

NYC INVESTMENT SALES AND ADVISORY

IPRG

JANUARY SALES REPORT 2021

NORTH BROOKLYN

MANHATTAN | **BROOKLYN** | BRONX | QUEENS

JANUARY 2021 SALES ACTIVITY

NORTH BROOKLYN



149 Franklin Street



742 Driggs Avenue



31 Orient Avenue

	ADDRESS	SALE PRICE	TOTAL UNITS	ASSET CLASS	NEIGHBORHOOD
1	149 Franklin Street	\$4,850,000	7	Mixed Use	Greenpoint
2	742 Driggs Avenue	\$2,230,000	3	Mixed Use	Williamsburg
3	398 Manhattan Avenue	\$2,075,000	5	Mixed Use	Williamsburg
4	31 Orient Avenue	\$1,850,000	5,000 BSF	Re-Development	Williamsburg

4

TRANSACTIONS
SOLD

\$11.01M

\$ VOLUME
SOLD

15

UNITS
SOLD

5,000

BSF
SOLD

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

** Zip Codes: 11206, 11211, 11222, 11249

*** Neighborhoods include: Greenpoint & Williamsburg

For More Information, Contact:

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DONAL FLAHERTY

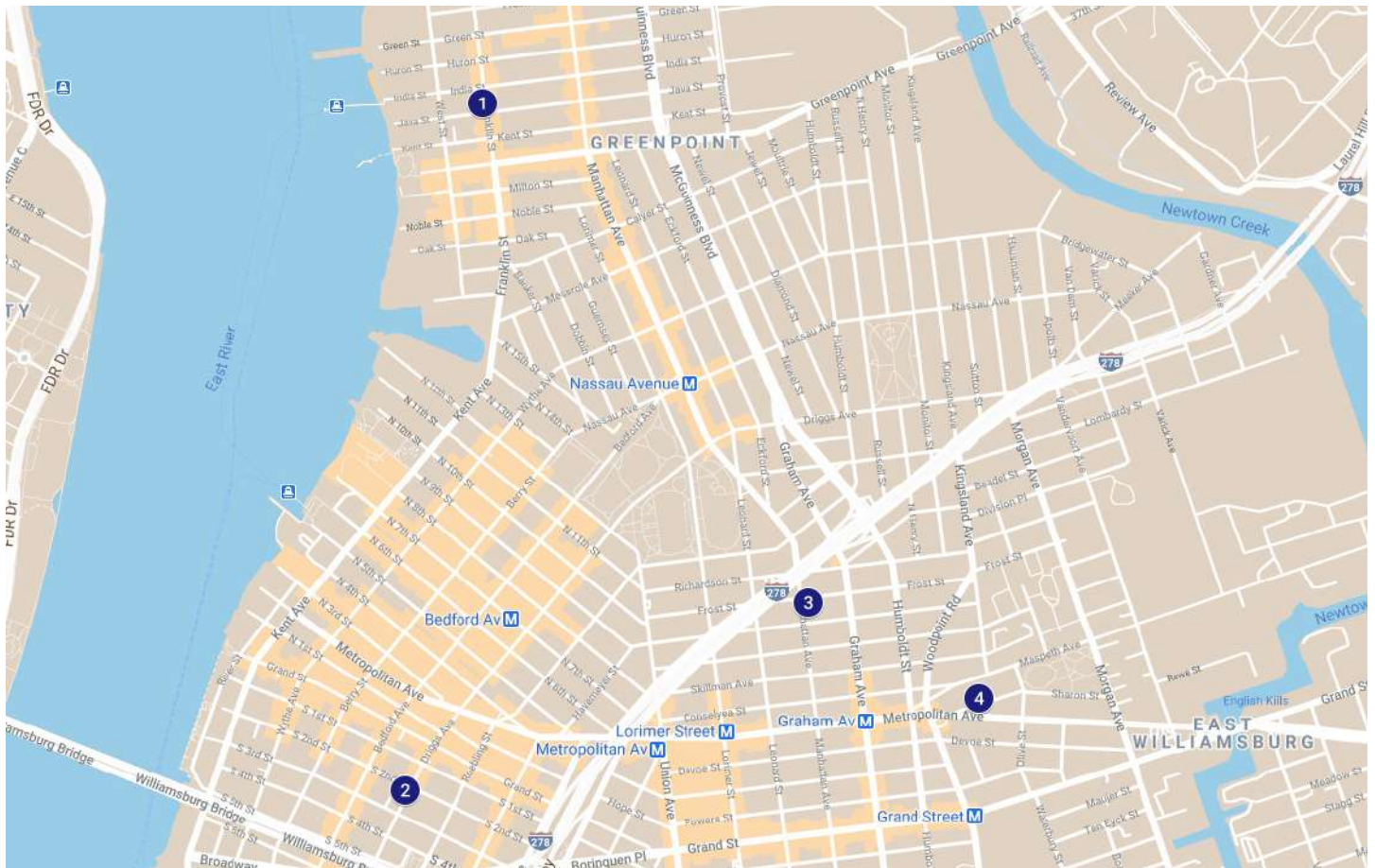
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HAKEEM LECKY

