

NYC INVESTMENT SALES AND ADVISORY

IPRG

JANUARY SALES REPORT 2021

SOUTHWEST BROOKLYN

MANHATTAN | **BROOKLYN** | BRONX | QUEENS

JANUARY 2021 SALES ACTIVITY

SOUTHWEST BROOKLYN



689 Sackett Street



248 Henry Street



615 Vanderbilt Avenue

	ADDRESS	SALE PRICE	TOTAL UNITS	ASSET CLASS	NEIGHBORHOOD
1	214, 216, 218 Atlantic Avenue	\$9,000,000	11	Mixed Use	Boerum Hill
2	665 A 5th Avenue	\$7,850,000	10	Mixed Use	Greenwood
3	161 Warren Street	\$6,400,000	4	Multifamily	Heights
4	453 Fulton Street	\$5,800,000	15,000 BSF	Development	Cobble Hill
5	689 Sackett Street	\$4,375,000	1	Multifamily	Downtown Brook-
6	248 Henry Street	\$3,000,000	6	Multifamily	lyn
7	548 6th Avenue	\$2,999,900	3	Mixed Use	Park Slope
8	340 6th Avenue	\$2,916,000	4	Multifamily	Brooklyn Heights
9	289 3rd Avenue	\$2,830,000	4	Mixed Use	Park Slope
10	615 Vanderbilt Avenue	\$2,600,000	4	Multifamily	Park Slope
11	374 Classon Avenue	\$1,160,000	5,000 BSF	Development	Gowanus

11

TRANSACTIONS
SOLD

\$48.93M

\$ VOLUME
SOLD

47

UNITS
SOLD

20,000

BSF
SOLD

*Transactions above \$1,000,000 to \$50,000,000 from January 1, 2021 - January 31, 2021

** Does not include 1-3 family properties that are not re-developments

*** Zip Codes: Zip Codes: 11201, 11205, 11213, 11215, 11216, 11217, 11231, 11232, 11238

**** Neighborhoods include: Boerum Hill, Brooklyn Heights, Carroll Gardens, Clinton Hill, Cobble Hill, Columbia Waterfront, Crown Heights North, Downtown Brooklyn, Fort Greene, Gowanus, Greenwood Heights, Park Slope, Prospect Heights, Red Hook, Windsor Terrace

