The Challenge:

RACER’s Framingham property was parceled off from an adjacent automobile assembly plant that was operated by GM from 1946 to 1994. The Property has few viable development options, since the only improvement to the Property is a paved surface parking lot that was incorporated into the cap for a closed landfill that carries restrictions on further development. Further, regulated wetlands occupy most of the remaining area of the Property, and access to the Property is limited. RACER assumed title to the Property subject to a lease with the owner of the adjacent plant, a national auto wholesaler that used the Property for the storage of used cars. RACER aggressively marketed the Property to utility-scale solar developer prospects, to take advantage of the favorable renewable energy markets in Massachusetts, but to no avail. RACER also marketed the Property to other prospects that could operate the Property given its limitations on further development.

The Outcome:

RACER was able to convert one of many leads generated — a local auto dealer that needed space on which to store its new vehicle inventory — into the sale of this Property. RACER sold the Property to Richard Gill, owner and operator of a Chrysler, Jeep, Dodge and Ram dealership for staging and storage of vehicles, solving a capacity issue for the buyer and producing additional tax revenue for the community. Access to the Property for the buyer is via a 40-foot recorded easement that runs with the land, was affirmed by RACER and which also provides RACER access to fulfill its post-closing environmental responsibilities, which include ongoing regular inspection and maintenance of the landfill cap and monitoring surface water and groundwater on the site.