

ROBERT A. KNAKAL

Curriculum Vita | April 2024

EDUCATION

THE WHARTON SCHOOL AT THE UNIVERSITY OF PENNSYLVANIA

BS in Economics - 1984

PROFESSIONAL EXPERIENCE

COLDWELL BANKER

Summer Intern

1981, 1982, 1983

CB COMMERCIAL

Managing Director

July 1984 – November 1988

MASSEY KNAKAL REALTY SERVICES

Co-Founding Partner and Chairman

November 1988 – December 2014

CUSHMAN & WAKEFIELD

Chairman, NY Investment Sales

December 2014 – June 2018

JONES LANG LASALLE

Chairman, NY Investment Sales

September 2018 – December 2022

JONES LANG LASALLE

Head – NY Private Capital Group

January 2023 – February 2024

BKREA

Chairman & CEO

March 2024 – Present

AWARDS, HONORS, RECOGNITIONS & MILESTONES

1981: Walks into Coldwell Banker in Hackensack, NJ looking for a summer job thinking it is a bank.

1981: Gets a summer job at Coldwell Banker working in the "Data Bank" summer research project.

1982: Returns to Coldwell Banker to run the Data Bank summer research interns.

1983: Gets licensed in NJ and serves as an associate to a CB industrial broker. Shows space in Morris County, NJ.

1984: Graduates from The Wharton School at Penn with a BS in Economics.

1984: Starts full time with CB Commercial (now CBRE) in New York City. July 16, 1984.

1984: Forms partnership with Paul Massey day two on the job (the partnership lasts 30 years – 4 at CB and 26 at Massey Knakal).

1984: Becomes a member of the Real Estate Board of New York (REBNY).

1985: Sells first property in March: 1421 Third Avenue, \$3,125,000.

1985: Selected to become a member of the Sales Brokers Committee of REBNY

1986: Top Salesman Award (with Massey) for CB in NYC out of 47 producers (repeats in 1987 and 1988).

1988: November 15th – Massey Knakal Realty Services is born.

1990: Named Chairman of Massey Knakal – had been Co-Founding Partner. (1990 – 2014)

1990: Sells 100th building of his career – a 50% interest in a small mixed-use building at 1087 Second Avenue for \$500,000.

1994: Elected Chairman of REBNY's Sales Broker Committee. (1994-1996)

1995: Appointed to the Board of Directors of the Community Housing Improvement Program. (1995-2008)

1995: Elected President of The National Realty Club – the youngest president in the history of the 58-year-old club.

1995: Elected President of the Prescott Foundation for Children and Youth – serving the educational needs of disadvantaged children. (1995-present)

1996: Named to the Executive Committee of the Community Housing Improvement Program. (1996-2008)

1997: Elected President of Ice Hockey in Harlem – an afterschool program for disadvantaged youth in Harlem. (1997-2012)

1998: At the age of 36, named to Crain's New York Business – "40 under 40 – NY's Rising Stars list for outstanding achievement in the NYC business community.

1999: Sells the 500th building of his career: a development site at 145-147 East 47th Street

2000: Named "Real Estate Man of the Year" by the Rambam Hospital in Israel for his charitable work in NYC.

2000: Named to REBNY's Board of Governors – (2000-present).

2001: Wins Robert T. Lawrence Award for "The Most Ingenious Deal of the Year Award" by REBNY for the assemblage at 55th & Second.

2001: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the first time.

2002: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 2nd consecutive year.

2003: Handles the two largest multifamily sales in NYC. The "Manhattan Portfolio" for \$102 million and the "Simkowitz Portfolio" for \$109 million.

2003: Knakal and Massey are named "New York's Top Entrepreneurs" by Crain's New York Business magazine's Small Business Awards.

2003: Named "Real Estate Man of the Year" by the Catalog for Giving, a charitable organization promoting the education of disadvantaged children.

2003: The Real Deal Magazine lists Massey Knakal Realty Services as one of "New York's Best Boutique Real Estate Firms".

AWARDS, HONORS, RECOGNITIONS & MILESTONES (Continued)

2003: Wins Robert T. Lawrence Award for "The Most Ingenious Deal of the Year Award" by REBNY for the sale of 41 West 47th Street.

2003: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 3rd consecutive year.

2004: Named "Commercial Real Estate Man of the Year" by the Brooklyn Academy of Music.

2004: Sells the largest multifamily sale of the year in NYC – Macklowe Portfolio for \$179 million.

2004: Named "One of the Top 10 Investment Sales Brokers in New York" by CoStar.

2004: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 4th consecutive year.

2005: Handles the sale of the largest privately owned apartment complex in Brooklyn – Vanderveer Estates, 2,500 apartments in 59 buildings, \$138 million.

2005: Sells the 1,000th building of his career: the sale of a condominium parking garage for \$5.4 million.

2005: For the first time, he sells over 100 buildings in a single year (146).

2005: Named "Man of the Year" by Shema Kolainu, a school and center for children with autism and their families.

2005: Named "Commercial Broker All-Star" by Real Estate New York Magazine.

