

NYC INVESTMENT SALES AND ADVISORY

# IPRG

FEBRUARY SALES REPORT 2021

DOWNTOWN MANHATTAN

MANHATTAN | BROOKLYN | BRONX | QUEENS

# FEBRUARY 2021 SALES ACTIVITY

## DOWNTOWN MANHATTAN



340 East 9th Street



405 East 6th Street



197 East 7th Street

### SOUTH OF 14TH ST

	ADDRESS	SALE PRICE	TOTAL UNITS	ASSET CLASS	NEIGHBORHOOD
1	340 East 9th Street	\$5,975,000	10	Multifamily	East Village
2	244 West 11th Street	\$4,300,000	8	Multifamily	West Village
3	405 East 6th Street	\$4,025,000	5	Mixed Use	East Village
4	197 East 7th Street	\$3,425,000	11	Mixed Use	East Village

**4**

TRANSACTIONS  
SOLD

**\$17.73M**

\$ VOLUME  
SOLD

**34**

UNITS  
SOLD

\*Transactions between \$1,000,000-\$50,000,000 from February 1, 2021 - February 28, 2021

\*\* Zip Codes: 10002, 10003, 10004, 10005, 10006, 10007, 10009, 10011, 10012, 10013, 10014, 10038, 10280

\*\*\*Neighborhoods Include: BPC, Chinatown, Civic Center, East Village, FiDi, Greenwich Village, Hudson Square, LES, Little Italy, NoHo, NoLita, SoHo, TriBeCa, Two Bridges, West Village

\*\*\*\* Does not include 1-3 family properties that are not re-developments or hotel sales

For More Information, Contact:

ZACHARY ZISKIN

718.360.0969

ADAM LOBEL

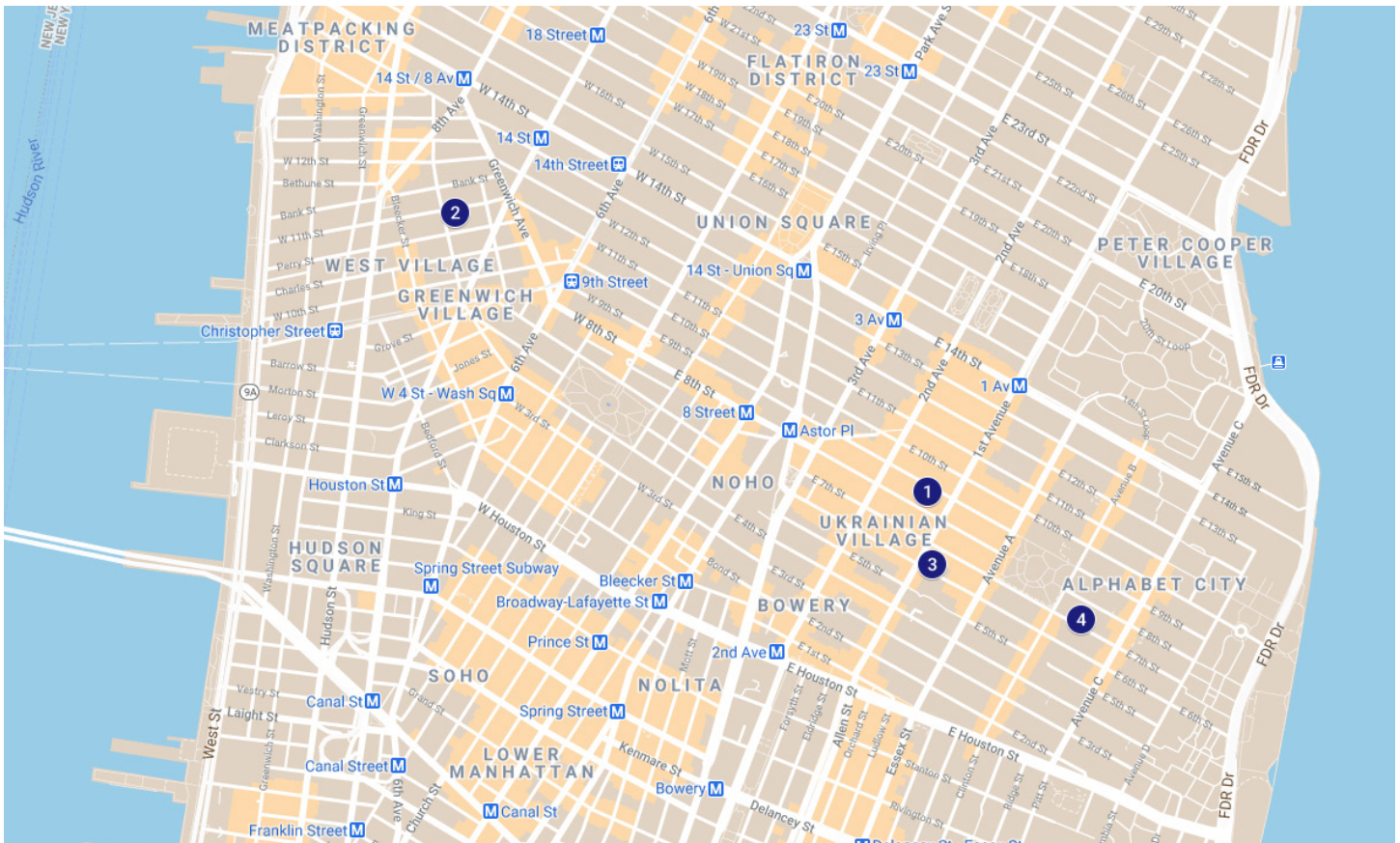
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### ADDRESS

