

COMMERCIAL | RESIDENTIAL

# BUILDING SALES JOURNAL

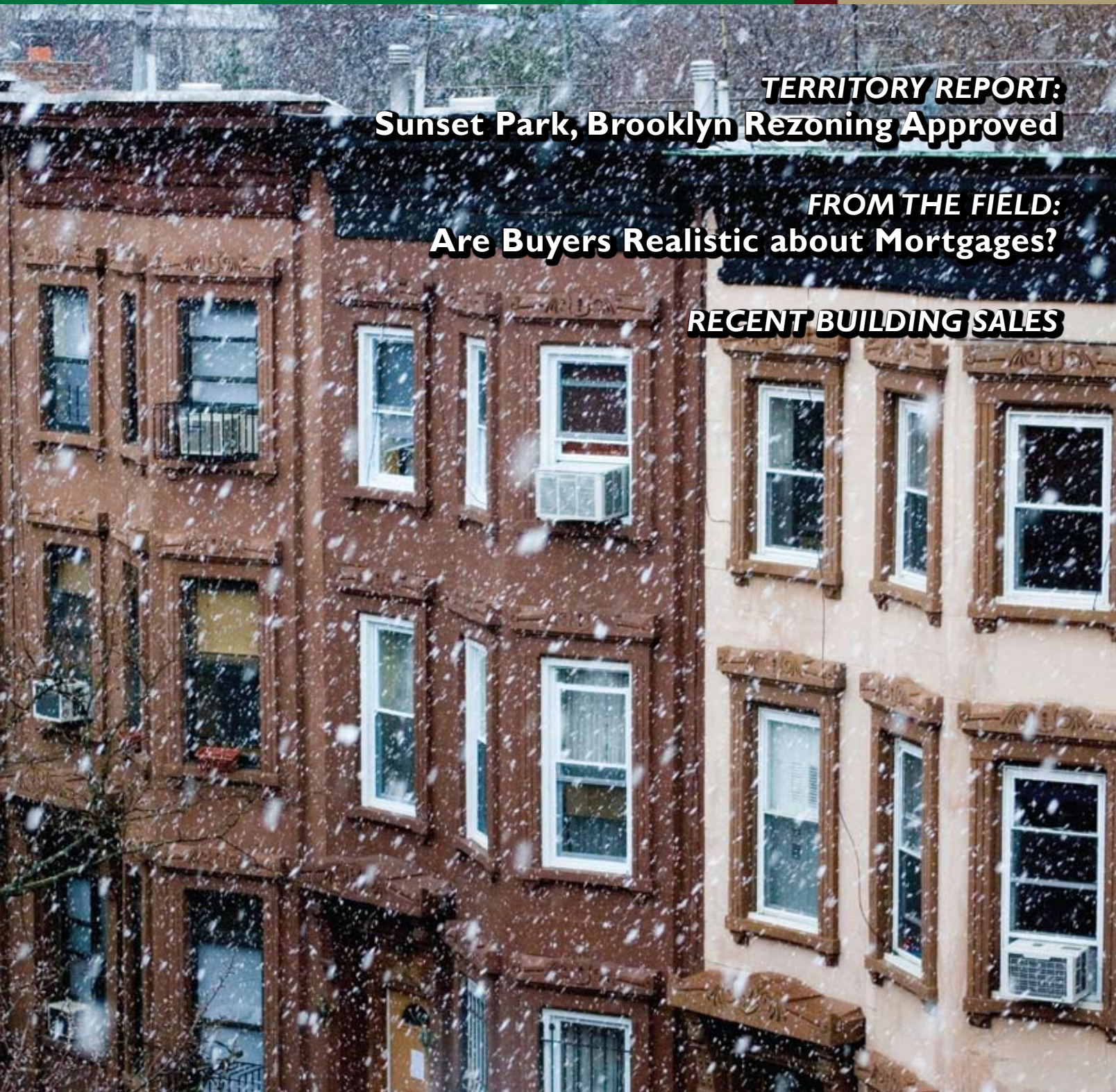
**MASSEY  
KNAKAL**

Realty Services

**TERRITORY REPORT:  
Sunset Park, Brooklyn Rezoning Approved**

**FROM THE FIELD:  
Are Buyers Realistic about Mortgages?**

**RECENT BUILDING SALES**





# MESSAGE FROM THE CHAIRMAN



**ROBERT KNAKAL**  
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Dear friends,

At the end of 2009, I thought it would be worthwhile to take a look at some of the most pronounced trends in fundamentals, supply, demand and credit that are affecting our New York City investment sales market.

## FUNDAMENTALS

It has been clear that our fundamentals, in terms of rental rates and occupancy levels, have degraded as the recession continues to chug along and, most importantly, unemployment continues to climb.

In addition to net-income declines due to downward pressure on rents across all sectors due to in large part to these conditions, we have seen cap-rate expansion across all property segments. The combination of reduced revenues and cap-rate expansion has lowered values by 34 percent through the first week in November of 2009 from their peak.

Real estate taxes are something we are watching very closely. The new tax rates for 2009 and 2010 have been announced recently, indicating increases of 9.1 percent for multifamily properties and 0.6 percent for commercial properties. We believe that an even greater increase in real estate taxes will be unavoidable moving forward.