2005: Named to REBNY's prestigious Executive Committee – (2005-present).

2005: Becomes a Research Sponsor of the Zell Lurie Real Estate Center at The Wharton School. (2005-present).

2005: Named "One of the Top 10 Investment Sales Brokers in New York" by CoStar for the 2nd consecutive year.

2005: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 5th consecutive year.

2006: Named recipient of the "Founder's Medal" by The Brooklyn Hospital for his work in New York City philanthropy.

2006: Named a "Commercial Broker All-Star" by Real Estate New York magazine – second year in a row.

2006: Appointed Chairman of REBNY's Ethics Committee. (2006-2008).

2006: Named "One of the Top 10 Investment Sales Brokers in New York" by CoStar for the 3rd consecutive year.

2006: Named a "Top Dealmaker" by Real Estate Weekly in their 50th Anniversary edition.

2006: Named "Investment Sales Broker of the Year" by the Mann Foundation.

2006: For the first time, his sale volume exceeds \$1 billion annually (\$1.1 billion).

2006: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 6th consecutive year.

2007: Handles the sale of the year's largest land assemblage in NY – Sixth Avenue Blockfront for \$117 million.

2007: Nominated for REBNY's Most Ingenious Deal of the Year for the Sixth Avenue Blockfront Assemblage.

2007: Appointed to the University of Pennsylvania's Baseball Board of Directors – (2007-2017).

2007: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 7th consecutive year.

2008: Starts writing "StreetWise" blog for GlobeSt.com (2008-2011)

2008: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 8th consecutive year.

2009: Named one of the "Top 10 Investment Sales Brokers in the United States" by Real Estate Forum magazine.

2009: Named to the "Power 100" – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine.

2009: Nominated for REBNY's Most Ingenious Deal of the Year for the sale of 26 West 47th Street.

2009: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 9th consecutive year.

2010: Appointed to the Board of Directors of the YMCA of New York. (2010-present)

2010: Selected by Jared Kushner to write a weekly column for The Commercial Observer magazine (a new publication) called, "Concrete Thoughts".

2010: Awarded REBNY's "Louis Smadbeck – Lifetime Achievement Award" for achievement in the field of brokerage in New York City.

2010: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 2nd consecutive year.

2010: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 10th consecutive year.

2011: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 3rd consecutive year.

2011: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 11th consecutive year.

2012: Recognized in Rod Santomassimo's bestselling book, Brokers Who Dominate, as one of five sales brokers who are included in "The Most Successful Commercial Real Estate Brokers in North America".

2012: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 4th consecutive year.

2012: Achieves total square footage of nearly 6 million square feet for the first time in his career.

2012: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 12th consecutive year.

2013: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 5th consecutive year.

2013: Massey Knakal recognized by CoStar as selling more buildings in New York City than any other firm for the 13th consecutive year.

2014: Achieves the best annual totals of his career: 148 buildings sold, over 7 million square feet sold, \$2.4 billion of sales volume.

2014: Massey Knakal is sold to Cushman & Wakefield for \$100 million.

2014: Achieved "Top Capital Markets Producer Globally" at Cushman & Wakefield. (1st time)

2014: Nominated for REBNY's Most Ingenious Deal of the Year for the eight year assemblage of the site for the Virgin Hotel in NoMad.

AWARDS, HONORS, RECOGNITIONS & MILESTONES (Continued)

2014: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 6th consecutive year.

2014: Massey Knakal recognized by CoStar as the #1 sales broker for number of buildings sold for the 14th consecutive year. (3.4 times #2 firm over that 14-year period).

2015: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 7th consecutive year.

2015: Named Chairman – NY Investment Sales at Cushman & Wakefield.

2015: Achieved "Top Capital Markets Producer Globally" at Cushman & Wakefield. (2nd time)

2016: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 8th consecutive year.

2016: Achieved "Top Capital Markets Producer Globally" at Cushman & Wakefield. (3rd time)

2017: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 9th consecutive year.

2017: Sells the 2,000th building of his career: The 36 building "Long Island Industrial Portfolio" for \$135 million.

2017: Achieved "Top Capital Markets Originator Globally" at Cushman & Wakefield. (4th time)

2017: Named "Real Estate Man of the Year" by the Ronald McDonald House of New York for his charitable work in New York City.

2018: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 10th consecutive year.

2018: Orchestrates a move from Cushman & Wakefield to JLL with 53 of his colleagues – the largest coordinated defection from one company to another in U.S. History.

2018: Named Chairman – NY Investment Sales at JLL.

2019: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 11th consecutive year.

2020: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 12th consecutive year.

2021: Named "Investment Sales Broker of the Year" by RED Connect.

2021: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 13th consecutive year.

2021: Nominated for REBNY's Most Ingenious Deal of the Year for the sale of the development site at 50th & Fifth in Long Island City.

2022: Named "Real Estate Man of the Year" by the National Realty Club Foundation

2022: Surpasses \$20 Billion in aggregate sales volume for career.

