

NYC INVESTMENT SALES AND ADVISORY

# IPRG

JANUARY SALES REPORT 2021

MIDTOWN MANHATTAN

MANHATTAN | BROOKLYN | BRONX | QUEENS



320 West 22nd Street

	ADDRESS	SALE PRICE	TOTAL	ASSET CLASS	NEIGHBOR-
1	320 West 22nd Street	\$4,700,000	15	Multifamily	Chelsea

1

TRANSACTIONS  
SOLD

\$4.70M

\$ VOLUME  
SOLD

15

UNITS  
SOLD

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

\*\* Zip Codes: 10001, 10003, 10010, 10011, 10016, 10017, 10018, 10020, 10022, 10036

\*\*\* Neighborhoods Include: Chelsea, Clinton, Hell's Kitchen Midtown, Midtown West, Murray Hill, Stuyvesant Park, Theatre District, Turtle Bay

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

For More Information, Contact:

ADAM LOBEL

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ZACHARY ZISKIN

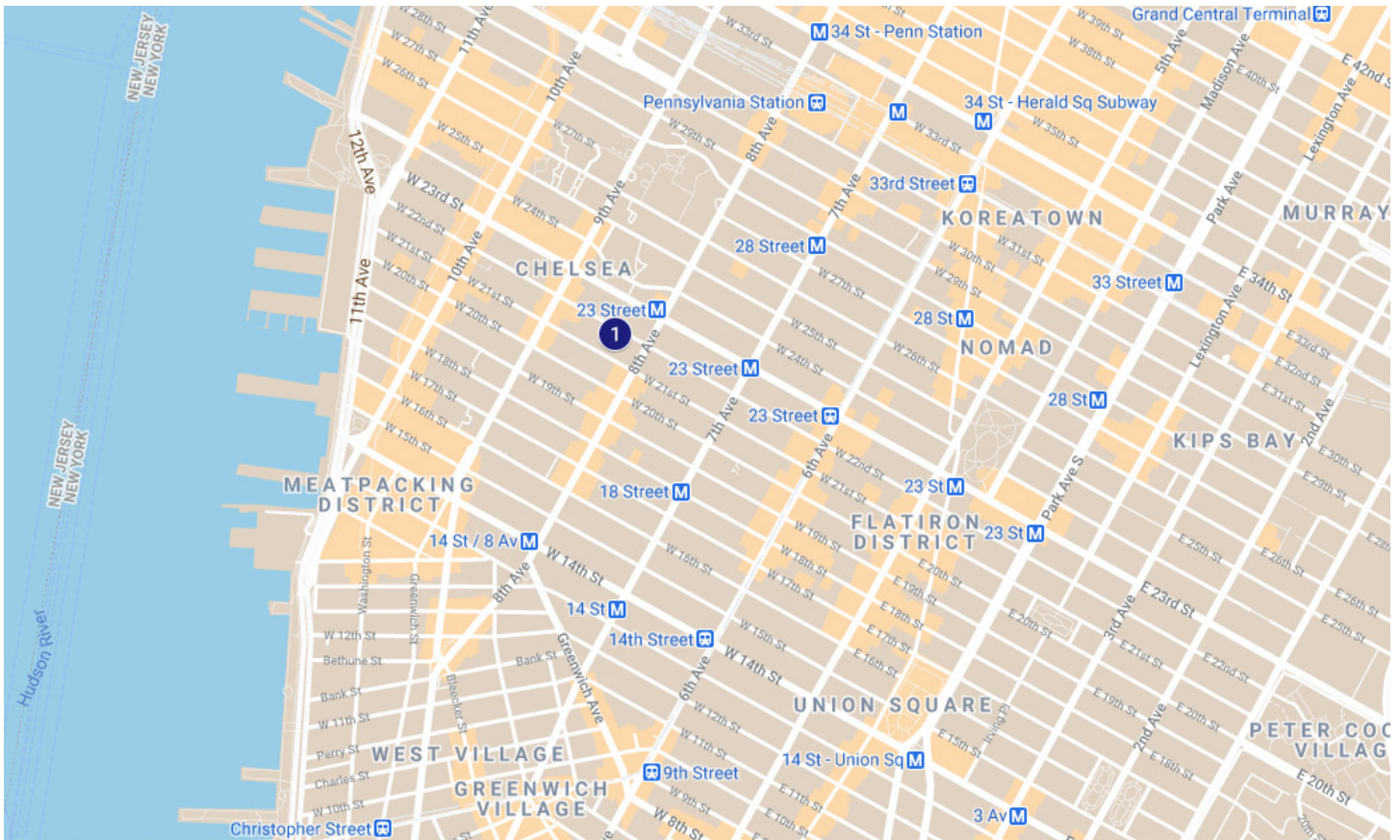
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### ADDRESS

