

NYC INVESTMENT SALES AND ADVISORY

# IPRG

## JANUARY SALES REPORT 2021

NORTHWEST QUEENS

MANHATTAN | BROOKLYN | BRONX | QUEENS



12-26 30th Avenue



18-14 Astoria Boulevard

	ADDRESS	SALE PRICE	TOTAL UNITS	ASSET CLASS	NEIGHBORHOOD
1	12-26 30th Avenue	\$14,800,000	36	Multifamily	Old Astoria
2	32-62 Steinway Street	\$3,300,000	1	Retail	South Astoria
3	18-14 Astoria Boulevard	\$1,550,000	4	Mixed Use	Old Astoria

3

TRANSACTIONS  
SOLD

\$19.65M

\$ VOLUME  
SOLD

41

UNITS  
SOLD

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

\*\* Zip Codes: 11102, 11103, 11105, 11106, 11369, 11370, 11372

\*\*\* Neighborhoods include: Astoria Heights, Ditmars Steinway, East Elmhurst, Jackson Heights, Old Astoria, South Astoria

For More Information, Contact:

DEREK BESTREICH

718.360.8802

LUKE SPROVIERO

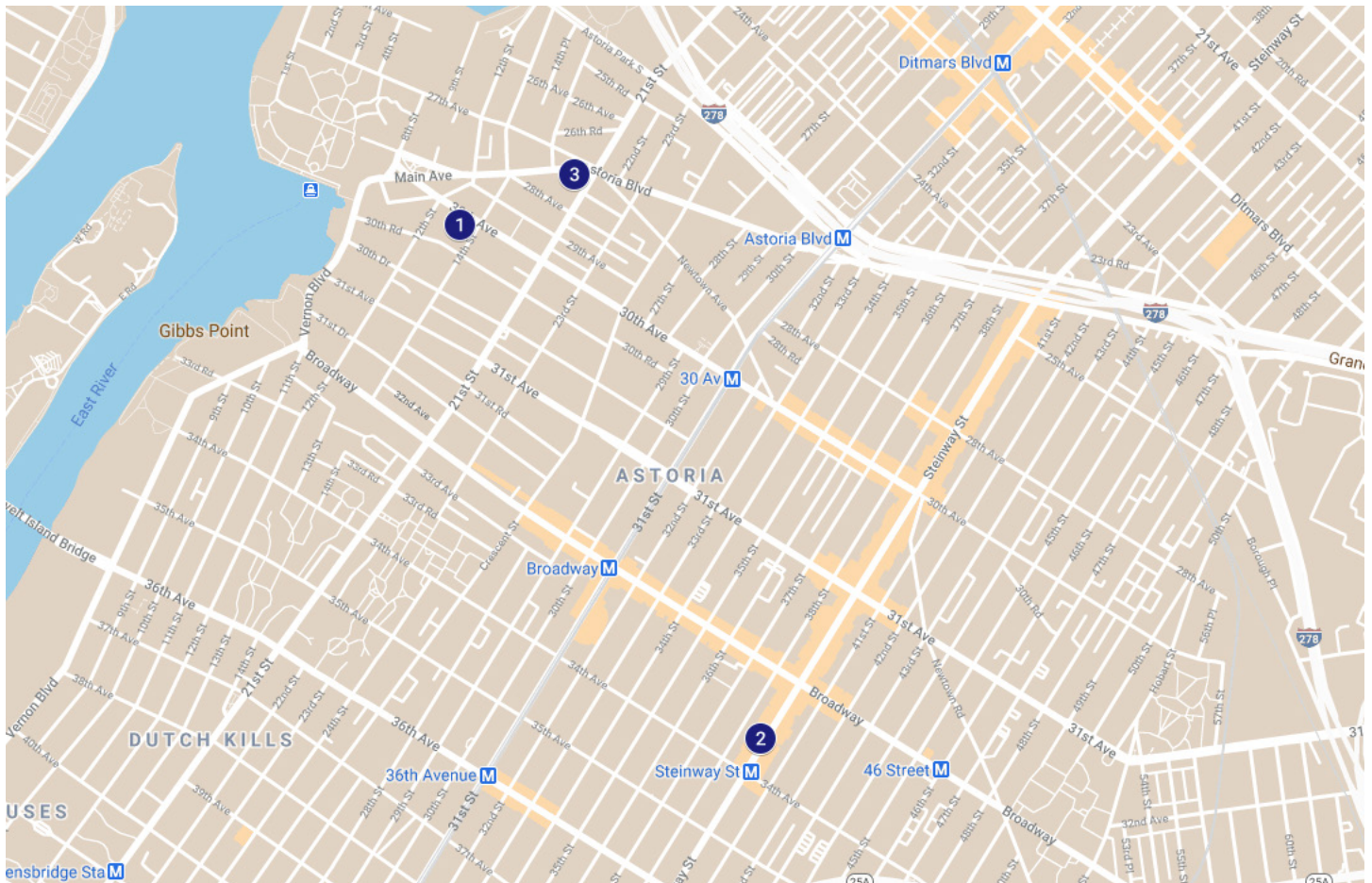
718.360.8803

DONAL FLAHERTY

718.360.8823

LOGAN BOENNING

718.360.8857



## ADDRESS

- 1 12-26 30th Avenue
- 2 32-62 Steinway Street
- 3 18-14 Astoria Boulevard

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## MONTH OVER MONTH

COMPARED TO DECEMBER 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	3	\$19,650,000	41
DECEMBER 2020	6	\$24,735,000	14
% of CHANGE	↓ -50% MoM	↓ -21% MoM	↑ +193% MoM

