



## Colliers International Announces the Sale of Marlboro College Campus

*Colliers successfully sells former Marlboro College campus in  
in Southern Vermont*

**MARLBORO, VT, AUGUST 31, 2020** — Colliers International Group Inc. announced the sale of the former Marlboro College campus located in Marlboro, Vermont. Led by Colliers' Senior Vice President Bruce Lusa and Executive Vice President Christopher Sower, the 58 building 530+ acre campus was sold by The Corporation of Marlboro College to Democracy Builders, a non-profit educational organization that will begin programs in 2021. The transaction was completed by Colliers' Boston based Educational Advisory Group during the peak of the COVID-19 pandemic in New England, and at a time with multiple other campuses on the market.

"I'm incredibly grateful to our client for entrusting us with this important assignment. The stewardship of the property and the continuation of an educational use were primary objectives. Our broad-based marketing campaign and expedited time frame, about 30 days from initial launch to offers, created the exposure, buzz and urgency needed to generate multiple offers quickly and provide the college with the certainty of closing that it needed." said Lusa.

The Marlboro campus is tucked into southern Vermont's scenic hills in the small town of Marlboro, about 10 miles west of Brattleboro, Vermont. Comprised of 58 buildings and 230,000+ square feet, the campus provides Democracy Builders with a true "turn-key" facility with dormitories, classrooms, lecture halls, administrative offices, full service kitchen and cafeteria, recreation and athletic facilities, library, auditorium, theater, art studios and performing arts spaces and galleries.

"I am immensely proud of our team for successfully executing this sale, in under 120 days, during the height of the pandemic, as well as pleased with the outcome for our client, Marlboro College." said Lusa. "Drawing on our experience with other campuses, we were able to implement the right strategy that resulted in multiple qualified offers from which they could make an informed decision."

Colliers International's Educational Advisory Group, based in Boston, offers real estate consulting services to educational clients. The educational specialty group has a long track record in helping educational institutions make decisions on a wide range of real estate related matters. In all endeavors where real estate is involved, Colliers helps its clients explore how to leverage their land, buildings and occupancy to meet their strategic goals in the face of an increasingly challenging

financial environment. In addition to the Marlboro College campus, the group's current and past listings include the former [Newbury College campus](#) (Brookline, MA), Green Mountain College campus (Poultney, VT) and [Atlantic Union College campus](#) (Lancaster, MA).

### **About Colliers International**

Colliers International (NASDAQ, TSX: CIGI) is a leading real estate professional services and investment management company. With operations in 68 countries, our more than 15,000 enterprising professionals work collaboratively to provide expert advice to maximize the value of property for real estate occupiers, owners and investors. For more than 25 years, our experienced leadership, owning approximately 40% of our equity, has delivered compound annual investment returns of almost 20% for shareholders. In 2019, corporate revenues were more than \$3.0 billion (\$3.5 billion including affiliates), with \$33 billion of assets under management in our investment management segment. Learn more about how we accelerate success at [corporate.colliers.com](http://corporate.colliers.com), Twitter [@Colliers](#) or LinkedIn.

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