## SUPPLY

We believe that the extraordinary low aggregate sales volume – down 92% from the peak – has been created by supply constraint much more so than by a lack of demand. Discretionary sellers have been reluctant to put properties on the market, and those that are selling today have some compelling reason to do so.

We have also seen very few distressed assets coming to market due to recent legislation. This dynamic has started to shift, as we have seen an increasing interest on behalf of lenders to sell REO properties and to sell notes based upon a desire to monetize the asset without going through a prolonged foreclosure process.

As the Bush tax reductions expire at the end of 2010, the potential increases in capital-gains taxes could create added supply in 2010 as sellers try to sneak in under the wire.

## DEMAND

We have seen significant shifts in demand drivers in the marketplace over the past several years. Since August of 2007, more than 95 percent of our transactions were sold to high-net-worth individuals and old-line New York families, who have been investing in the city for decades. Recently, we have seen a reemergence of institutional capital coming back to the marketplace in the form of distressed-asset-buying funds. We have also witnessed the resurgence of foreign capital – predominately from high-net-worth individuals – in numbers unlike anything we have seen since the mid-1980s.

## CREDIT MARKETS

The demand for refinancing that will exist over the next two to three years exceeds the capacity of the commercial banking and insurance industries combined. A shadow banking sector, led mainly by CMBS, has all but evaporated from our marketplace. The recent \$400 million Developers Diversified Realty transaction was a tremendous shot in the arm to get this securitization market flowing again.

While the TALF and PPIP programs have not produced nearly the numbers that were anticipated, it is clear that they have had a positive impact on credit spreads which have contracted considerably just based upon their sheer existence.

## CONCLUSION

While our commercial real estate market has a long way to go to get back on its feet, we are clearly heading in the right direction. Our fundamentals appear to be approaching a bottom, and with that, the downward trajectory of value will reverse as well. We expect supply will rise as lenders increasingly seek to resolve troubled loans. This will satiate the excessive demand that is prevalent in the market and continues to grow day by day. Access to public capital will be a key to our ability to meet the demand for refinancing, and recent activity in the CMBS market is encouraging.

Our market is clearly cyclical, and the sooner we are able to get through our de-leveraging phase, the sooner we will be on the road to recovery.

Sincerely,

Read Mr. Knakal's periodic market analysis,  
at [www.masseyknakal.com/blog](http://www.masseyknakal.com/blog)  
under the "Chairman Commentary" archive  
or at his [GlobeSt.com](http://GlobeSt.com) blog "Street Wise."

You can also read Mr. Knakal's weekly article in  
*The Commercial Observer* entitled "Concrete Thoughts"  
at [www.observer.com/commercial](http://www.observer.com/commercial).

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**COMING SOON: E-BSJs**

Coming spring 2010, the Massey Knakal Building Sales Journal - produced for over 20 years and filled with the latest Massey Knakal company sales and news - will be available electronically only. If you are not already receiving emails from Massey Knakal but would like to receive future issues, please email [journal@masseyknakal.com](mailto:journal@masseyknakal.com) to subscribe.

# MASSEY KNAKAL FINISHES 2009 WITH LARGEST HARLEM SALES OF THE YEAR

## SECURITY PROPERTIES CLOSES LARGEST UPPER MANHATTAN SALE OF 2009:

Massey Knakal Realty Services is pleased to announce that Affiliates of Security Properties, a private Seattle-based multifamily investment group, sold a nine-building, 229-unit affordable housing portfolio and associated ground-level retail in East Harlem to an affiliate of Pacific Housing Advisors. The portfolio sold in mid-December in an all cash transaction valued at \$26,900,000.

The buildings are known as Met Paca I and Met Paca II and operate under a Section 8 rent subsidy contract with HUD. The new owner will continue to maintain the portfolio as affordable housing.

“Our goals for the transaction were twofold: preserving the affordability of the apartment units while maximizing sale proceeds to the seller,” noted Tim Overland, Managing Director of Affordable Housing at Security Properties. “We feel that both goals have been met.”

Topping the team’s previous sale of 1428 Fifth Avenue for \$21.95 million, the Met Paca portfolio’s \$26.9 million price tag makes it the largest Upper Manhattan real estate sale of 2009.



“This was really a win-win-win for all parties involved,” said a Massey Knakal broker. “The buyer and seller struck an excellent deal, and the neighborhood will continue to have an outstanding portfolio of buildings maintained as affordable housing.”

## MASSEY KNAKAL CLOSES 1428 FIFTH AVENUE:

A 120-unit building and adjacent development site at 1428 Fifth Avenue, spanning an entire Fifth Avenue block front in Central Harlem, was recently sold in an all cash transaction valued at \$21,925,000.

Massey Knakal represented the seller, Metrovest Equities, and sold the property to developer L & M Equities.

The transaction consisted of two distinct components. The first was an existing six-story elevator building spanning Fifth Avenue’s entire western block front between West 116th and 117th Streets. Constructed in 1983, the building contains 120 apartments that were recently “marked to market” with HUD for a new five year contract. The buyer plans on maintaining the building as an affordable housing complex. Renovated under Metrovest’s ownership, the building achieved a 94 REAC score from HUD and

had zero violations.

The second component was an L-shaped 220’ by 201.83’ vacant lot, one of the largest remaining development sites in northern Manhattan. Currently the site can accommodate over 180,000 buildable sq. ft., but the site was marketed with proposed plans from Metrovest that could result in a building as large as 260,000 sq. ft.

