

2015 Year In Review

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

Aleksandra Scepanovic



Ideal Properties Group

Ideal Properties Group has exclusively represented a number of beautiful Brooklyn buildings, my personal favorite being 1372 Dean St. in Crown Heights. The building was immaculately restored, and featured many gorgeous, unique spaces, completely true to its turreted glory of Brooklyn's 1880s.

Ideal came in at the final stage of a two-year renovation and we felt the unique energy, vibe and value of this remarkable condo project. This inspired our staging efforts, and is now guiding the sales.

Robert Finkelstein



ABS Partners Real Estate

This year I represented Kamber Management in the \$365 million acquisition of Tower 45. After selling two properties, Kamber's principals, Steve and Peter Levy, desired a 1031 exchange, which offered ABS an opportunity to procure a transaction. Although SL Green's Tower 45 wasn't on the market at the time, it was exactly the type of class A property in which Kamber wanted to divest funds. We completed due diligence on the property before it hit the market, allowing Kamber to become the front runner and close within 180 days. Tower 45 upgraded Kamber's portfolio and elevated the firm's stature in the industry. This was a win-win situation for both firms and a notable achievement for ABS in this heated real estate market.

Jayson Siano



Sabre Real Estate Group

My most notable project of 2015 and beyond is the redevelopment of the Nassau Coliseum; which I believe is also one of the most exciting development projects ever to happen on Long Island. We were hired by Forest City Ratner to focus on the cultivation of unique restaurant and entertainment concepts that will take this project and Long Island to another level. Like most native Long Islanders, I hold a special place in my heart for the Nassau Coliseum because of the fond memories going back as long as I can remember. Located at the heart of Long Island in Nassau County this is arguably the best commercial real estate Long Island has to offer. I feel the pressure to make it special for the future generations fortunate enough to live here.

Guy Arad



Romer Debbas LLP

In 2015, I represented Six Sigma NYC in the acquisition of a warehouse on West 29th St. for \$54.75 million. Six Sigma plans to redevelop the property as a new luxury residential condominium. The site is centered in a hotbed of new development – just steps away from the High Line and Hudson Yards, and next to several other buildings currently under construction. The site is presently zoned for up to 74,000 buildable s/f. The transaction was especially notable because of internal dynamics on each side of the deal, and the perseverance of buyer and seller to close.

David Behin



CityFunders

My biggest achievement this year was launching CityFunders. My partners and I started from an idea we had a year earlier, and by June 2015 we launched the only full-service New York City real estate crowdfunding portal. Most recently, we announced a Crown Heights investment property and launched InvestSelect, a new investment program which enables investors to choose their rate of return based on their investment amount.

Michael Carroll



Brixmor Property Group

In 2015, we continued to achieve significant progress around our "Raising the Bar" initiative, an ongoing program to maximize value in our portfolio and transform our merchandise mix with best-in-class anchors. As of September 30th, 2015, we have completed 44 projects (representing approximately \$141 million of investment), which have generated \$27 million of incremental NOI from investment returns and follow-on leasing, approximately \$565 million of value creation and approximately 50 basis points of cap rate compression. With 48 projects underway and 98 in our future pipeline, we are optimistic our Raising the Bar program will continue to increase the NAV of our portfolio.

Matthew Scoville



Hunton & Williams

Hunton & Williams LLP advised a joint venture between Westbrook Partners and Normandy Real Estate Partners in connection with the sale of a portfolio of approximately 40 multifamily buildings containing more than 1,650 units, all located in New York City. The portfolio was sold in a series of sub-portfolios to different buyers. All of the sub-portfolio sales closed in calendar year 2015.

Steven Schleider



Metropolitan Valuation Services, Inc.

Our firm appraised many of the New York City high-profile transactions of 2015. Probably the most visible was the appraisal in support of the acquisition financing for the Peter Cooper Village/Stuyvesant Town sale. This \$5.4 billion transaction has had a storied past – not the least significant was the Super Storm Sandy damage and subsequent restoration, modernization and re-purposing of space to enhance the competitive position of the asset.

Lynée Hastings



M Moser Associates

Professionally, I took a major risk to move to Mexico City to gain global business development experience in 2014, which was a complete game changer for my career. Through that experience, I landed a coveted position as a business development leader with M Moser Associates in 2015. I currently sit in New York and sell commercial interior design and architecture services nationally and globally. It is my dream to be able to connect with my M Moser counterparts across the world, as well as experience and learn first-hand the intricacies of global real estate markets!

David Schwartz



The Water Scrooge

Aside from The Water Scrooge having an amazing year in general, I developed new strategic partnerships that enabled the Water Scrooge to perform the most accurate flow rate measurement methods for toilets in the industry, and am proud to announce that The Water Scrooge is implementing the most effective water conservation solutions for building owners and managers in our area.

We've also been hard at work at developing our own custom project management and installation application that we will be offering free of charge to clients who wish to purchase and install our products on their own.

Eric Margules



Margules Properties, Inc.

Margules Properties purchased 10 buildings in the Journal Square district of Jersey City, bringing our portfolio to over one million s/f of buildable rights in Journal Square, a downtown neighborhood that is being discovered by developers, retailers and residential tenants.

Going forward into 2016, we plan to keep doing what we're doing. The NYC metro area will remain the leading city in the country with the world's best economy. And Jersey City will continue to integrate more closely with the New York City economy.

Michael Gallin



John Gallin & Son, Inc.

Gallin & Son was awarded the 150,000 s/f Foot Locker relocation of their corporate offices. We look forward to building out their well-designed space in the first quarter of next year to allow them an efficient and timely relocation.

Christian Giordano



Mancini Duffy

2015 has been a significant year for Mancini Duffy. Our firm just celebrated 100 years and we're proud to say that a few of our clients, such as KPMG, have been with us for nearly 50 of those. I'm also excited about our growing portfolio with sports and media clients, which now includes work for the Brooklyn Nets, the National Basketball Players Association, the New York Mets, NBC Universal, Under Armour, and Peloton.

Gina Watson



KZA Realty Group, Inc.

My most notable achievement in 2015 was commencing several transactions that resulted in having a positive impact in specific neighborhoods in Bronx County and the Harlem section of Manhattan. Some of these transactions were focused towards community related services. Our retail group at KZA Realty also provided much needed market education to new business owners seeking real estate opportunities in Bronx County. As part of our 2016 business plan we will be broadening our retail strategy and multifamily transaction services in BMNAR's marketplace.

Iva Kravitz



The Iva Agency

We started working with two excellent new clients in 2015, Handel Architects and Magnusson Architects and Planners. They are very different firms, but both are doing exciting work that is making New York City better. We are thrilled to be working with them.