## YEAR OVER YEAR

COMPARED TO JANUARY 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	3	\$19,650,000	41
JANUARY 2020	10	\$23,150,000	29
% of CHANGE	↓ -70% YoY	↓ -15% YoY	↑ +41% 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 NORTHWEST QUEENS TEAM



**DEREK BESTREICH**  
718.360.8802  
DBestreich@IPRG.com



**LUKE SPROVIERO**  
718.360.8803  
LSproviero@IPRG.com



**DONAL FLAHERTY**  
718.360.8823  
DFlaherty@IPRG.com



**LOGAN BOENNING**  
718.360.8857  
LBoenning@IPRG.com

# AGENT QUALIFICATIONS

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## 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

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## 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

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## 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

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## LOGAN BOENNING

Associate  
(718) 360-8857  
LBoenning@IPRG.com

Logan Boenning is an Investment Sales Associate and specializes in the sale of multifamily, mixed-use and development sites throughout Northwest Queens.

Logan has always been interested in real estate after growing up with family members in the industry. Throughout her college career, she was an active member of the Real Estate Club and interned at Sotheby's International Realty.

Logan is from Mountainside, New Jersey, and graduated from the Jepson School of Leadership Studies at the University of Richmond. Outside of the office, Logan enjoys skiing, trying new restaurants, and is training for her next half-marathon.

# NORTHWEST QUEENS TEAM

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**Derek Bestreich**

President

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DBestreich@IPRG.com

**Luke Sproviero**

Partner, Managing Director

(718) 360-8803

LSproviero@IPRG.com

**Donal Flaherty**

Partner

(718) 360-8823

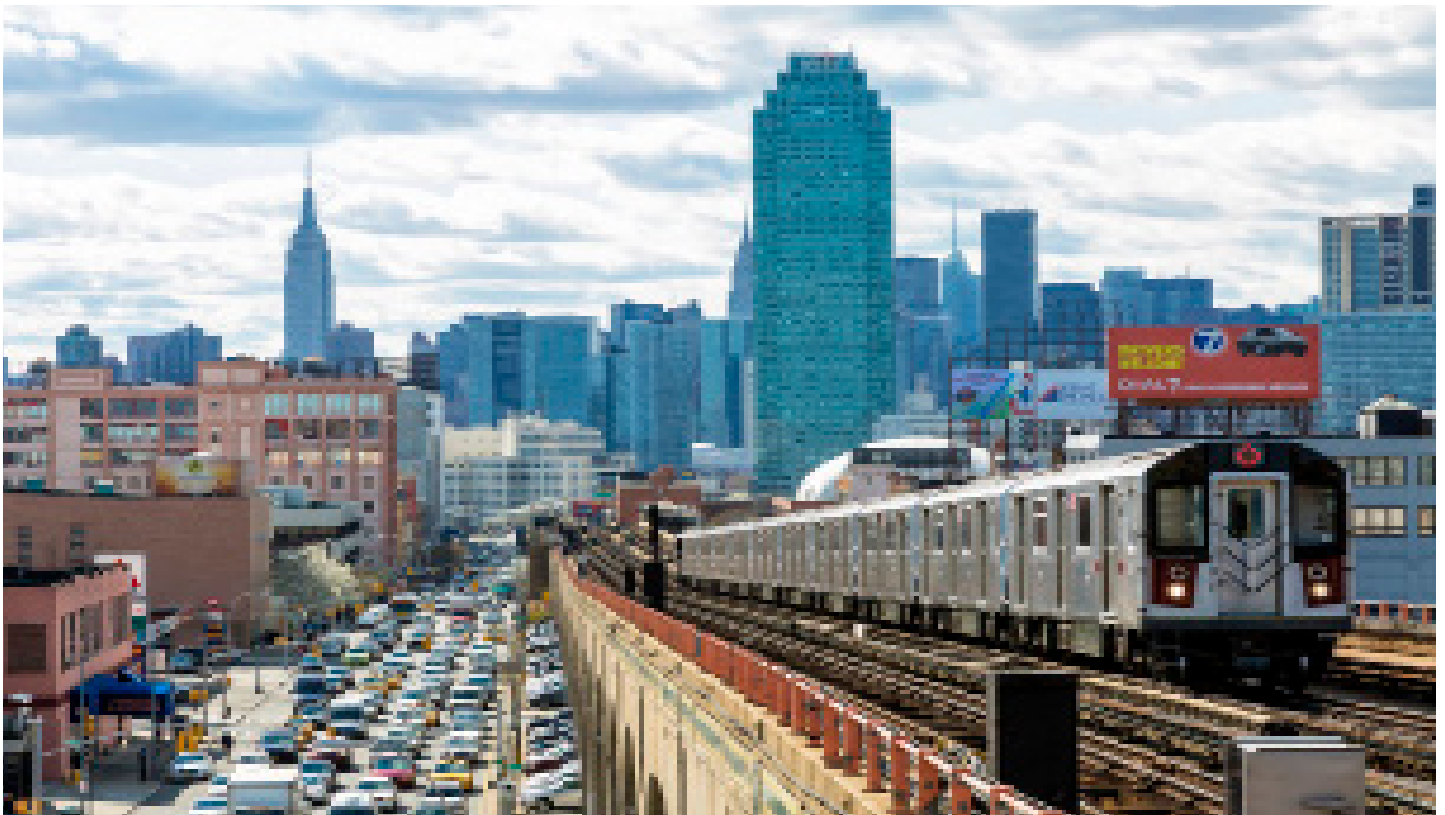
DFlaherty@IPRG.com

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Associate

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LBoenning@IPRG.com





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[WWW.IPRG.COM](http://WWW.IPRG.COM) | 718.360.8801