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COREY HAYNES

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ADDRESS

- 1 149 Franklin Street
- 2 742 Driggs Avenue
- 3 398 Manhattan Avenue
- 4 31 Orient Avenue

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MONTH OVER MONTH

COMPARED TO DECEMBER 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	4	\$11,005,000	15
DECEMBER 2020	10	\$62,268,100	46
% of CHANGE	↓ -60% MoM	↓ -82% MoM	↓ -67% MoM

YEAR OVER YEAR

COMPARED TO JANUARY 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	4	\$11,005,000	15
JANUARY 2020	7	\$58,050,000	19
% of CHANGE	↓ -43% YoY	↓ -81% YoY	↓ -21% YoY

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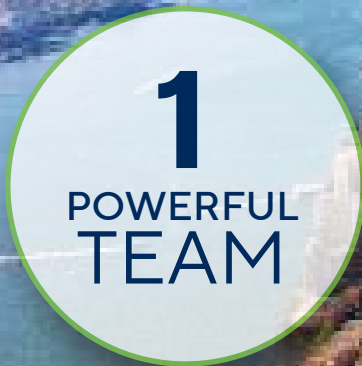
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IPRG ADVANTAGE



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 NORTH 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



DONAL FLAHERTY

Partner
(718) 360-8823
DFlaherty@IPRG.com

Donal Flaherty is a Partner at Bestreich Realty Group, where he focuses on investment sales in Brooklyn's Greenpoint and Williamsburg neighborhoods as well as Northwest Queens. Donal was the driving force behind the expansion of the office's market share in the Williamsburg and Greenpoint section and is largely responsible for generating new clientele, underwriting all asset types. He has earned himself a reputation among his peers for his incomparable drive and ability to close deals which is well represented through his track record.

Donal attended St. John's University graduating from the Tobin School of Business. Donal also played Midfield for the St. John's Lacrosse team. While at St. John's University, he was a part of the most successful four-year span in the Red Storm lacrosse era, with an 11-member senior class graduating with 28 wins and helped his team rise to #10 in National Polls.

Donal has exclusively listed over \$100,000,000 worth of real estate in 4 years to oversee for 30+ successful transactions. He was named 2019's Rising Star and One's to Watch and awarded Breakout Star in 2017 for producing \$750,000 in gross fees in one calendar year; this was the result of 8 commercial property sales in 12 months. He was also granted with the Top Caller Award in 2016 and selected as the top performer out of the firm for most outbound calls produced by a sales person in one calendar year.

Outside of the office, Donal is well known for activities he does on a regular basis such as lacrosse, squash and golf. It is this high intensity and efficiency that Donal is able to provide for clients as well as the real estate industry as a whole.

Donal currently resides in the Financial District.

AGENT QUALIFICATIONS



HAKEEM LECKY

Senior Associate
(718) 360-8835
HLecky@IPRG.com

Hakeem Lecky specializes in the sale of multifamily, mixed use, development and conversion sites throughout Northern Brooklyn and South Bronx. He is preeminent by his ability to source and execute opportunities. Hakeem and his team have the knowledge to accurately analyze and underwrite properties, maximizing property performance and value for clients.

He has received numerous honors, including 2016's Rookie of the Year and 2019's Generator of the Year. He has been featured in Commercial Observer and NYREJ.

Hakeem attended Syracuse University, where he graduated with a Bachelor of Science degree in Economics. While at Syracuse University, he was a two-time captain of the top ranked Division 1 Lacrosse Team, an NCAA All-American his senior year, and led his team to multiple divisional championships. The former professional lacrosse player is currently a member of the Jamaica National Lacrosse team and competed in the World Games in Israel.

During his free time, Hakeem participates in giving back to youth lacrosse by coaching tournaments, camps and practices. When he's not training, he's on the water fishing. Hakeem currently resides in Midtown.

AGENT QUALIFICATIONS



COREY HAYNES

Associate
(718) 360-1942
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Corey Haynes is an Investment Sales Associate focusing on the sale of multifamily, mixed-use assets, development and conversion sites throughout Williamsburg and Greenpoint. Corey is a part of a team with extensive experience brokering deals and providing a top-quality experience for their clients.

Prior to joining BRG, Corey was a Financial Accounting Analyst in Syracuse, New York where he grew up.

Corey attended St. John's University where he graduated from the Peter J. Tobin College of Business attaining his Bachelor's degree in Finance. While at St. John's, he was a key member of the Division 1 Lacrosse program earning BIG EAST Midfielder of the week his senior year. After his tenure at St. John's he played professionally. He values the grit, drive and determination that was instilled in him during his athletic career, and brings the same work ethic to the real estate industry.

Outside of the office, Corey enjoys exploring the city, seeing his family, coaching lacrosse, and playing golf.

Corey currently resides in Midtown.

NORTH BROOKLYN TEAM

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