-out provided by the landlord.

Cognetta said, "Over the past many years we have enjoyed a long-standing partnership with APT. For this particular transaction, APT asked us to direct our search in several boutique markets which, despite COVID, have experienced a continued tightening of availability. By focusing on the factors that mattered most to APT, we were able to short-list several unique, quality options and negotiate

mutually beneficial terms that rendered this an all-around success.”

Kelly said, “It’s always a pleasure working with Adam and John - this headquarters office relocation was an important initiative for APT and Choyce Peterson again delivered outstanding professional service. They went out of their way to check every corner of the market and guide us toward an attractive, distinctive building and an office that perfectly accommodates our needs. We are thrilled to join the Westport community where we will continue to grow our business.”

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