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## **Smith, Koonce and Van Gelder of Atlantic Capital Partners handle sale of 777 South Willow St. for \$13.825 million**

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Manchester, NH Atlantic Capital Partners has sold 777 South Willow St., a retail asset located off of I-293 near I-93. Justin Smith, head of capital markets; Sam Koonce, associate; and Cole Van Gelder, analyst oversaw the transaction which had Atlantic Capital Partners exclusively representing both buyer and seller in the transaction.

Smith said, "Currently 100% occupied, the property is home to Burlington Stores and Michaels, which have operated at this location since 2015 when Stop & Shop exited New Hampshire."

The property is positioned to draw from a dense trade-area along a corridor that realizes tremendous daily vehicular traffic.

"With the next closest location for each of these retailers located over 15 miles away, this location is critical to both Burlington and Michaels market coverage," said Koonce.

Manchester is the most populous city in the state with 112,000 residents. The region's top employers include Fidelity Investments, BAE Systems Electronic Solutions, Elliot Hospital, Southern New Hampshire Medical Center and Catholic Medical Center. Manchester has an unemployment rate of 3.8%, which positions it as one of the most dynamic workforce populations in the region.

Atlantic Capital Partners is the capital markets division of Atlantic Retail, a privately held retail brokerage firm with a 29-year record of successful representation of the nation's top retailers and landlords. With a team of more than fifty knowledgeable and dedicated brokers and support staff, Atlantic is committed to providing its clients with timely insight, well-informed strategies, and above-and-beyond service. Atlantic is based in Boston, MA with additional offices in Atlanta, GA; Charlotte, NC; Jupiter, FL; Los Angeles, CA and Pittsburgh, PA.

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