- 1 340 East 9th Street
- 2 244 West 11th Street
- 3 405 East 6th Street
- 4 197 East 7th Street

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### MONTH OVER MONTH

COMPARED TO JANUARY 2021

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
<b>FEBRUARY 2021</b>	4	\$17,725,000	34
<b>JANUARY 2021</b>	2	\$13,940,000	2
<b>% of CHANGE</b>	+100% MoM	+27% MoM	+1600% MoM

### YEAR OVER YEAR

COMPARED TO FEBRUARY 2021

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
<b>FEBRUARY 2021</b>	4	\$17,725,000	34
<b>FEBRUARY 2020</b>	6	\$113,437,653	210
<b>% of CHANGE</b>	-33% YoY	-84% YoY	-84% YoY

For More Information, Contact:

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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.

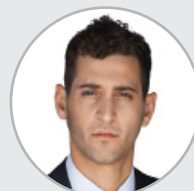
## IPRG'S DEDICATED DOWNTOWN MANHATTAN TEAM



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# AGENT QUALIFICATIONS

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## 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

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## ZACHARY ZISKIN

Director  
(718) 360-0969  
ZZiskin@IPRG.com

Zachary Ziskin is a Director with Bestreich Realty Group. Zachary graduated from SUNY Geneseo with a Bachelor's degree in Business Administration. Ziskin was raised with an exposure to Real Estate with his family owning commercial property in Queens. By working with his father in operating the buildings over the years, he gained firsthand insight into the nuances of Real Estate ownership including building mechanics, operations, tax implications, tenant relations, repairs and maintenance and financing alternatives.

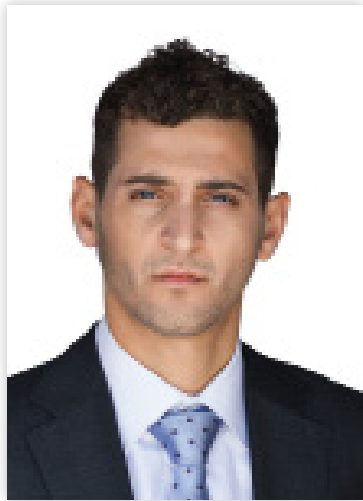
Zachary joined the real estate business in 2010, focusing as a specialist for a national firm in the sales and underwriting of commercial properties throughout the Downtown Manhattan markets. He works efficiently to get his clients to the closing table and then proactively facilitates each client's 1031 Exchange. Ziskin repeatedly demonstrates his dedication to client relationships by providing and implementing viable strategies and recommendations to support his client needs.

Over his 10-year career, Zachary has built a network of specialized third-party advisors including attorneys, engineers, architects, zoning and land use specialists, qualified intermediaries, contractors and tax advisors who all work cohesively to support individual clients' goals and objectives. Over his career, Ziskin has sold 50 properties in New York City totaling approximately \$300,000,000 in sales value and has handled over a dozen 1031 Exchanges. In his free time, Ziskin enjoys snowboarding, traveling, tennis, and Crossfit. Zachary's passion, enthusiasm, diligence and business savvy, make him an invaluable asset to his clients and partners.

Zachary, his wife Brooke and newborn daughter Lola reside in Greenwich, CT.

# AGENT QUALIFICATIONS

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## JUSTIN ZEITCHIK

Vice President  
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JZeitchik@IPRG.com

Justin Zeitchik has been working in commercial real estate since 2013 and specialized on commercial investment sales. Justin joined Bestreich Realty Group in August of 2017 and has over six years on commercial real estate experience. Throughout his career, he has sold over 65 properties totaling over \$400 million. Justin's most notable transaction includes the \$42.5 million sale of a mixed use development site on the North side of Williamsburg.

He is currently a Vice President of the Manhattan team focusing on investment properties below 96th Street. He prides himself on his advisory services for clients as well as pricing and sales strategy.

Justin holds a bachelor's degree in Finance from Arizona State University. In his free time, he enjoys boxing and playing basketball. He currently resides in Williamsburg.