**1** 320 West 22nd Street

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## MONTH OVER MONTH

COMPARED TO DECEMBER 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	1	\$4,700,000	15
DECEMBER 2020	5	\$44,050,000	55
% of CHANGE	↓ -80% MoM	↓ -89% MoM	↓ -73% MoM

## YEAR OVER YEAR

COMPARED TO JANUARY 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	1	\$4,700,000	15
JANUARY 2020	5	\$103,908,168	186
% of CHANGE	↓ -80% YoY	↓ -94% YoY	↓ -92% 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.

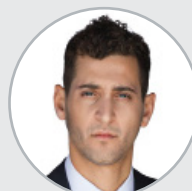
## IPRG'S DEDICATED MIDTOWN MANHATTAN TEAM



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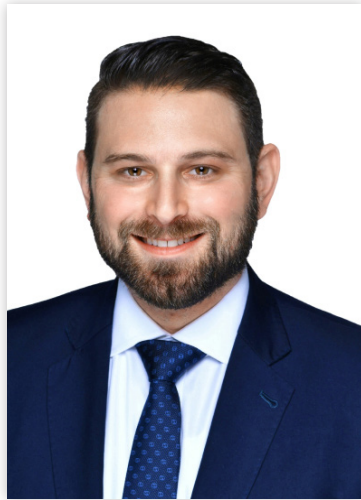


**KYLE KATZ**  
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## AGENT QUALIFICATIONS

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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.

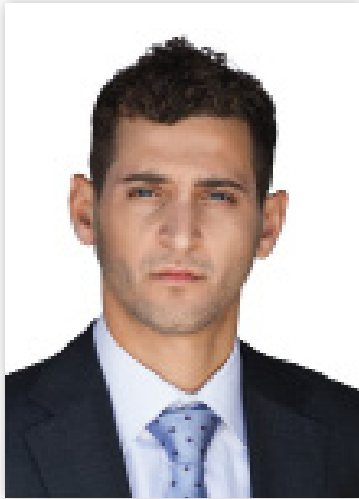
Zachary joined the real estate business in 2010, focusing as a specialist for a national firm in the sales and underwriting of commercial properties throughout the Downtown Manhattan markets. He works efficiently to get his clients to the closing table and then proactively facilitates each client's 1031 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  
(718) 360-8827  
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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### KYLE KATZ

Associate  
(718) 360-8804  
KKatz@IPRG.com

Kyle Katz is an investment sales associate specializing in mixed-use and multifamily properties in the Midtown, Upper East Side, and Upper West Side. Kyle is a part of a team with extensive experience brokering deals and providing a top-quality experience for their clients.

Prior to joining Bestreich Realty Group, Kyle worked as a Senior Account Executive for Breather to a flexible office provider and renting to leasing. Kyle also has extensive experience in the hotel operations and convention sales.

Kyle was born and raised in South Florida and graduated from the University of Central Florida. He currently resides in Manhattan and in his free time he enjoys running marathons, cheering for the Miami Dolphins and exploring the city.