A Massey Knakal broker said that since both the building and land were priced together, there is no clear way to determine the building’s cap rate or price per buildable square foot. “However, based on feedback we obtained while marketing the asset, we’re fairly certain that the market price



for a parcel this size was about \$50 per buildable square foot – a number that’s well below peak development site prices.”

The seller, Metrovest, is developing The Beacon in Jersey City, a 1,200 unit, 2,000,000 sq. ft. rehabilitation of Art Deco buildings, currently the largest historic restoration in the United States.

# MASSEY KNAKAL SELLS \$29 MILLION MANHATTAN PORTFOLIO

Ten walk-up apartment buildings referred to as “The NYC Realty Corp. Portfolio” in Manhattan were sold by Massey Knakal Realty Services in an all cash transaction valued at \$29,000,000. Massey Knakal was exclusively retained by the seller just six weeks prior to closing.

The properties include: 120-22 West 25th Street; 124 West 25th Street; 126 West 25th Street; 122 West 20th Street; 156 West 20th Street; 464 West 23rd Street; 191 West 10th Street; 117 Varick Street; 116 East 19th Street; and 141 East 95th Street. They are located in Chelsea, the West Village, SoHo, Gramercy Park, and Carnegie Hill. This was a quintessential Massey Knakal assignment with five different neighborhood specialists working on the sales team.

Combined, the properties contain approximately 87,707 square feet including 89 residential apartments, eight retail stores, three commercial units and a rooftop antenna. Eight of the properties are five-story buildings while one is a six-story building and another a four story building. Approximately 30% of the residential units are subject to rent regulation and are

operating at well below market levels. The unit mix is comprised of 41 one-bedroom apartments, 31 two-bedrooms, eight three-bedrooms and nine studios.

All of the buildings have great potential to reconfigure the unit layouts, minimize the current expenses and maximize many of the residential rentals. Three or four of the properties would be ideal to sell off individually to a user to develop into a single family or a live plus income configuration, enabling the purchaser

to realize immediate proceeds and lower their purchase base.

“The sale of The NYC Realty Corp. Portfolio is a testament to the resilience of Manhattan’s multi-family market, even in the wake of the current economic climate. We accomplished a closing by year-end with over a dozen offers from buyers ready to close. Financing would have been difficult due to the closing time frame,” said the lead broker on the sale. “The demand for this type of asset continues to be the strongest as supply

is constrained and an abundance of capital has been chomping at the bit to get off the sidelines,” added another broker who worked on the sale for Massey Knakal. “A special thanks to the handful of Massey Knakal brokers who brought all of their neighborhood expertise and experience to the evaluation of the assets and were all essential to the marketing and the completion of the sale in a quick and organized manner,” he concluded.

Massey Knakal Realty Services was the sole broker in this transaction.

## Knowledge is Power.



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## Massey Knakal 2009 Year-End Property Sales Reports

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# FROM THE FIELD: ADVICE FROM MASSEY KNAKAL SALES AGENTS



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## Are Buyers Realistic About Mortgages?

For property owners, reading the real estate headlines has been an unnerving event for nearly a year. And while it is true that the real estate sector has suffered from the global financial meltdown, it is not true that qualified buyers who are capable of getting a good mortgage are an extinct species. That said, if you are considering selling, you will need a representative who understands how the intricacies of this lending climate can be used to get you the best price and terms and, most importantly, will help you avoid dealing with buyers who are unable to execute on the sale. To this end, we reached out to some top industry professionals for their thoughts on access to mortgages for purchasing property.

We recently spoke with a mortgage broker who is still actively closing loans for his customers. He contributed the following:

“Despite what we often hear, financing is still available for almost all major property types. Multifamily properties are the easiest to finance due to the low perceived risk and abundance of capital sources still available. Fannie, Freddie and FHA / HUD backed loan products are still being offered, closing with rates in the mid to high 5% range. For strong properties, up to 75% of the value may be lent.

“When evaluating the likelihood of financing for a particular property, focus on market rent and realistic expenses. If the lease rents on a free market apartment building are above market, they will need to be marked down for underwriting purposes. Expenses will be examined conservatively as well. For instance, water conservation has driven prices up considerably, with no certainty on where the increases will stop. While you may have assumed \$350 per unit in the past, we are now closer to \$650 per unit on average.

“Financing is still available for office, industrial, and retail properties as well, but at much more conservative levels. There are a handful of national, regional and local banks lending on these property types, typically around 60-70% of the value and most require at least partial recourse. The quality of the tenant, the strength of the

submarket, the lease term and the strength of the borrower are all scrutinized. The typical questions asked include: How long has the tenant been in business? What do they do? Are they investment grade, regional, or “mom and pop”? Are there several vacant storefronts nearby? Are rents in the market declining? With unemployment close to 10% and people having a death grip on their wallets, these property types are being hit the hardest and are therefore the hardest to finance.

“Regarding loans for land and development, banks will consider a new construction multifamily rental building only if the borrower has a strong track record, a big balance sheet and is willing to sign recourse. We expect the mortgage to be around 50% of the value with a rate in the 8% range.”