# AGENT QUALIFICATIONS

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## ELI ZEMPSKY

Associate  
(718) 360-8553  
EZempsky@IPRG.com

Eli Zempsky's team focuses on multifamily, mixed-use and development sites in The Lower Manhattan neighborhoods, primarily below 14th Street.

Prior to BRG, Eli worked at a boutique investment sales firm in New York City, focusing on off-market development site transactions. Eli moved to New York City in 2019 following his graduation from The University of Connecticut. At UConn, Eli received a degree in economics with a concentration in real estate, as well as certification in ARGUS Enterprise (ASC). He was also a member of the real estate society, competing in case competitions and learning from seasoned industry professionals.

Outside of work, Eli enjoys golfing, reading, and fitness. He is a former NCAA lacrosse player and an avid New York Giants football fan. Eli currently resides in the East Village with his English Bulldog, Barkley.

# DOWNTOWN MANHATTAN TEAM

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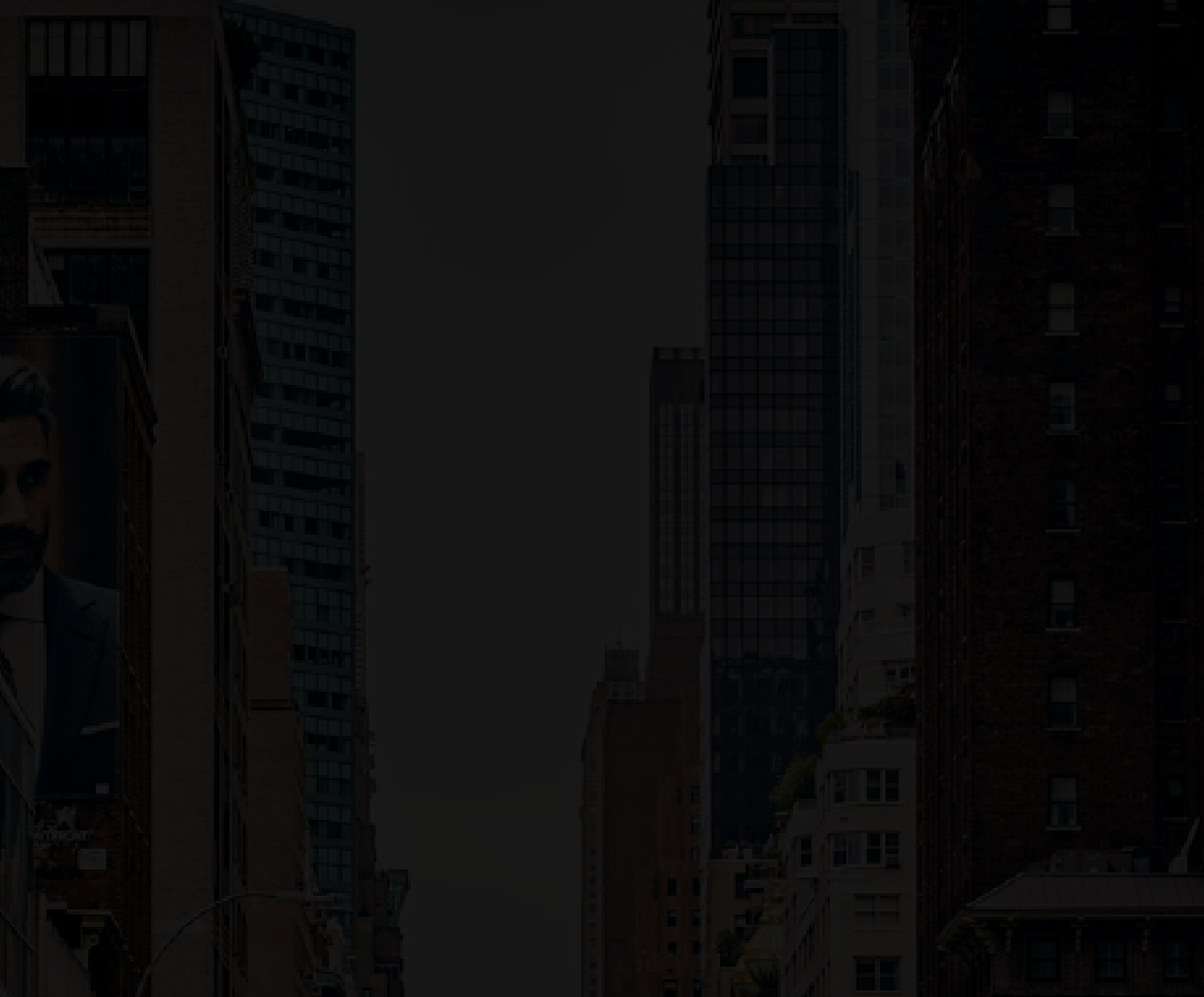
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