2022: Named Head of New York Private Capital Group at JLL.

2022: Appointed Co-Chairman of REBNY's newly formed Development Committee.

2022: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 14th consecutive year.

2022: His column Concrete Thoughts still runs in Commercial Observer – passed 300 columns written in February.

2022: Recognized with the Ralph Spencer Memorial Award as Massimo Group's "Partner of the Year".

2023: Named to the Commercial Observer's Power 100 – the 100 most powerful people in New York Real Estate by The Commercial Observer magazine, for the 15th consecutive year.

2023: Named "Man of the Year – Champion for Kids" by New York Edge, an after-school program for disadvantaged children.

2023: Joins Social Media Platforms – achieves over 29 million aggregate impressions in first year.

2023: Recognized as "Development Site Sales Broker of the Year" by Red Connect Awards in NYC.

2023: Presented with New York University's "Maverick Award for Excellence in Brokerage" at "Shack Student Summit"

2023: Featured in Rod Santomassimo's Best Selling Book: "Dominators of Commercial Real Estate".

2023: Named "Top 10 Commercial Real Estate Social Media Influencer" on LinkedIn.

2023: Named "Top 50 Commercial Real Estate Social Media Influencer" on Twitter.

2023: The Massey Knakal Leadership Tree is revealed: There are presently 29 companies, or divisions of companies, involved in the NYC Investment Sales Business, which are owned by, or run by, people who learned the business at Massey Knakal.

2024: Recognized as "Multifamily Broker of the Year" Award by American Apartment Owners Association.

2024: Cover Story in "The 10 Most Inspirational Leaders, Leading the Way to Success in 2024", CIO Business World Magazine.

2024: Presented with "Lifetime Achievement in Real Estate Brokerage" Award by RED Connect Awards in NYC.

2024: Becomes founder of a new brokerage company in NYC, BKREA, and serves as Chairman & CEO.

2024: Cover photo and profile in the inaugural issue of CRE Broker Magazine (April 2024)

2024: Received a very rare 1 1/4 page profile in the New York Times highlighting The Knakal Map Room.

PERSONAL PROPERTY SALES HISTORICAL TRACK RECORD

Year	Total Transactions	No. of Buildings	Square Footage	Team	Total Dollar Volume
1984	0	0	0	CBRE	\$0
1985	4	4	50,285	CBRE	\$13,305,000
1986	17	17	245,089	CBRE	\$44,195,000
1987	24	24	169,549	CBRE	\$44,685,424
1988	20	24	168,004	CBRE / Massey Knakal	\$52,854,000
1989	24	25	200,971	Massey Knakal	\$72,691,494
1990	7	7	51,836	Massey Knakal	\$14,687,000
1991	17	17	118,401	Massey Knakal	\$29,094,000
1992	22	23	314,371	Massey Knakal	\$45,141,000
1993	25	30	314,920	Massey Knakal	\$38,005,500
1994	38	47	756,210	Massey Knakal	\$60,033,000
1995	25	31	588,148	Massey Knakal	\$65,636,000
1996	60	62	539,127	Massey Knakal	\$82,966,250
1997	40	52	898,367	Massey Knakal	\$170,274,198
1998	59	68	867,221	Massey Knakal	\$192,261,000
1999	64	86	1,174,731	Massey Knakal	\$202,132,000
2000	62	69	869,665	Massey Knakal	\$214,818,902
2001	56	80	1,421,969	Massey Knakal	\$335,768,250
2002	38	76	955,205	Massey Knakal	\$190,161,500
2003	44	79	3,000,556	Massey Knakal	\$573,580,500
2004	35	50	1,105,718	Massey Knakal	\$338,223,000
2005	52	146	4,566,513	Massey Knakal	\$726,720,305
2006	50	106	5,620,199	Massey Knakal	\$1,180,933,050
2007	48	104	3,469,192	Massey Knakal	\$933,084,570
2008	35	71	2,442,134	Massey Knakal	\$444,652,000
2009	25	53	816,914	Massey Knakal	\$188,378,014
2010	44	67	2,438,493	Massey Knakal	\$448,897,244
2011	27	62	2,333,913	Massey Knakal	\$302,573,000
2012	67	132	5,997,494	Massey Knakal	\$1,070,657,422
2013	63	84	3,711,450	Massey Knakal	\$1,185,050,160
2014	53	150	7,064,301	Massey Knakal	\$2,407,218,859
2015	38	74	3,763,622	Cushman & Wakefield	\$1,570,662,626
2016	40	58	4,521,578	Cushman & Wakefield	\$2,026,597,188
2017	28	66	4,843,994	Cushman & Wakefield	\$679,675,000
2018	36	46	3,070,404	Cushman & Wakefield / JLL	\$1,251,560,350
2019	22	39	2,207,175	JLL	\$1,133,246,473
2020	8	8	1,032,999	JLL	\$178,950,000
2021	46	63	3,528,444	JLL	\$1,268,393,568
2022	32	73	4,416,482	JLL	\$1,165,257,875
2023	37	48	2,930,260	JLL	\$865,497,623
TOTALS	1,432	2,321	82,585,904	-	\$21,808,518,345