In a recent discussion with Herald National Bank’s Chief Credit Officer & EVP, Joseph Harpster and his colleague, Alec Teytel, the Managing Director and SVP from the firms Boro Park Brooklyn office, the two banking professionals made it clear that the most active of lenders in the marketplace are focusing on the basics. Below is a summary of their thoughts regarding the loan application process:

“It begins with a banker: the banker you meet with initially will go to a supervisor or a committee to sell your deal. You need to carefully and articulately explain your business so that your message gets translated accurately.

“You need a clear plan and professional preparation: when Herald meets with a business owner for credit purposes, we want to see a well-written plan and projections prepared by an accountant.

“Provide details on your cash flow: owners need to show evidence that their inventory gets liquidated quickly and have full explanations for all sharp swings in their financial flows. Cyclical businesses can be financed, provided long-term stability is evident.”

“Cause for concern: if your revenue is off from your projections on a consistent basis, it’s going to prompt a serious conversation between you and your banker.

“The bottom line: financing is available, but the business owner needs to prepare diligently.” ■

# MANHATTAN OFFICE

## MANHATTAN – THE BRONX – WESTCHESTER

### RECENT TRANSACTIONS



Realty Services

#### MASSEY KNAKAL SALES:



#### 33 WEST 46<sup>TH</sup> STREET SOLD: \$11 MILLION

*Neighborhood:* Midtown West  
*Type:* Commercial Building  
*Lot Size:* 41' x 100'  
*Stories:* 9  
*Square Feet:* 34,553  
*Price Per Square Foot:* \$318  
*Sales Note:* This elevated loft office building was sold in an all cash transaction to an investor who plans to renovate the building in order to transform it into more of a modern office building.



#### 26 WEST 47<sup>TH</sup> STREET SOLD: \$9 MILLION

*Neighborhood:* Midtown West  
*Type:* Commercial Building  
*Lot Size:* 20' x 100'  
*Stories:* 7  
*Square Feet:* 15,361 (Above Grade)  
*Price Per Square Foot:* \$586  
*Cap Rate:* 4.27%  
*Sales Note:* This Diamond District office building sold to a local jeweler in an all cash transaction.



#### 108 WEST 80<sup>TH</sup> STREET SOLD: \$3.2 MILLION

*Neighborhood:* Upper West Side  
*Type:* Townhouse  
*Lot Size:* 20' x 102'  
*Stories:* 5  
*Square Feet:* 5,915  
*Price Per Square Foot:* \$541  
*Existing # of Residential Units:* 7  
*Price Per Unit:* \$457,143  
*Sales Note:* This seven unit townhouse was sold in an all cash transaction to a user who plans to live in part of the property.



#### 504 EAST 84<sup>TH</sup> STREET SOLD: \$2.67 MILLION

*Neighborhood:* Upper East Side  
*Type:* Apartment Building  
*Lot Size:* 25' x 102.17'  
*Stories:* 5  
*Square Feet:* 8,080  
*Price Per Square Foot:* \$330  
*Existing # of Residential Units:* 8  
*Price Per Unit:* \$333,750  
*Cap Rate:* 6.52%  
*GRM:* 11.02  
*Sales Note:* This walk-up building with over 2,100 sq. ft. of air rights was sold to an investor who plans to occupy a unit and renovate the building.



#### 3260 NETHERLAND AVENUE SOLD: \$2.65 MILLION

*Neighborhood:* Riverdale, The Bronx  
*Type:* Cooperative Units (39)  
*Lot Size:* 150' x 200'  
*Stories:* 6  
*Square Feet:* 26,015  
*Price Per Square Foot:* \$102  
*Existing # of Residential Units:* 39  
*Price Per Unit:* \$67,949  
*Cap Rate:* 7.00% (Projected)  
*Sales Note:* A local owner bought, in an all cash transaction, 39 out of 54 residential cooperative units which are currently being operated as rental units. He plans to renovate and then rent the vacant units.



#### 112 STANTON STREET SOLD: \$2.4 MILLION

*Neighborhood:* Lower East Side  
*Type:* Commercial Building  
*Lot Size:* 24' x 80' (each)  
*Stories:* 6  
*Square Feet:* 10,000  
*Price Per Square Foot:* \$240  
*Cap Rate:* 5.83% (Projected)  
*GRM:* 12.00 (Projected)  
*Sales Note:* This IMD commercial loft building was delivered 50% vacant to an investor in a transaction involving owner financing.



# BROOKLYN OFFICE: BROOKLYN – STATEN ISLAND

## RECENT TRANSACTIONS

**MASSEY  
KNAKAL**

Realty Services

### MASSEY KNAKAL SALES:



#### 364 & 370 BAY RIDGE PKWY SOLD: \$2.6 MILLION

*Neighborhood:* Bay Ridge  
*Type:* Commercial Building + Vacant Lot  
*Lot Size:* 90' x 93'  
*Stories:* 1  
*Square Feet:* 7,452 (Building)  
*Buildable Square Feet:* 4,650 (Lot)  
*Sales Note:* This medical office building plus a 20-space parking lot sold to a user in an all cash transaction.



#### 640 MANHATTAN AVENUE SOLD: \$1.6 MILLION

*Neighborhood:* Greenpoint  
*Type:* Mixed-Use Building  
*Lot Size:* 25' x 100'  
*Stories:* 3  
*Square Feet:* 4,725  
*Price Per Square Foot:* \$339  
*Cap Rate:* 7.73%  
*GRM:* 12.94  
*Sales Note:* This two residential unit plus one commercial unit building was delivered vacant at closing to an investor.