# MIDTOWN MANHATTAN TEAM

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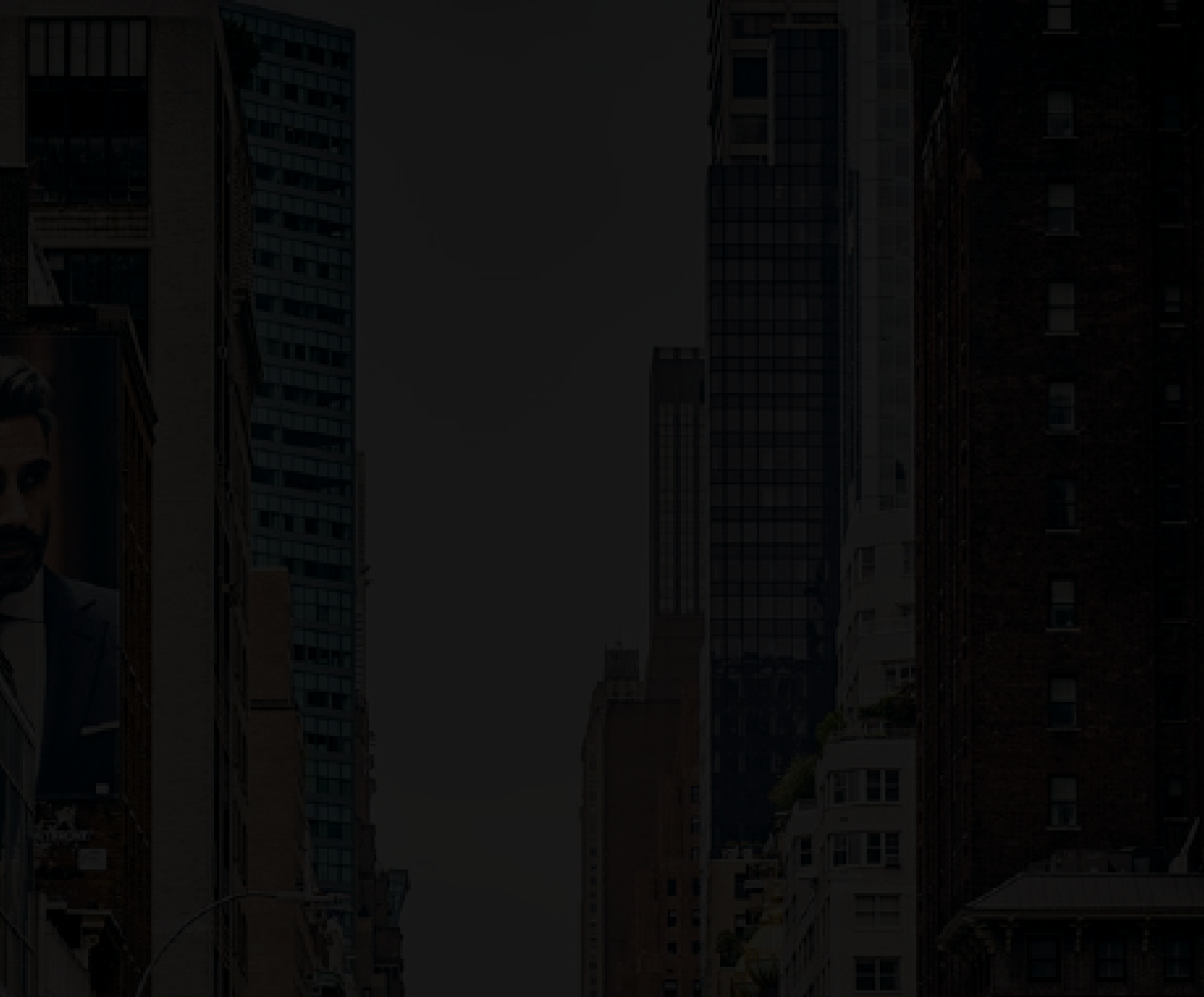
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