

2015 Year In Review

What was your most notable project, deal, transaction or professional achievement in 2015?

Kathy Zamechansky



KZA Realty Group, Inc.

The most notable professional achievement for myself and my team was being selected as the exclusive commercial brokers for Riverbay Corp. in Co-op City. I am very proud of this achievement because we've been given the very important assignment of working with the Riverbay Corp. on revitalizing the commercial centers within the housing complex. We are also going to be working with Riverbay to bring new and exciting retailers to the development. The Bronx is becoming a very exciting market and we are proud to be part of the revival of the borough. We believed in the Bronx when no one else was interested in doing deals here and now our confidence and understanding of the borough and its potential have been shown to be true. Commercial revitalization is going to be a big part of the future of the Bronx and we look forward to being part of this and watching the borough flourish.

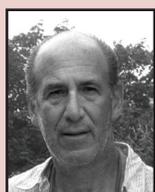
Ron Koenigsberg



American Investment Properties

Our most notable transaction was the sale of Orchard Plaza in Glen Cove. The Glen Cove shopping center which is located at 190-218 Glen St. in Glen Cove, consists of 11 retail tenants, and two pad site tenants - Wendy's and Pollo Campero. Once American Investment Properties obtained the listing, we immediately went to work to secure the best buyer for the property. We were able to secure a buyer for the property at \$12.5 million or \$428.08 per s/f. We sold the building at a 5.93% cap-rate.

Mark Stumer



Mojo Stumer Associates

We have recently received three new design awards at the 51st Annual Long Island A.I.A Awards (ARCHI). These projects, the medical facility, new concept Hampton's house, and outdoor terrace were the winners of this prestigious AIA competition.

Davetta Thacher



NYSERDA

2015 was a growth year for combined heat and power (CHP), an integrated building energy system that generates both electricity and heat, reducing energy costs up to 30%. More than 500 buildings in New York State use CHP, a number expected to increase 10% with pending projects. CHP growth was also spurred by innovative funding approaches, no-money-down power purchase agreements, and support from the New York State Energy Research and Development Authority (NYSERDA). And, CHP advances governor Andrew Cuomo's Reforming the Energy Vision by generating energy at customer sites, increasing energy efficiency and reducing demand on the electric grid.

Daniel Montroy



Montroy Andersen DeMarco

Our most significant architectural project of 2015 was One World Observatory at the top of One WTC in Manhattan. The 90,000 s/f entertainment, educational, and restaurant destination, located 1,250 feet above New York City's streets, is on track to hosting nearly 4 million guests annually. It was a very complex, but also very satisfying project that is by now the most popular tourist attraction in the city. The Observatory has received media acclaim and numerous design awards both in the U.S. and overseas. This project followed our work on other landmark rooftop destinations, such as the renovation of the Rainbow Room at Rockefeller Center.

Robert Weible



CW Solutions

CW Solutions experienced tremendous growth in 2015. In particular, we completed a \$1 billion project that required several permanent and temporary properties for one of our clients to upgrade their infrastructure.

Mark Levin



Hirshmark Capital LLC

We substantially increased our presence in the short term bridge lending niche, by increasing our transactions more than 50% year over year. The strength of outer-borough real estate had the greatest impact on our business.

Looking forward to increase business in 2016, we plan to ramp up our retail property acquisitions division, and also continue to grow both the amount and average size of bridge loans originated. The emerging trends we see that will drive investment and development in 2016, is a softening of the city's fringe areas experiencing gentrification, where the prices are currently factoring in all of the upside and none of the risk. This could be more pronounced if we have significant interest rate increases.

John Ciardullo



John Ciardullo, P.C.

Our most interesting design project this year was the new Beacon High School in Manhattan's Theater District. The 235,000 s/f school for the arts and technology is housed in a converted and expanded 1920s factory structure. The unusual, oversized industrial building allowed us to create expansive social and common spaces, typical for college facilities, and large performance venues, such as the 5,376 s/f auditorium and a black box theater. A challenging project, located on a busy Midtown West street, it has resulted in one of the most beautiful and original public school buildings in New York City.

David Zere



Zere Real Estate Services

This year I project managed the construction of 400 units of housing both in the custom high-end residential and 55 and over multifamily communities. I also sold 100 additional units of multifamily housing in Hauppauge which went into contract recently as well.

Melanie Gladwell



Servcorp

As the pioneer of the shared and serviced office concept almost 40 years ago, Servcorp's most notable achievement in 2015 was the opening and build-out of our global flagship location at One World Trade Center.

Lina Gottesman



Altus Metal, Marble & Wood

The heart of Altus Metal, Marble & Wood has always been restoring historic architectural buildings. This past year we were very proud to restore all the entrances, especially the historic bronze entrance doors as part of the restoration of the former Jamaica H.S. in Queens.

Nina Rokat



Olshan Frome Wolosky LLP

I headed up lease negotiations with the MTA and individual retailers and construction financing for Turnstyle, the underground shopping corridor in the concourse of the Columbus Circle subway station, on behalf of developer Susan Fine, principal of Columbus Turnstyle LLC. Construction has begun and more than 85% of retail space is now committed, featuring 34 retailers catering to approximately 88,000 people passing through the subway station on a weekday. This is the first time that a private developer has partnered in NYC with a public entity and this ground breaking project is indicative of how the real estate business has changed in utilizing underground real estate.

Jacob Namdar



Klosed Properties

We had a record amount of acquisitions this year, which speaks volumes, considering the aggressively priced properties in NYC/boroughs, and the overall lack of product in the market.

Josh Goldflam



Highcap Group

In the last 6 months of the year I sold over \$100 million worth of investment properties mostly in Manhattan. Surprisingly I found my most notable deal not to be the \$60 million sale of 827-831 Broadway, but the recent re-sale of the package located at 72, 74, 104 Forsyth St. for \$24.4 million that I sold three years earlier to the seller for only \$9.8 million. These three buildings bring my tally up to six buildings that I've sold for a 2nd time in my career.

Jessica Richer



RealtyUSA

Most notable professional achievement was being president of CIREB, the Commercial and Industrial Real Estate Brokers, Inc. CIREB is a professional trade association that maintains the country's oldest and most advanced commercial multiple listing service (MLS).

Carrie Villani



Leslie E. Robertson Associates

LERA was pleased to be awarded the first phase of The Women's Building, an adaptive reuse project in New York City with the Goren Group that will be entirely designed and built by women. I have successfully certified LERA as an MBE with the National Minority Supplier Development Council which is active across the country. LERA is a proud WMBE certified structural engineering firm and we have a great team of women engineers and historic preservation experts evaluating the building and preparing the developer for the design phase which we hope to be involved in as well. I have also successfully certified LERA as an MBE with the National Minority Supplier Development Council which is active across the country.



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