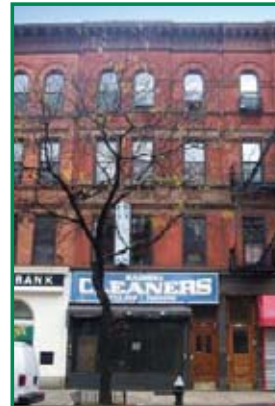
#### 229 KENT AVENUE SOLD: \$885,000

*Neighborhood:* Williamsburg  
*Type:* Mixed-Use Building  
*Lot Size:* 20' x 94'  
*Stories:* 3  
*Square Feet:* 2,132  
*Price Per Square Foot:* \$368  
*Sales Note:* This two family plus commercial unit building was delivered vacant in an all cash transaction to an investor who will gut renovate the entire building and extend the first floor commercial unit to the end of the lot.



#### 2117 86<sup>TH</sup> STREET SOLD: \$1.9 MILLION

*Neighborhood:* Bensonhurst  
*Type:* Commercial Building  
*Lot Size:* 20' x 100'  
*Stories:* 1  
*Square Feet:* 1,800  
*Price Per Square Foot:* \$1,056  
*Cap Rate:* 5.10%  
*Sales Note:* Located on the busiest retail street in Bensonhurst, the building is currently occupied by a local retailer with a lease expiration in 2015. Sold to an investor in an all cash transaction.



#### 414 MYRTLE AVENUE SOLD: \$1.325 MILLION

*Neighborhood:* Fort Greene  
*Type:* Mixed-Use Building  
*Lot Size:* 20' x 95'  
*Stories:* 4  
*Square Feet:* 4,300  
*Price Per Square Foot:* \$308  
*Cap Rate:* 7.37%  
*GRM:* 10.60  
*Sales Note:* This building with three residential units and one vacant commercial unit was sold to a user who will operate his dry cleaning business on the ground floor.



#### 31 GREENPOINT AVENUE SOLD: \$750,000

*Neighborhood:* Greenpoint  
*Type:* Mixed-Use Building  
*Lot Size:* 20' x 75'  
*Stories:* 3  
*Square Feet:* 2,900  
*Price Per Square Foot:* \$259  
*Cap Rate:* 7.30%  
*Sales Note:* This two family plus commercial unit building was sold in an all cash transaction to an investor who plans to renovate and convert the building into a three family building.

# QUEENS OFFICE: QUEENS – LONG ISLAND

## RECENT TRANSACTIONS



Realty Services



### MASSEY KNAKAL SALES:



#### 129 BEACH 116<sup>TH</sup> STREET SOLD: \$2.75 MILLION

*Neighborhood:* The Rockaways  
*Type:* Conversion site  
*Lot Size:* 206' x 200'  
*Stories:* 1  
*Square Feet:* 12,600  
*Price Per Square Foot:* \$218  
*Buildable Square Feet:* 114,400  
*Price Per Buildable Square Foot:* \$24  
*Sales Note:* This retail building, which was once home to the peninsula's largest catering hall "The Beach Club," was delivered vacant in an all cash transaction to an investor who plans to renovate and rent the building to an undisclosed tenant. The property's 114,000+ buildable SF will not be utilized until a future date.



#### 88-05 76<sup>TH</sup> AVENUE SOLD: \$1.4 MILLION

*Neighborhood:* Glendale  
*Type:* Industrial Building  
*Lot Size:* 65' x 117'  
*Stories:* 2  
*Square Feet:* 11,904  
*Price Per Square Foot:* \$118  
*Sales Note:* This multi-purpose industrial/warehouse building with a small office area sold to a user in an all cash transaction.



#### 211 EAST MAIN STREET SOLD: \$1.105 MILLION

*Neighborhood:* Huntington, Nassau County  
*Type:* Commercial Building  
*Lot Size:* 140' x 200'  
*Stories:* 1  
*Square Feet:* 2,800  
*Price Per Square Foot:* \$395  
*Sales Note:* This former bank building with 25 existing parking spaces and a prime corner location was delivered vacant to a local developer in an all cash transaction.



#### 475 SUNRISE HIGHWAY SOLD: \$830,000

*Neighborhood:* West Babylon, Suffolk County  
*Type:* Commercial Building  
*Lot Size:* 290' x 142'  
*Stories:* 1  
*Square Feet:* 3,700  
*Price Per Square Foot:* \$224  
*Sales Note:* Previously occupied by an auto sports tenant, this building plus parking and buildable lots was delivered vacant in an all cash transaction to a user who plans to renovate and use the building for a doctor's office.



# TERRITORY REPORT

## TERRITORY REPORT: NEIGHBORHOOD MARKET NEWS



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## Sunset Park Rezoning Approved

On September 30, 2009, the City Council adopted the Sunset Park, Brooklyn Rezoning, roughly two and a half years after the City Planning Commission first announced its intention to reevaluate Sunset Park's zoning. The rezoning has been instituted in a roughly 128 block area in the Sunset Park neighborhood within Community District 7. As neighborhood residents will recall, the uproar caused in 2007 by a twelve story out of context development at 420 42nd Street galvanized the community to push for a review of Sunset Park's zoning by the City (the development was eventually reduced to six stories).