*Start date July 16, 1984

STREETWISE BLOG POSTS PUBLISHED

BLOG POST	DATE PUBLISHED	BLOG POST	DATE PUBLISHED
Rent Regulation could get out of Control	2/4/09	Will the U.S. Housing Market Double Dip?	11/29/09
Is 'Land Value' an Oxymoron?	2/11/09	Distressed Asset Update	12/6/09
Are we in a Depression?...Not Quite	2/18/09	Economic Recovery Likely to be Subdued	12/13/09
Some Words of Encouragement in a Tough Market	2/25/09	Thoughts About the Holidays	12/20/09
2009 Volume of Investment Sales Could Hit New Low	3/3/09	10 Things to Watch in 2010 (part 1)	12/27/09
CMBS Needs Some Skin in the Game	3/10/09	10 Things to Watch in 2010 (Part 2)	1/3/10
When will this Market Turn?	3/17/09	10 Things to Watch in 2010 (Part 3)	1/10/10
Geithner's Plan is a Start, but...	3/25/09	Do Politicians Understand the Banking Industry?	1/17/10
It is Time to Modify FIRPTA	4/1/09	The Massachusetts Election's Potential Impact on Commercial Real Estate	1/24/10
Why the National Housing Market is so Important	4/8/09	The Real Estate Industry Should not Get Too Excited About 4Q09 GDP Growth	1/31/10
The Government Should not Change the Rules	4/21/09	How the 2009 Building Sales Market Finished and a Forecast for 2010	2/7/10
Are we Living in the Bizarro World?	4/29/09	Is the Drop in Unemployment to 9.7% a Positive Sign for Commercial Real Estate?	2/14/10
The New York State Budget is a Tragedy!	5/13/09	Are Investment Properties Selling for More Than They Should Sell For?	2/21/10
1Q09 NYC Investment Sales Extraordinarily Abysmal	5/19/09	Why Would a Seller Sell Today if They Didn't Have to?	2/28/10
Has Capitalism Failed?	6/3/09	Could Government Policy Impact Commercial Real Estate More than Changes in Fundamentals?	3/7/10
How Unemployment and Inflation Could Affect Commercial Real Estate Values	6/19/09	Why Buyers Should Buy Today	3/14/10
Where Are All of the Distressed Assets?	6/26/09	Real Estate Bulls Versus Bears Battle Intensifies (part 1)	3/21/10
The Poop on the PPIP	7/10/09	The Bulls Versus the Bears (Part 2)	3/28/10
The Stimulus from a Realestatarian's Perspective	7/21/09	The Bulls Versus the Bears (Part 3)	4/4/10
2Q09 NYC Investment Sales Better but Still Weak	8/4/09	The Bulls Versus the Bears (Part 4)	4/10/10
REIT Power Likely to Increase in 2010	8/17/09	Distressed Asset Update - Here They Come	4/17/10
Isn't Anyone in Washington Paying Attention?	8/25/09	First Quarter NYC Sales Activity Flat but Horizon is Sunny	4/25/10
Banking Industry Woes to Strengthen Some While Others Vanish	8/30/09	Can the Building Sales Market be Good and Bad at the Same Time?	5/2/10
Commercial Real Estate Needs Small Business Job Creation	9/9/09	1031 Exchanges Come Roaring Back to the Market	5/9/10
REMIC Modifications and Their Impact	9/20/09	Note Sales are Taking Off!	5/16/10
Its not a Real Estate Crisis, its a Debt Crisis	9/27/09	The Implications of a Falling Euro	5/23/10
When the Fed Tightens, Will Mortgage Rates Increase?	10/3/09	It's Time for FIRPTA Modification	5/30/10
Unemployment's Continued Climb and the Effect on Commercial Real Estate	10/10/09	Is the Investment Sales Market in a Mini-Bubble?	6/14/10
Low Volume of Investment Sales Caused by Supply Constraint; Demand Still Strong	10/18/09	Employment and Pending Tax Increases	7/6/10
Is a Weak Dollar a Good Thing?	10/25/09	Get Ready for the Investment Sales Surge	7/25/10
How Green are the Economy's Green Shoots?	11/1/09	Is Keynesian Economic Theory Good for the Commercial Real Estate Market?	8/2/10
10.2% Unemployment and the Impact on Commercial Real Estate	11/8/09	Investment Sales Market Trends Not as Clear as Participants Would Like	9/30/10
Why Sellers Should Sell and Buyers Should Buy	11/15/09		
A Potential Catalyst to Stimulate 2010 Property Sales Activity	11/22/09		

