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CrownPoint Partners facilitates \$7.5 million sale of occupied single-tenant property

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Concord, NH CrownPoint Partners, a national real estate brokerage and advisory firm specializing in net lease investments and sale-leaseback advisory services, has sold a single-tenant property occupied by Shaw's grocery store. The asset was sold in an all-cash transaction for \$7.5 million to a private investor based in New England.

Julius Swolsky and Shannon Bona, managing partners and co-founders of CrownPoint Partners, in association with ParaSell, Inc., represented the seller, Concord D'Amante LLC, an affiliate of ARCTRUST, a vertically integrated private real estate investment company headquartered in Clifton, N.J. The buyer, a private investor based in Massachusetts, was represented by Horvath & Tremblay.

"This opportunity attracted significant investor interest due to its strong fundamentals: a single-tenant supermarket with a long operating history and zero landlord responsibilities," said Swolsky. "We procured multiple offers and ultimately selected a buyer who knew the market intimately, was not in a 1031 exchange, and had the ability to close efficiently."

Bona said, "The transaction reflects sustained demand for essential retail assets secured by corporate tenancy. With below-market rent, stable cash flow, and over two decades of occupancy, Shaw's represents the kind of resilient retail that private investors continue to pursue."

The property, located at 20 D'Amante Dr., is on 10.6 acres and includes a 65,868 s/f supermarket constructed in 2001. Shaw's has occupied the site for nearly 25 years.

Located along Loudon Rd. and D'Amante Dr., one of Concord's most active retail corridors, the site benefits from signalized access, traffic counts exceeding 24,000 vehicles daily, and co-tenancy with Starbucks, LensCrafters, Tropical Smoothie Café, and H&R Block. Neighboring retailers include Walmart Supercenter, Sam's Club, ALDI, Petco, Dick's Sporting Goods, Best Buy, Michaels, and Ocean State Job Lot.

"Concord offers a compelling investment profile," said Bona. "It's the state capital, has no personal income tax, and maintains a diverse economy anchored by government, education, and healthcare. The city has invested \$14 million to revitalize its historic downtown, and with the planned redevelopment at Steeplegate and proximity to the New Hampshire State Capitol, demand continues to grow."

"The sale underscores growing investor appetite for grocery-anchored assets amid continued demand for essential retail," said Swolsky. "As interest rates stabilize, net lease buyers are prioritizing long-term cash flow, credit tenancy, and strategic infill locations. Concord's combination of tax-friendly policy, redevelopment momentum, and strong regional anchors positions it well for continued institutional and private capital interest."

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