Generally speaking, the rezoning encourages development by allowing for construction of significantly larger buildings along Sunset Park's main thoroughfares of Fourth, Fifth, Sixth and Seventh Avenues and prohibits out of context condominium developments by downzoning the neighborhood's residential side streets.

These are the most significant changes enacted by the rezoning:

- **Properties along 4th Avenue, from 29th Street to 65th Street, have received the "windfall" zoning of R7A.** This increases the FAR from 2.43 to 3.45 and sets a maximum height limit of 80 feet, or eight stories.
- **Properties along 7th Avenue, from 40th Street to 62nd Street, also received the "windfall" zoning of R7A.** Like 4th Avenue, 7th Avenue gets the big FAR bump from 2.43 to 3.45 and developers that integrate affordable housing can build to an FAR of 4.6 with a maximum height of eight stories.

- **Seventy five percent** of the residential areas from 29th Street to 64th Street and from Third Avenue to Eighth Avenue were downzoned from R6 to R6B.

The rezoning strikes a nice balance between furthering the City's goals, creating affordable housing, spurring development, and satisfying the community's desire to prevent eyesore condo developments on Sunset Park's historic, tree-lined residential blocks. It also provides incentives for builders that incorporate affordable housing and modifies the boundaries of commercial districts to create more uniform retail corridors.

I believe this rezoning should help stimulate the local economy and jumpstart the volume of transactions in Sunset Park. As confidence continues to grow in the national and local economy, Massey Knakal is seeing a dramatic increase in the number of individual and institutional buyers that are looking to place equity in New York City commercial real estate. The combination of a large number of buyers looking to purchase in Brooklyn and a favorable and sensible rezoning of Sunset Park should ensure that Sunset Park continues to be attractive to investors and prosperous for building owners in the future. ■

### COMMUNITY HOUSING IMPROVEMENT PROGRAM



Community Housing Improvement Program (CHIP) is a trade association representing more than 2,500 apartment-building owners in New York City's five boroughs.

Become a member of CHIP and see why so many real estate professionals benefit from our "Owners Helping Owners" philosophy.

### CONTACT US FOR DETAILS

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# MASSEY KNAKAL CHARITABLE FOUNDATION



## JONATHAN HAGEMAN

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*The Massey Knakal Charitable Foundation is dedicated to the support of local educational, family and other community-oriented charitable causes primarily within New York City and the Tri-State area. In addition to providing these charities with direct grants, the Foundation will organize volunteer efforts to benefit them with its time and energy. If you would like to make a tax-deductible donation to the Foundation or if you represent a charity whose objectives fit with the Foundation's stated mission, please contact Jonathan Hageman.*

## Massey Knakal Charitable Foundation Update

*Below is partial list of some of the grants the MKCF has recently funded:*

### Meals on Wheels of Rockland

Meals on Wheels of Rockland's mission is to serve the homebound, seniors and others in Rockland County through a multipurpose agency which focuses on nutritional, recreational and social support programs. Originally incorporated in late 1974 as a community service by a core of local volunteers, the agency served its first meal in January 1975, and by the end of the year, more than 9,800 meals were delivered to the homebound. By 1997, the agency delivered its five millionth meal. This year the agency will proudly deliver its eighth millionth meal. The agency aims for those served meals to reside in their own homes as long as possible, and thus ultimately delay the need for institutionalization. Unfortunately, due to limited funding, the agency is not always able to serve all requests for subsidized meals through the Homebound Meal Delivery Program, and as a result, the agency maintains a waiting list for these requests. Currently, there are approximately 50 people on the waiting list and the grant will go towards helping to eliminate the current demand on the list by creating the ability to provide almost 500 additional meals this upcoming year.

### The St. Francis Xavier Mission

The St. Francis Xavier Mission is the community outreach arm of the church of St. Francis Xavier, located in the Chelsea neighborhood of New York City. For over 25 years, the Xavier Mission has run a number of successful community outreach programs for the poor. Currently, their community outreach programs consist of: The Welcome Table, one of the largest soup kitchens in NYC, serving 800-1000 meals every Sunday of the year (in addition to Thanksgiving and Christmas meals); two Food Pantries - (i) a client choice shopping style pantry for families serving 150-200 families each month and (ii) an emergency food pantry; a Men's Homeless Shelter, open six nights a week for 15 men; the Life-Skills Training & Empowerment Program (L-Step), which offers enhanced life-skills training and mentoring to homeless and formerly homeless

individuals; and the All Saints Clothing Room, which provides toiletries and clean clothing, including underwear and business attire, to guests in need. The mission itself is staffed only by a full-time Director and a full-time Chef & Inventory Manager. Each individual program is run by volunteers, totaling more than 5,000 individuals who provide 15,000+ hours of volunteer service each year.

### Brooklyn Community Housing

BCHS is committed to ending homelessness in Brooklyn, and to empowering all of the borough's residents. Based in Fort Greene, which has one of the highest unemployment rates in New York City, BCHS has three decades of award-winning experience providing services that help low-income and special needs adults develop the skills they need to live productively and independently with dignity and with hope. BCHS was founded in 1978 as a grassroots effort by area clergy, in response to the Carter Administrations call for the creation of community-based programs for the mentally ill. In 1980, BCHS established one of the first Scattered-Site Apartment Programs for mentally ill adults in New York State, becoming a national pioneer in providing housing for special needs populations. The foundations grant will go towards funding The Working Community a full-time, well-equipped, on-site workforce development initiative that provides a range of vocational services and career development resources to over 600 Brooklyn and BCHS residents a year.

