

## **Bob Knakal, King of the Mid-Market Trade, Closes 1,000th Deal**

by Dana Rubinstein | October 3, 2008



*Geraldine Sargeant.*

Bob Knakal, chairman of Massey Knakal and master of the under-\$100 million commercial property transaction (which, believe it or not, is considered small potatoes in New York), just closed his 1,000th deal.

Said deal was the sale of an Upper East Side parking garage at 301 East 69th Street for \$5.4 million.

Full release is below:

### **MASSEY KNAKAL CHAIRMAN ROBERT KNAKAL CLOSES 1,000TH SALE**

The sale of a parking garage at 301 East 69th Street on Manhattan's Upper East Side was completed by Massey Knakal Chairman Robert Knakal, marking his 1000th commercial property sold in New York City.

The \$5,400,000 sale has occurred as Knakal approaches 25 years in the business. He said personal milestones are things he will pay more attention to when he's in retirement, which hopefully won't be for decades.

"This achievement would not have been possible without the Massey Knakal territory system," said Knakal, referring to the company's neighborhood approach to sales. "I have been able to service clients with properties all over the New York metropolitan area due to our block by block coverage and have sold dozens of diversely located portfolios that were executed with ease due to our platform.

“I have teamed with more than 70 different skilled Massey Knakal agents over the years and have been able to maximize results for my clients due to the tremendous market knowledge our brokers have.”

In the past four years alone, Knakal has sold 344 properties. Knakal said that while personal achievements are nice, he's much more excited looking forward to the next big milestone for the company - Massey Knakal's 5,000th property sale, which should occur in 2009.

“Our entire team will take a great deal of pride in that milestone,” he said.

A graduate of the Wharton School of Business at the University of Pennsylvania, Knakal earned his Bachelor of Science degree in Economics in 1984.

After spending his college summers in New Jersey doing market research for Coldwell Banker Commercial – now CB Richard Ellis - Knakal was hired for a full-time position with CB in Manhattan. In 1984, he collaborated with Paul J. Massey Jr. to establish a property sales group in Manhattan for CB. They served as co-directors for the new specialization and in 1986, shared CB's prestigious top salesman award in New York. Knakal and Massey retained this top ranking until they left the firm in November 1988 to start their own business - Massey Knakal Realty Services.

To date, Knakal has been responsible for the sale of \$5.8 billion in real estate sales.

“Although Bob is being very modest about it, I think it's fair to say that no other broker in New York City has ever reached his level of accomplishment,” CEO and Partner Paul Massey said. “Bob has always led our sales force by his example of client service and dedication to achieving maximum sales values.”

“Bob changed the way brokerage was done when he came on the scene 25 years ago,” said Richard Parkoff, Chairman of the Parkoff Organization. “Our business of buying and selling investment properties was transformed from a ‘good ol’ boys network’ to a more professional and transparent industry. Bob is unique and is one heluva broker. No one can challenge the great success he has had. I wish him congratulations!”

In addition to his “Hall of Fame” performance as a broker, Knakal's philanthropic efforts are endless. His personal civic involvements are highlighted by his presidency of the Prescott Fund for Children and Youth, which makes grants to disadvantaged children for educational purposes. He is also the President and member of the Board of Directors of Ice Hockey in Harlem, an after-school program that allows children to participate in hockey if they attend special classroom sessions to supplement their education.

Knakal is also a member of REBNY's Executive Committee and dozens of other charitable organizations.