CONCRETE THOUGHTS ARTICLES FOR COMMERCIAL OBSERVER PUBLISHED

ARTICLE	DATE PUBLISHED	ARTICLE	DATE PUBLISHED
A Rolling Loan Gathers No Loss	9/15/09	Manhattan Investment Sales at Midyear	7/29/10
Inflation Valuation	9/22/09	Outer-Borough Investment Sales at Midyear	8/5/10
Landlord Myths	9/29/09	What's Building with Development Sites?	8/12/10
The Value of a Building These Days	10/8/09	The Ups and Downs of the Multifamily Market	8/19/10
Slapping Sense into the Taxman	10/14/09	The Fuzzy Unemployment Picture and Commercial Real Estate	8/26/10
Investment Sales, Never Mind the Adjectives, Look at the Numbers	10/21/09	"Housing and Commercial Real Estate: Why a Recovery in One Can't Come Soon Enough for the Other"	9/10/10
Mr. Obama, Tear Down the Tax Wall	10/28/09	So You Want to Know Why I Write What I Write ...	9/16/10
The Stuy-Town Decision and Economic Rule-Breaking	11/4/09	"The Pros of Exclusive Agents: The Baffling Habit Some Sellers Have of Not Maximizing Their Profits"	9/23/10
Reasoning with the Taxman	11/11/09	Take Note! Distressed Asset Waves Swell	10/7/10
State Shouldn't Make a Whole New Ball Game of Mitchell-Lama	11/19/09	Forecasting Investment Sales	10/14/10
How to Hurt New York's Commercial Property Stock	11/24/09	Further Forecasting for Investment Sales	10/21/10
Dubai or Not Dubai?	12/1/09	"After the Shellacking: What D.C., Albany Power Shifts Could Mean for Commercial Real Estate Market"	11/11/10
What's Next?	12/10/09	Pension Reform and Why You Should Care	12/2/10
How to Fix Rent Regulation	12/16/09	Connecting the Dots on Retail, Mixed-Use Investment Sales	12/9/10
A Holiday Wish List	12/21/09	The Tax Deal and Commercial Real Estate	12/14/10
The Battle for the Future of Investment Sales	1/5/10	The Threats to the Market in 2011	1/6/11
That Distressed Assets Wave	1/12/10	On 2011 Cuomo and 1978 Yankees	1/13/11
A Thank-You Note	1/20/10	With the REBNY Gala Tonight, a Word About the Benefits of Board Membership	1/20/11
So You Want To Be a Commercial Real Estate Broker?	1/29/10	The Battle Between Fear and Greed: What It Means for Investment Sales in '11	2/3/11
How Bad 2009 Was for Building Sales	2/3/10	Manhattan Investment Sales and the Lessons of the Two V's	2/10/11
Manhattan's Building Sales Market in 2009	2/11/10	The Madness of City Property Taxes	2/17/11
The Boroughs and Building Sales	2/18/10	Multifamily, Up from the Rocky Bottom	2/24/11
So You Don't Like the Wall Street Bonuses?	2/25/10	Wal-Mart and the Lesson of Betamax	3/3/11
Do Not Read This Column During Business Hours	3/4/10	A Call for Means Testing in Rent Regulation	3/10/11
Rent Reg Racket Reaches Fever Pitch	3/11/10	20/20 on Site Sales	3/17/11
Water and Diamonds and...	3/17/10	Budget Deal's Good News for the Industry	3/31/11
Albany Is in Reruns	3/25/10	The Job Numbers and Commercial Real Estate	4/8/11
Multifamily, Yesterday and Today	4/1/10	A Lesson on the Need for 421-a	4/14/11
State of Pay	4/7/10	The Investment-Sales Market Going Forward	4/21/11
Congrats Kingsbridge Armory Opponents	4/15/10	Watch Manhattan Pull the City Out of Recession	4/28/11
Investment Sales, After the Bottom	4/21/10	The Fight in Albany and Multifamily Sales	5/12/11
What I Told the Rent Guidelines Board	5/5/10	The Market for Apartment Buildings by Borough	5/26/11
The Surprising Hot New Neighborhoods	6/3/10	Lessons Learned and Earned, Part I	6/2/11
Margin of Error	6/10/10	Lessons Learned and Earned, Part II	6/9/11
Nailing the Albany Amoeba to the Wall	6/16/10	Rent Regulations: The Good, the Bad and the Endlessly Ugly	7/14/11
The Investment Sales Mini Bubble	6/24/10		
Investment Sales at Midyear	7/22/10		

CONCRETE THOUGHTS ARTICLES FOR COMMERCIAL OBSERVER PUBLISHED (Continued)