### Harbor Sciences & Art Charter School

Harbor Science & Art is a charter school located Harlem that serves students in 1st through 8th grade. Their mission is to provide students with a high quality education through a rigorous academic program that infuses character building, physical wellness and the arts. Students from the school graduate with the skills and knowledge necessary to succeed in higher learning institutions and have the capability to make a positive contribution to society. The school is unique among neighboring public & charter schools in that the students learn visual arts (painting, collage, sculpture, print-making, graphic design and ceramics), music (percussion), dance (Afro-Caribbean, folk and jazz) and drama (scene study, musical theater and improvisation). Additionally, the students benefit from social services, counseling and case management; physical fitness, team and lifetime sports; visual and performing arts; extended stay, Saturday and summer sessions; and optional afterschool enhancement. The foundations grant will help offset the cost and development of renovating the arts program and enable the students to learn in a more functional and safe environment in which to learn the techniques of drawing, painting, print-making, collage and sculpture.

### Legal Information for Families Today (LIFT)

The organization was founded in 1996 when two lawyers had the simple but revolutionary idea of establishing "go-to" locations in New York City's Family Courts that would provide on-the-spot help and legal information for vulnerable families struggling to make their way through the complex court system without legal representation. Today, LIFT's Education Information (EI) Sites, which are based in family courts in four boroughs of New York City, continue to provide legal information and service referrals to thousands of families a year. Together, LIFT's programs annually reach nearly 50,000 low-income people from a wide range of ethnic backgrounds who come from every New York City borough. The foundation's support will help enhance social work services at LIFT's unique Family Legal Center (FLC) by enabling them to purchase an evidence-based parenting skills curriculum, which will be part of the holistic services FLC offers to parents and grandparents empowering them to advocate for themselves in family court, strengthen their intra-family relationships and improve their economic circumstances. ■



# REBNY HONORS ROBERT A. KNAKAL WITH THE LOUIS SMADBECK MEMORIAL BROKER RECOGNITION AWARD

Massey Knakal Realty Services is pleased to announce that Robert A. Knakal, its Chairman and Founding Partner, will be honored at The Real Estate Board of New York's 114th Annual Banquet on January 21, 2010 at the New York Hilton.

Mr. Knakal will receive The Louis Smadbeck Memorial Broker Recognition Award which honors a broker whose career distinctions include personal and professional integrity, long term leadership and prominence in the brokerage community, and participation on Real Estate Board committees.

"Everyone at Massey Knakal is thrilled and proud that REBNY is honoring Bob with this award," said Paul J. Massey Jr., Massey Knakal's Chief Executive Officer and Founding Partner. "Bob is not only an incredibly talented leader of our firm but the entire industry. This honor is especially meaningful to Bob because he has dedicated himself to the good work of REBNY," added Massey.

Mr. Knakal, along with Mr. Massey, started Massey Knakal Realty Services in 1988. For over two decades, Mr. Knakal and his firm have focused exclusively on investment sales in the New York metropolitan area and have maintained a #1 ranking for the past eight years on CoStar's list of Top Brokerage firms for NYC Commercial Property Sales. In 2002, Mr. Knakal won REBNY's Most Ingenious Deal of the Year Award for the assemblage of the south east corner of Second Avenue and 53rd Street, now known as the Three Ten residential condominium. In 2004, he won again for the sale of the Gotham Book Mart at 17 West 47th Street.

To date, Mr. Knakal has been responsible for the sale of more than 1050 buildings worth over \$6 billion. In 2009, Real Estate Forum ranked Mr. Knakal as one of the Top Real Estate Sales Brokers in the US and The New York Observer honored Mr. Knakal and Mr. Massey as two of the "Top 100 Most Powerful Individuals in New York Real Estate."

Mr. Knakal is one of the most widely recognized authorities on the commercial real estate market and appears regularly in numerous media outlets. He is the writer of a weekly blog titled StreetWise, which is a joint initiative with GlobeSt.com. He is also a weekly columnist for The Commercial Observer. Mr. Knakal appears regularly on Fox Business News and CNBC's Squawk Box and was also a featured speaker at Columbia University's Real Estate Roundtable Series titled Legends of the Street. He is a frequent guest lecturer at Columbia, New York University, The Appraisal Institute, The Metropolitan Mortgage Bankers Association, and The Institute for Real Estate Management.

## MASSEY KNAKAL HONORED BY ICE HOCKEY IN HARLEM

On August 3, 2009, Ice Hockey in Harlem honored Massey Knakal for their continued support and participation in the efforts and growth of their program at the 18th annual Benefit on the Green Golf Outing at the Quaker Ridge Golf Club in Scarsdale, New York. Since 1992 Massey Knakal has been an instrumental part of Ice Hockey in Harlem's fundraising efforts.

In particular, IHH expressed their gratitude to Robert A. Knakal, as this year marked his 10th anniversary as President of the Ice Hockey in Harlem Board of Directors.

Ice Hockey in Harlem is a non-profit community-based organization for youth using the sport of hockey to promote academic achievement, responsibility, teamwork and good character. Since 1987, IHH has enriched the lives of more than 1,000 inner-city boys and girls.