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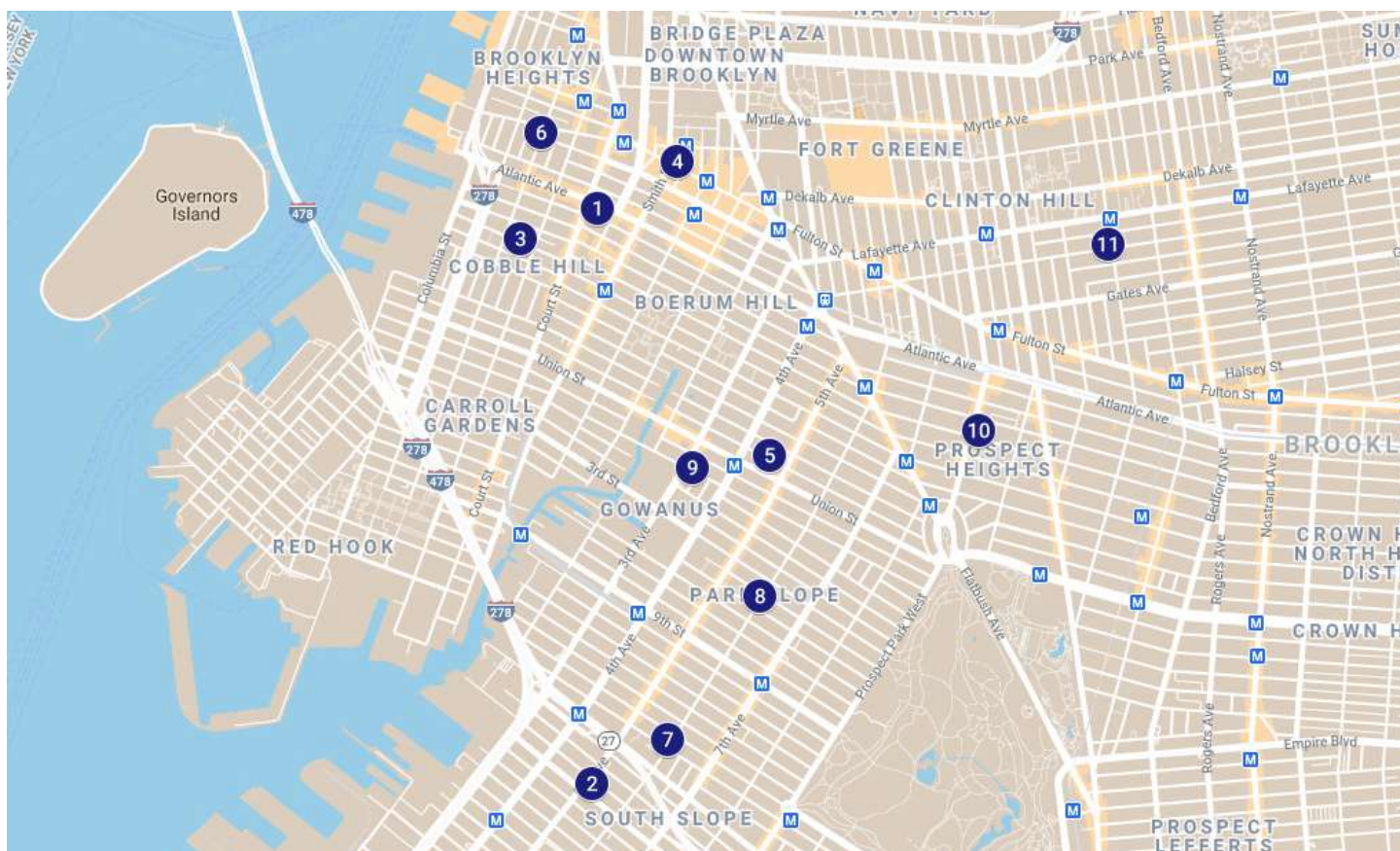
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ADDRESS

- 1 214, 216, 218 Atlantic Avenue
- 2 665 A 5th Avenue
- 3 161 Warren Street
- 4 453 Fulton Street
- 5 689 Sackett Street
- 6 248 Henry Street
- 7 548 6th Avenue
- 8 340 6th Avenue
- 9 289 3rd Avenue
- 10 615 Vanderbilt Avenue
- 11 374 Classon Avenue

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MONTH OVER MONTH

COMPARED TO DECEMBER 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	11	\$48,930,900	47
DECEMBER 2020	24	\$145,357,168	215
% of CHANGE	↓ -54% MoM	↓ -66% MoM	↓ -78% MoM

YEAR OVER YEAR

COMPARED TO JANUARY 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	11	\$48,930,900	47
JANUARY 2020	22	\$109,977,475	142
% of CHANGE	↓ -50% YoY	↓ -56% YoY	↓ -67% YoY

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IPRG ADVANTAGE

1
POWERFUL
TEAM

500+
PROPERTIES
SOLD

**OVER
\$2B**
TOTAL SALES

WHY US?



Track Record

The market specialists.
We have sold hundreds of NYC investment properties for over \$2 billion, with numerous price records across all asset classes.



Our People

All brokers are not created equal. We are expert brokers that provide strategic guidance to best navigate the sales process and achieve optimal results.



Tech + Data

Information is power.
We utilize our proprietary database firm-wide to efficiently connect sellers with buyers.



One Team

Strength in numbers.
We've created a collaborative team and territory approach with NYC market coverage and information sharing.