ARTICLE	DATE PUBLISHED	ARTICLE	DATE PUBLISHED
What's Driving Investment Sales Right Now	7/21/11	Paradox of Diamonds and Water: Adam Smith and the Supply-Demand Dilemma	6/20/12
Breaking It Down by Borough	7/28/11	Back to the Boom: Low Interest Rates Are Creating a New Real Estate Bubble	7/11/12
Supply and Demand	10/12/11	Buyers Rejoice: Sales Up Slightly, But High Demand Foreshadows Good Times	7/25/12
Third Down: Investment Sales Have Dropped from the Second Quarter	10/25/11	What Does Chick-fil-A Have to Do with Commercial Real Estate Activity?	8/8/12
Jobs, Jobs, Jobs: The American Jobs Act, Keynesian Economics, Occupy Wall Street and More	10/18/11	421a Benefits for Dummies	10/16/12
Bright Lights, Big City: Manhattan, Again, Destined to Lead City Out of Market Downturn	11/1/11	Investors Love NYC Apartment Buildings. But How Long Will the Affair Last	11/14/12
Outer Borough Investment Sales Mixed	11/8/11	Do Twinkies Have an Expiration Date?	11/20/12
Elected Officials Are at It Again, Grossly Miscalculating the Impact	11/15/11	For Those About to Rock: Four Tips for Young Brokers	11/28/12
New York City: The (New) Real Estate Tax Capital of the United States	11/22/11	Flurry of Activity Forecasted for NYC	12/12/12
Market-Driving Myths	11/29/11	I've Got Your Package Right Here	12/25/12
As the U.S. Economy Goes, So Goes Retail	12/8/11	Solid Predictions: A Notable Fourth Quarter Was Always in the Cards	1/9/13
With Current Tax Rates Ending, Capital Gains Taxes Threaten to Move Markets	1/3/12	To REBNY With Love	1/16/13
Dollars and Sense: Weighing the Impact of a Weak Dollar on Foreign Investment	1/10/12	It's the Fundamentals, Stupid!	1/23/13
A Love Letter to REBNY	1/17/12	Ed Koch: Master of Real Estate	2/6/13
The Metrics Spiked, But, Alas, Property Sales Remain Uneven. Here's Why?	1/24/12	Brooklyn Fire: Borough's Cultural Renaissance Began a Decade Ago, but in 2013, Values Finally Catching Up	2/13/13
The Manhattan Review: A Closer Look at How the Submarkets Fared in 2011	1/31/12	Rethinking Rent Regulation	2/19/13
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KNN 114: Fireside Chat with Bob Knakal & Jonathan Hageman: NY Investment Sales Update - Baruch Per. Arts Center - 2017 (Part 2)	4/24/18	KNN 140: It's A Whole New World For NYC's Apartment Buildings - Part 1	10/22/19
KNN 115: Fireside Chat with Bob Knakal & Jonathan Hageman: NY Investment Sales Update - Baruch Per. Arts Center - 2017 (Part 3)	4/24/18	KNN 141: It's A Whole New World For NYC's Apartment Buildings - Part 2	10/22/19
KNN 116: Forecasting Market Direction	5/9/18	KNN 142: It's A Whole New World For NYC's Apartment Buildings - Part 3	10/22/19
KNN 117: 1Q18 Investment Sales Market	6/1/18	KNN 143: Is This A Good Moment To Sell?	11/19/19
KNN 118: Interest Rates & Their Impact On The Market	6/12/18	KNN 144: AREAA Manhattan's Fifth Annual "East Meets West, Real Estate Connect" Part 1	12/5/19
KNN 119: How tax policy changes are going to affect the New York Investment Sales Market	6/17/18	KNN 145: AREAA Manhattan's Fifth Annual "East Meets West, Real Estate Connect" Part 2	12/5/19
KNN 120: Bob Knakal Joins JLL	12/6/18	KNN 146: AREAA Manhattan's Fifth Annual "East Meets West, Real Estate Connect" Part 3	12/5/19
KNN 121: Current State of the NYC Investment Sales Market	12/27/18	KNN 147: An Update on Life After Rent Regulation Reform Part II (1 of 5)	1/14/20
KNN 122: Supply & Demand Drivers in the Current Market	1/8/19	KNN 148: An Update on Life After Rent Regulation Reform Part II (2 of 5)	1/14/20
KNN 123: The Impact of Interest Rates on the New York Investment Sales Market	1/24/19	KNN 149: An Update on Life After Rent Regulation Reform Part II (3 of 5)	1/14/20
KNN 124: New York Investment Sales Market - Year-End 2018 Recap	3/27/19	KNN 150: An Update on Life After Rent Regulation Reform Part II (4 of 5)	1/14/20
KNN 125: Foreign Investment Down But Not Out	4/11/19	KNN 151: An Update on Life After Rent Regulation Reform Part II (5 of 5)	1/23/20
KNN 126: Commercial Rent Control	5/9/19	KNN 152: 3Q19 Investment Sales Market	1/23/20
KNN 127: First Quarter 2019 New York City Investment Sales Update	5/15/19	KNN 153: Bright Spots in the Investment Sales Market (Part 1 of 2)	1/23/20
KNN 128: Job Growth: Great for Commercial Real Estate Fundamentals	5/28/19	KNN 154: Bright Spots in the Investment Sales Market (Part 2 of 2)	1/23/20
KNN 129: Rent Regulation and Buyer Sentiment	6/4/19	KNN 155: 2019 Year-End New York City Investment Sales Market	2/17/20
KNN 130: Supply & Demand Drivers	6/18/19	KNN 156: 2020 Investment Sales Forecast	2/17/20

KNN VIDEO EPISODES PUBLISHED (Continued)

