

# Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE WORLD

## Bren Goldschmidt and Wagner of Goldschmidt close 14,000 s/f lease



301 Park Avenue - New York, NY

According to Eric Goldschmidt, senior partner at Scarsdale-based Goldschmidt & Associates, its hotel division partner, Scarsdale International, arranged a 14,000 s/f lease for the luxury international spa operated by its client, Guerlain Spa at the world famous Waldorf Astoria, 301 Park Ave.

Goldschmidt & Associates created Scarsdale International to combine their expertise in retail and commercial leasing with The Pilgrim Group, a company involved in the hospitality field around the world.

Their first client, Guerlain, the well known cosmetic company based in Paris, France created a spa division under their own brand and with the Spa Chakra brand ([www.spachakra.com](http://www.spachakra.com)).

Scarsdale International has already been involved in transactions in Asia, Europe, and recently in Bal Harbour, Florida. An excellent spa opportunity was created at The Waldorf and Guerlain/Spa Chakra was chosen. Also, through its introduction to the Waldorf, a division of the Hilton chain, Spa Chakra is now the exclusive spa operator of the newly branded Waldorf Collection.

Scarsdale International also recently arranged the purchase of Cornelia Spa on 57th St.

and Fifth Ave., now Spa Chakra on Fifth.

Pam Bren Goldschmidt and Fern Wagner represented Goldschmidt & Associates' interest in Scarsdale International.

"Pam's and Fern's retail leasing experience truly manifested itself in finding the right locations for Guerlain. Each location needs to perfectly fit the product and the brand and the Waldorf Astoria and Guerlain were a great match. We are now looking at other locations through out the United States, Canada, and Europe and hope to announce new deals very soon," Goldschmidt said.

Goldschmidt & Associates specializes in the leasing and sales of retail, commercial, industrial, and hotel properties.

According to Goldschmidt, Gene Pep'e Jr. and he have brokered two large Westchester County leasing transactions.

At 376 Tarrytown Rd. in White Plains, Pep'e and Goldschmidt represented the owner on a transaction with the new area Volkswagen dealership. VW was represented by MJB Realty. The 7,000 s/f building sits on 1/2 acre across from the Crossroads Shopping Center. Occupancy is planned for the end of 2009.

At 36 Midland Ave in Port Chester, Pep'e and Goldschmidt represented Pro-Swing, a baseball training facility, which is transforming 25,000 s/f of high ceiling industrial space into a facility which will train athletes. The landlord, Lighthouse Group, was represented by Kevin Langtry and William Cuddy Jr. of CBRE.

According to Goldschmidt, both deals required variances by the town of Greenburgh and the city of Port Chester. "Both communities were very cooperative and forward thinking," Goldschmidt said. "They realized that in this economy ratables are important, that these properties needed work, and the uses would enhance the area. So it was a win-win-win for everyone."