IPRG'S DEDICATED BROWNSTONE BROOKLYN TEAM



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AGENT QUALIFICATIONS



DEREK BESTREICH

President
Licensed Real Estate Broker
(718) 360-8802
DBestreich@IPRG.com

Derek Bestreich, Founder and President of Bestreich Realty Group (BRG), is a leading NYC investment sales broker specializing in the sale of multifamily, mixed-use and development site assets. As President of BRG, Derek oversees a team of 30 brokers that have sold over 450+ NYC properties for over \$2 billion.

Derek is an expert at navigating a commercial sales process. Many of his sales have set price records and have been featured in The New York Times, The Real Deal, Commercial Observer, Real Estate Weekly and The New York Real Estate Journal. Since 2009, Derek has underwritten thousands of NYC properties and has advised a wide range of clients on optimal pricing, positioning and overall best practices for selling assets throughout NYC.

Derek Bestreich lives in Brooklyn with his wife and 3 sons.

AGENT QUALIFICATIONS



LUKE SPROVIERO

Partner, Managing Director
Licensed Real Estate Broker
(718) 360-8803
LSproviero@IPRG.com

Luke Sproviero of Bestreich Realty Group, based in New York has over 10 years of experience in the commercial real estate industry. He leads a sales team that focuses in Northern Brooklyn concentrating in Williamsburg and Greenpoint, core Brownstone Brooklyn neighborhoods and Northern Manhattan.

Sproviero has a long record of successfully guiding local, national, and multi-national clients with their commercial real estate acquisitions, asset re-position and dis-positions. He has sold over 200 investment properties for over \$600 million. He specializes in applying his expertise and market knowledge to broker multifamily, mixed-use, retail, and land properties that consistently exceed the investment goals of his clients.

He was a Senior Associate from 2011-2015 at a large national firm and was the recipient of the prestigious "30 Under 30" Commercial Observer Award. During his time there, he received the National Achievement Award and the Sales Recognition Award. His sales have been featured in The New York Times, Commercial Observer, The Real Deal and The New York Real Estate Journal. He holds a Bachelor's of Science degree in Business Administration and Entrepreneurship from Rider University. Sproviero resides in the West Village with his wife and son and enjoys playing tennis and trying new restaurants.

AGENT QUALIFICATIONS



ADAM LOBEL

Partner, Managing Director
(718) 360-8815
ALobel@IPRG.com

Adam Lobel is a Partner, Managing Director at BRG, where he focuses on the sale of multifamily, mixed-use, retail, office, and development sites in Manhattan and Brownstone Brooklyn. He has been involved with over 100 transactions for over \$450,000,000. He is an expert navigator of complex commercial real estate transactions, involving spotty DHCR records, rent stabilization, rent control, vacate orders, Loft Law, contaminated sites, 421-a and J-51 tax abatements, along with free market new construction properties. He has set numerous price records and has helped a number of clients facilitate a successful 1031 exchange into NNN management free retail properties.

Prior to working in real estate, Adam executed global sales surrounding the Olympic Games and sold online media campaigns for various sports networks. He holds a Bachelor's of Science in Sports Management with a minor in Business from the University of Texas at Austin. He lives in Union Square and in his spare time, spearheads fundraising initiatives for the American Cancer Society, playing soccer, hiking, and traveling.

AGENT QUALIFICATIONS



TOBY WARING

Associate
(718) 360-8837
TWaring@IPRG.com

Toby Waring specializes in the sale of mixed-use, multifamily and development-site properties in the Park Slope, Gowanus, Carroll Gardens and Brownstone Brooklyn neighborhoods. Toby is responsible for business development and client advisory services to multifamily, mixed-use and retail operators throughout Brooklyn. Throughout his tenure at BRG, Toby has built a reputation of going above and beyond for his clients and making sure no stone is left unturned in his search for the highest paying buyer with the best terms.

Toby has received various awards and recognitions throughout his Real Estate career, including BRG's Rookie of the Year in 2017, BRG's Break Out Star in 2018 and New York Real Estate Journals: 2020 Ones to Watch.