KNN VIDEO	DATE PUBLISHED	KNN VIDEO	DATE PUBLISHED
KNN 157: NYC Investment Sales Market Over The Last Several Decades	2/19/20	KNN 175: New York Investment Sales Market 1Q22	6/7/22
KNN 158: Boutique Office Investment Sales Market	2/19/20	KNN 176: Outer Borough Investment Sales Performance	6/24/22
The Massimo Show: What Now? Convo with Bob Knakal & Rod Santomassimo	9/24/20	KNN 177: Property Type Performance in the Investment Sales Market	7/6/22
Bob Knakal NRC Interview Series: A Convo With David Wilk On Place-Making	9/24/20	KNN 178: Client Concerns on the New York Investment Sales Market	7/19/22
KNN 159: What We've Been Up To	6/29/21	KNN 179: The Land Sales Market Today	10/13/22
KNN 160: What We've Been Up To (Part 2)	7/13/21	KNN 180: A Milestone Transaction	10/25/22
KNN 161: First Quarter New York City Investment Sales Update	8/4/21	KNN 181: Networking	11/3/22
KNN 162: Where We Are In The Current Market Cycle (Part 1)	8/4/21	KNN 182: 2023 NY Investment Sales Outlook for NYC	1/26/23
KNN 163: Where We Are In The Current Market Cycle (Part 2)	8/4/21	KNN 183: Networking	1/30/23
KNN 164: Supply & Demand Dynamics in the New York Investment Sales Market	8/25/21	KNN 184: The Housing Market in NYC	2/21/23
KNN 165: User Sales Market in New York	8/31/21	KNN 185: Supply & Demand in NYC Investment Sales Market	2/26/23
KNN 166: Foreign Investment in the New York Market	9/8/21	KNN 186: Current Conditions of the Investment Sales Market in NYC - Part 1	4/26/23
KNN 167: Second Quarter New York Investment Sales Market	9/24/21	KNN 187: Current Market Conditions in the Investment Sales Market in New York City - Pt 2	5/2/23
KNN 168: Multifamily Market in New York City	10/7/21	KNN 188: Are you Interested in Interest Rates?	5/18/23
KNN 169: The Value Protection Program ("VPP")	10/15/21	KNN 189: The Power of Social Media	6/20/23
KNN 170: 3Q21 NYC Investment Sales Market	11/29/21	KNN 190: Most Frequently Asked Questions Bob Knakal Gets on Social Media	6/26/23
KNN 171: The Resilience of New York City	12/8/21	KNN Episode 191: The Current NYC Investment Sales Market - Part 1	1/11/24
KNN 172: 2Q21 NYC Investment Sales by Product Type	1/4/22	KNN Episode 192: The Current NYC Investment Sales Market - Part 2	1/25/24
KNN 173: New York Investment Sales Market 4Q21	2/16/22	KNN Episode 194: The Current NYC Investment Sales Market - Part 3	1/25/24
KNN 174: 2022 Outlook for the New York Investment Sales Market	3/14/22		

EXPERT WITNESS / TESTIMONY / RESEARCH / MARKET INFORMATION

LAND VALUE ARBITRATION FOR LAND RESET:
170 Amsterdam Avenue - 2022

LAND VALUE ARBITRATION FOR LAND RESET:
333 West 34th Street - 2022

LAND VALUE ARBITRATION FOR LAND RESET:
One Penn Plaza - 2022

NATIONAL RAILROAD PASSENGER CORPORATION (AMTRAK) V. 78,441
SQUARE FEET MORE OR LESS OF LAND AND IMPROVEMENTS, ET AL.,
NO. 1:21-CV-05810-VEC (S.D.N.Y.)
February 2023