"When Bob came on the scene 25 years ago, he changed the way business was done in the New York City building sales market. It changed from an old-boys network to a highly professionally operation. You can't argue with the impact he has had on the industry or with the level of his success", stated Richard Parkoff, chairman of the Parkoff Organization, who is a longtime client of Massey Knakal's. "He is one hell of a broker," he added.

Mr. Knakal has a rich history of serving the New York City community through charitable giving and volunteerism. In particular, 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, expressed their gratitude to Mr. Knakal, as this year marked his 10th anniversary as President of their Board of Directors. Mr. Knakal's involvements are also highlighted by his presidency of the 149-year-old Prescott Fund for Children and Youth, which makes grants to disadvantages children for educational purposes. In 2002, Mr. Knakal and Mr. Massey were named Real Estate Men of the Year for their charitable work by the Rambam Hospital in Israel. In 2004, Mr. Knakal was recognized for his work with underprivileged children by being named the recipient of The Catalog For Giving's prestigious Urban Hero Award.

"A recognition like this is wonderful, and I am honored to join such an esteemed list of past honorees, but I remain extremely cognizant of the fact that without my partners, senior management, and all members of my Massey Knakal family, my accomplishments would not have been possible," stated Mr. Knakal, who added, "I am lucky to have been able to work with such great people throughout my career."

## NEW HIRES

Massey Knakal is proud to announce the following recent hires:

### VALENTIN PRESNOV

#### Senior Associate

*Working alongside First Vice President of Sales Brian Hanson*

TERRITORY FOCUS:

Coney Island, Sheepshead Bay, Homecrest, Brighton Beach and Manhattan Beach in Brooklyn

### MICHAEL DiBONA

#### Associate

*Working alongside First Vice President of Sales Robert Shapiro*

TERRITORY FOCUS:

Inwood and Washington Heights in Manhattan

### WINFIELD CLIFFORD

#### Associate

*Working alongside First Vice President of Sales Stephen Palmese*

TERRITORY FOCUS:

Boerum Hill, Brooklyn Heights, Clinton Hill, Downtown Brooklyn, DUMBO and Fort Greene in Brooklyn

## CONTACT US

To learn more about Massey Knakal Realty Services, contact one of our four office locations:

### MANHATTAN

Representing Manhattan, The Bronx and Westchester County  
212.696.2500 | manhattan@masseyknakal.com

### BROOKLYN

Representing Brooklyn and Staten Island  
718.238.8999 | brooklyn@masseyknakal.com

### QUEENS

Representing Queens and Long Island  
718.275.3400 | queens@masseyknakal.com

### NEW JERSEY

Representing all of New Jersey  
201.426.2200 | newjersey@masseyknakal.com

Massey Knakal Realty Services  
275 Madison Avenue  
New York, NY 10016

For more information about this publication, contact [info@masseyknakal.com](mailto:info@masseyknakal.com) or call 877.657.0777.

## MESSAGE FROM THE CEO



**PAUL MASSEY JR.**  
Chief Executive Officer  
212.696.2500 x7711  
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Passion / Integrity / Excellence / Responsibility

### MASSEY KNAKAL'S TOP AGENTS

Massey Knakal finished 2009 with each of our four offices (Manhattan/The Bronx/Westchester, Brooklyn/Staten Island, Queens/Long Island and New Jersey) reporting significant market share gains in investment sales. The year also marked the launch of our expanded Massey Knakal Building Sales Report which is now able to track sales market activity in real time. Clients also applauded our new (and much improved) email distribution system which allows investor clients to individually tailor our submissions to them depending on their own investment criteria.

A very significant "engine" contributing to and fueling our continued growth and improvement are our Top Agents. These wonderful sales agents (along with the Partners) are the torch bearers upholding Massey Knakal's mission of client service and loyalty along with our core values of Passion, Integrity, Excellence and Responsibility.

### PASSION

Massey Knakal's Top Agents exhibit a passion for our business that is unparalleled and their performance is incredibly consistent. Many of our Top Agents have been with the firm for over a decade. The combined tenure of our seven Top Agents is a remarkable 57 years of service to the firm.

### INTEGRITY

Like many aspects of the Massey Knakal platform, there is an absolute degree of discipline around achieving promotions. A Senior Vice President of Sales or Vice President of Sales title requires years of consistent production and at higher levels, as well as consistent seven figure production. In addition to sales production, each agent is expected to make significant contributions to the firm as a whole.

### EXCELLENCE

Not surprisingly our Top Agents are leaders in execution and client service. All of our Top Agents participate as mentors and instructors helping out our other agents and assistants.

### RESPONSIBILITY

This elite group are also keepers of the most important aspect of the firm's culture of collegiality and respect for others.

On behalf of all of our Partners, Senior Management, Sales Agents, Associates and Administration, we thank and congratulate Massey Knakal's Top Agents on a great 2009 and wish them continued success in the year ahead.



**Robert Burton**  
Senior V.P. of Sales



**Ken Freeman**  
Senior V.P. of Sales



**Paul Smadbeck**  
Senior V.P. of Sales



**Chris Brodhead**  
V.P. of Sales



**Tom Gammino**  
V.P. of Sales



**Mark Lively**  
V.P. of Sales



**Swain Weiner**  
V.P. of Sales