

NYC INVESTMENT SALES AND ADVISORY

# IPRG

## JANUARY SALES REPORT 2021

SOUTHWEST BROOKLYN

MANHATTAN | **BROOKLYN** | BRONX | QUEENS

# JANUARY 2021 SALES ACTIVITY

## SOUTHWEST BROOKLYN



5601 7th Avenue



8012 16th Avenue



2071 68th Street

	ADDRESS	SALE PRICE	TOTAL UNITS	ASSET CLASS	NEIGHBORHOOD
1	5601 7th Avenue	\$3,450,000	7	Mixed Use	Sunset Park
2	1270 48th Street	\$1,775,000	4	Mixed Use	Borough Park
3	8012 16th Avenue	\$1,720,000	4	Multifamily	Bensonhurst
4	2071 68th Street	\$1,700,000	4	Multifamily	Bensonhurst
5	7406 13th Avenue	\$1,650,000	4	Mixed Use	Dyker Heights
6	1967 78th Street	\$1,550,000	4	Multifamily	Bensonhurst
7	8427 Bay 16th Street	\$1,420,000	4	Multifamily	Bensonhurst
8	7801 18th Avenue	\$1,320,000	6	Multifamily	Bensonhurst
9	7200-7212 Fort Hamilton Parkway	\$1,275,000	5	Mixed Use	Dyker Heights
10	272 86th Street	\$1,195,000	6	Multifamily	Bay Ridge

10

TRANSACTIONS  
SOLD

\$17.06M

\$ VOLUME  
SOLD

48

UNITS  
SOLD

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

\*\* Zip Codes: 11204,11209,11214,12218,11219,11220,11228,12232

\*\*\* Neighborhoods include: Bath Beach, Bay Ridge, Bensonhurst, Borough Park, Dyker Heights, & Sunset Park

For More Information, Contact:

DEREK BESTREICH

718.360.8802

ADAM LOBEL

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TOBY WARING

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### ADDRESS

- 1 5601 7th Avenue
- 2 1270 48th Street
- 3 8012 16th Avenue
- 4 2071 68th Street
- 5 7406 13th Avenue
- 6 1967 78th Street
- 7 8427 Bay 16th Street
- 8 7801 18th Avenue
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## MONTH OVER MONTH

COMPARED TO DECEMBER 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	10	\$17,055,000	48
DECEMBER 2020	10	\$59,865,000	54
% of CHANGE	0% MoM	 -72% MoM	 -11% MoM

## YEAR OVER YEAR

COMPARED TO JANUARY 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	10	\$17,055,000	48
JANUARY 2020	5	\$12,409,500	13
% of CHANGE	 +100% YoY	 +37% YoY	 +269% YoY

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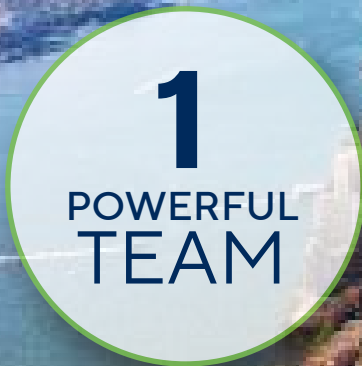
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# IPRG ADVANTAGE



**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 SOUTHWEST BROOKLYN TEAM



**DEREK BESTREICH**  
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**TOBY WARING**  
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# 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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### 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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## TOBY WARING

Associate  
(718) 360-8837  
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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



# SOUTHWEST BROOKLYN TEAM

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President

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