LAND VALUE ARBITRATION:
420 East 51st Street - February 2024

BOB'S PODCASTS

PODCAST TITLE	HOST NAME	DATE	LINK
Season 2 Episode 2 Interview with Bob Knakal	Brown Harris Stevens	5/12/22	Link
Bob Knakal on Retrading June 14, 2022	PincusCo Media	6/14/22	Link
Bob Knakal Chairman NY Investment Sales JLL A titan in NY CRE shares his story and insights	Tenant Experience Network (TEN), David Abrams	7/22/22	Link
The Massimo Show - MassimoCon Special Podcast Edition with Bob Knakal - The Knak of It	The Massimo Group	9/29/22	Link
Land Sales & Property Development in New York City The Stoler Report-New York's Business Report	CUNY TV	10/5/22	Link
036 Largest Commercial Real Estate Broker in America - Bob Knakal	Allon Avgi	11/15/22	Link
Knakal Mastermind	RealNex	11/15/22	Link
Bob Knakal: Investment Sales Brokerage Discovering Commercial Real Estate Podcast #14	DiscoveringCRE	1/15/23	Link
Do You Ever Wonder About Legends Of The NYC Commercial Real Estate Market? Meet Robert (Bob) Knakal!	Do You Ever Wonder: The Hallmark Abstract Channel	2/14/23	Link
Episode 40: Bob Knakal of JLL Capital Markets	The Anti-Architect Podcast	3/10/23	Link
Anti Architect Podcast with Christian Giordano: Episode 40 - Bob Knakal on Cold Calls	Bob Knakal	3/22/23	Link
From The '90s to Now: Making Sense of CRE's Downtown	The Real Deal "Deconstruct"	3/27/23	Link
The CRE Deal Room™ with Adam Dunn: Episode 2 - Bob Knakal "Empire State of Mind"	The CRE Deal Room	3/30/23	Link
Bob Knakal, Senior Managing Director & Head of NY Private Capital Group at JLL Celebrates TRD20	The Real Deal	4/4/23	Link
Michael Stoler - The Stoler Report w/ Robert Knakal of JLL	Cats Roundtable Interviews	4/16/23	Link
JLL's Bob Knakal and Walker & Dunlop's Aaron Appel	Bisnow Reports	4/17/23	Link
Quick Hitters with Bob Knakal, JLL. NYC Legend & Broker	Takk Yamaguchi	4/26/23	Link
Talking Manhattan Bob Knakal	UrbanDigs	5/2/23	Link
Insights from a Top Commercial Real Estate Broker	Chad Griffiths	5/3/23	Link
Bob Knakal on The Real Takk Podcast, The Harry Mackelowe Story	Takk Yamaguchi	5/3/23	Link
Bob Knakal, JLL Sr. Managing Director, Head of NY Private Capital Group	The Miller Report with Suzanne Miller	5/15/23	Link
The Fortitude to Keep Moving Forward: The Story of Bob Knakal's Career in Real Estate	Jonathan Schultz	5/26/23	Link
Lessons from NYC's King of Commercial Real Estate The Crexi Podcast	The Crexi Podcast	5/31/23	Link
World Premiere Podcast with Bob Knakal, the legend of NYC commercial real estate	The Real Estate Storyteller	6/14/23	Link
Surviving & Thriving in the Real Estate Market with Industry Titan Bob Knakal	REady2Scale: Real Estate Investing	6/14/23	Link
Bob Knakal - Adapting to Market Shifts	The Massimo Group	6/20/23	Link
Bob Knakal - Head of the NY Private Capital Group @ JLL - The \$24B Broker	The Fort - An Entrepreneurship Podcast	6/20/23	Link

BOB'S PODCASTS (Continued)

PODCAST TITLE	HOST NAME	DATE	LINK
\$21 Billion Broker, Bob Knakal - Market Presence & Beyond	Breneman Blueprint: Real Estate & Entrepreneurship	8/2/23	Link
The #1 Sales Broker in the History of NYC	Deals & Dollars: Real Estate Investing	8/16/23	Link
The Legendary NYC real estate broker Bob Knakal Ep 2 Nassimi Talks	Nassimi Talks with Richard Nassimi	8/26/23	Link
Get the 'Knak' with NYC CRE Legend Bob Knakal: Data-Driven Update, Retail Green Shoots, Policy	The TreppWire Podcast	8/28/23	Link
E6: The Top Sales Broker in N.Y.C Bob Knakal	The Matthews Mentality Podcast	8/29/23	Link
NYC Real Estate Unveiled: Exclusive Chat with JLL's Bob Knakal	TheAdvanceGroup1	8/31/23	Link
Understanding Commercial Real Estate Brokerage with Bob Knakal	Raphael Collazo Podcast	10/20/23	Link
Bob Knakal: A \$24 Billion Broker's Guide for the Next Generation in Real Estate	Joe Killinger	10/26/23	Link
Royster's View - Bob Knakal	Jay Royster	11/3/23	Link
Royster's View - Bob Knakal (Extended Interview)	Jay Royster	11/8/23	Link
Tips to Grow your Real Estate Firm Bob Knakal	The Real Estate Syndication Show	12/3/24	Link
The Most Impressive Commercial Real Estate Broker @bobknakalnyc	Henry Eisenstein	1/2/24	Link
2024 Prep Special with Bob Knakal	UrbanDigs	1/10/24	Link
Things To Look Forward In to 2024 With Bob Knakal X/Twitter Space	Bob Knakal	1/14/24	Link
The ABCs of Real Estate with Bob Knakal	Beyond Commercial	1/17/24	Link
The Top Sales Broker in the US on How To Win Bob Knakal	Omar Morales	1/27/24	Link
The Most Successful Broker In New York City History	Street Smart Success - Roger Becker	2/4/24	Link
How to Be a Good Commercial Real Estate Agent with Bob Knakal	Graham Storey	2/9/24	Link
Scale Your Empire: \$22 Billion Real Estate Secrets! w/ Bob Knakal	REI Mastermind Network	2/22/24	Link
Bob Knakal - RK Real Estate Selling \$21+ Billion	Scott D. Clary - Success Story Podcast	2/7/24	Link
Bob Knakal No Plans of Retiring After Selling 2,330 Properties in New York - Proprietary Data	Efficiency in CRE with Mateo Chiyangi	3/22/24	Link