An Australian native and Connecticut transplant, Toby holds a Bachelor of Arts in International and Intercultural Communication from the University of Connecticut as well as an Associate's Degree in Marketing and Advertising from Macquarie University in Sydney, Australia. Prior to joining the team at BRG, Toby successfully opened a restaurant in Stamford, CT and has worked for several multinational corporations including the ABC, Diageo, and Compass Group International. Outside of the office, Toby is an avid fisherman, outdoors man, and Big Green Egg enthusiast.

Notable Career Transactions

- 417 3rd Street Brooklyn, NY
- 871 Park Place Brooklyn, NY
- 148 7th Avenue Brooklyn, NY
- 552 Court Street Brooklyn, NY

AGENT QUALIFICATIONS



GABRIEL KATES

Associate
(718) 360-8831
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While working on the Brownstone Team at BRG, Gabe has consistently ranked as one of the top brokers in Brooklyn focused on overseeing townhouse transactions throughout the neighborhoods of Park Slope, Carroll Gardens, Cobble Hill, Boerum Hill, Downtown Brooklyn, Brooklyn Heights, Prospect Heights, Fort Greene, Clinton Hill, Bedford Stuyvesant, and Crown Heights. His in-depth, block-by-block knowledge of all the neighborhoods he represents combined with his professionalism, discretion and honesty have driven him to the top of his field.

With a specialization in single and multifamily Brownstones in need of renovation, luxury townhouse resales, and townhouse/condo conversions, Gabe has represented several of the most exceptional properties in Brooklyn's most desirable neighborhoods. His extensive track record and finely tuned understanding of the Brooklyn townhouse market allows Gabe to give prospective sellers the most accurate analysis of their property's market value, which is frequently not in line with the DOF's assessment of property value.

Gabe offers his clients an unparalleled understanding of the Brooklyn townhouse market, a customizable and strategic approach to marketing, and a thorough understanding of start-to-finish deal execution from proactively finding the right buyer to contract negotiation to closing. And with his many close connections to other active brokers, lawyers, accountants, architects, contractors, and lenders in the area, Gabe has a superb network of real estate professionals to draw from.

Gabe owns and has sold several investment properties in the Brooklyn neighborhoods he represents and has the firsthand real estate experience and genuine understanding of his clients' needs that few other brokers have. He comes from three generations of Brooklyn residents.

Gabriel earned his Bachelor of Science degree in finance with a concentration in real estate from the New York University Stern School of Business. When he is not in the office, he enjoys exploring the city, trying new restaurants, traveling and spending time with friends and family.

AGENT QUALIFICATIONS



DANIEL SHAWAH

Associate
(718) 360-5335
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Daniel Shawah specializes in the sale of multifamily, mixed use, and development site properties in the Brownstone Brooklyn neighborhoods in which he operates. Daniel primarily works in the neighborhoods of Park Slope, Carroll Gardens, Cobble Hill, Downtown Brooklyn, Gowanus, and Clinton Hill. Throughout his time at BRG, Daniel has shown an exceptional ability in working with his clients to focus on their primary needs and executing each transaction with their best interests at heart. Many of the transactions Daniel has undertaken have greatly exceeded both his and his client's pricing expectations, a testament to the extensive buyer pool BRG has at its fingertips and the deep buyer relationships Daniel has cultivated throughout his years of activity in the neighborhoods he serves. In recognition of the work Daniel has performed, he was featured in Real Estate Weekly in February of 2021 as a Rising Star in New York City real estate and was named BRG's 2020 Breakout Star.

Daniel is a licensed CPA in New York and his background in accounting, finance, and tax are valuable assets to his clients. Daniel graduated from the University of Connecticut with a B.S. in Accounting and holds an M.S. in Accounting from Hunter College. When Daniel is not focusing on Brooklyn real estate, he enjoys exercising, cooking, playing sports, and spending time with his wife, family, and close friends.

