

NYC INVESTMENT SALES AND ADVISORY

IPRG

JANUARY SALES REPORT 2021

UPPER EAST & WEST SIDE

MANHATTAN | BROOKLYN | BRONX | QUEENS

JANUARY 2021 SALES ACTIVITY

UPPER EAST & WEST SIDE



712 Madison Avenue



169 West 83rd Street

	ADDRESS	SALE PRICE	TOTAL UNITS	ASSET CLASS	NEIGHBORHOOD
1	712 Madison Avenue	\$43,000,000	2	Retail	Lenox Hill
2	500 West 57th Street	\$26,750,000	1	Office	Clinton - Hell's
3	169 West 83rd Street	\$5,200,000	5	Multifamily	Kitchen Upper West Side

3

TRANSACTIONS
SOLD

\$74.95M

\$ VOLUME
SOLD

8

UNITS
SOLD

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

** Zip Codes: 10021, 10023, 10024, 10025, 10028, 10065, 10069, 10075

***Neighborhoods include: Lenox Hill, Upper East Side, Yorkville, Lincoln Square, Manhattan Valley, & Upper West Side

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

For More Information, Contact:

ADAM LOBEL

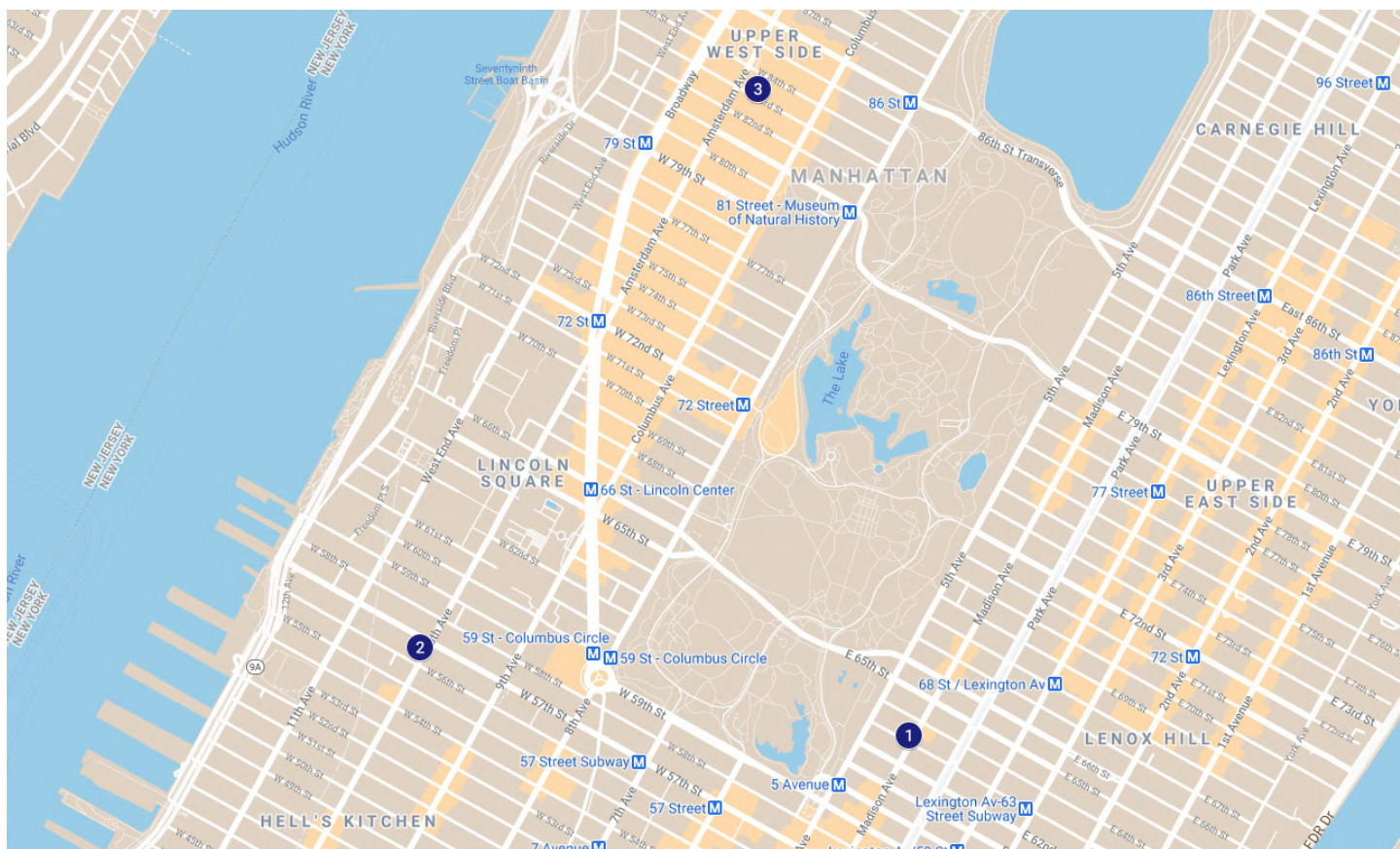
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ZACHARY ZISKIN

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ADDRESS

- 1 712 Madison Avenue
- 2 500 West 57th Street
- 3 169 West 83rd Street

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MONTH OVER MONTH

COMPARED TO DECEMBER 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	3	\$74,950,000	8
DECEMBER 2020	7	\$44,050,000	83
% of CHANGE	↓ -57% MoM	↓ -70% MoM	↓ -90% MoM

YEAR OVER YEAR

COMPARED TO JANUARY 2020

	# OF TRANSACTIONS	DOLLAR VOLUME	# OF UNITS
JANUARY 2021	3	\$74,950,000	8
JANUARY 2020	9	\$103,908,168	240
% of CHANGE	↓ -67% YoY	↓ -28% YoY	↓ -97% 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 UPPER EAST & WEST SIDE TEAM



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AGENT QUALIFICATIONS



ADAM LOBEL

Partner, Managing Director
(718) 360-8815
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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



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



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.

UPPER EAST & WEST SIDE TEAM

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