BROWNSTONE BROOKLYN TEAM

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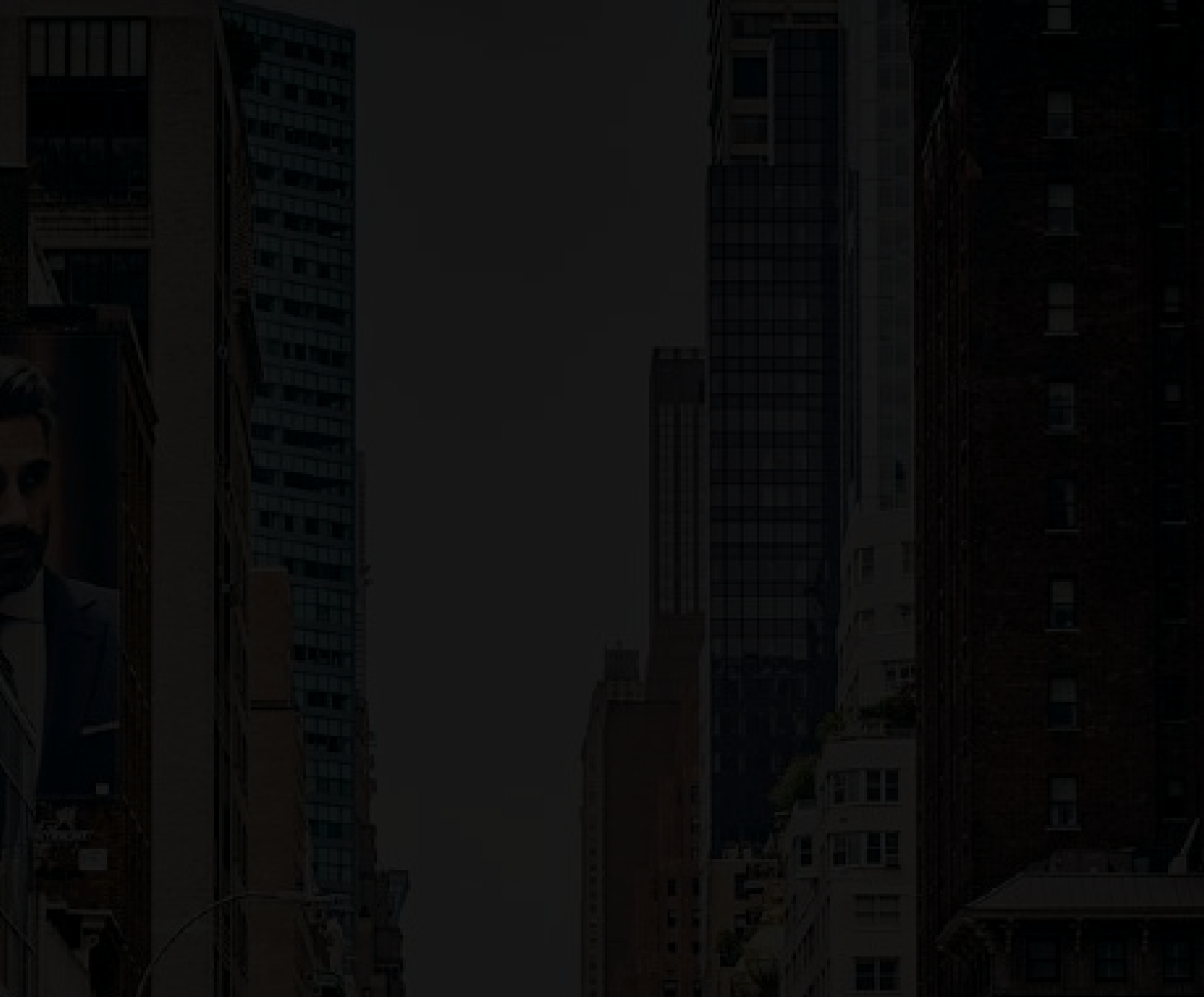
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