

STEPHEN R. PREUSS TEAM CAPABILITIES



CUSHMAN &
WAKEFIELD

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An aerial photograph of a city, likely New York City, featuring a wide river, several bridges, and a dense residential area with many small, multi-story buildings. The image is overlaid with a large, semi-transparent blue triangle that points towards the bottom left. The text "OUR PLATFORM" is written in large, white, sans-serif capital letters across the upper part of the image, partially obscured by the blue triangle.

OUR PLATFORM



CUSHMAN & WAKEFIELD OVERVIEW

For over a century, Cushman & Wakefield has focused on the New York metropolitan area, building strong relationships within the neighborhoods we represent and developing an extensive database of customers that includes all of the major investors, institutions, agencies and individuals that are active in real estate in the area.

Our dedication to neighborhood knowledge and relationship building is a source of pride and success for Cushman & Wakefield, and through our Territory System™, our agents have partnered with owners throughout the city to close over 6,000 transactions, with an aggregate value in excess of \$23 billion since 1988.

Cushman & Wakefield handles many different property types, including retail and commercial buildings and condos, apartment buildings, townhouses, mixed-use investment buildings, mixed-use user buildings, live plus income buildings, industrial properties and development/conversion sites. Our agents are experienced in representing properties of all sizes and values, from \$500,000 properties to portfolios exceeding \$1 billion.

THE TEAM PREUSS ADVANTAGE

We provide a full service approach to real estate, providing a distinct specialization in the capital markets.

**INVESTMENT SALES – LEASING – DEBT
QUEENS – BROOKLYN – LONG ISLAND**



WHAT MAKES US UNIQUE

#1 Local Brokerage Team For 17 Years Our Sole Responsibility Has Been Your Neighborhood

Each neighborhood is supported by a single Cushman and Wakefield team that focuses specifically in that territory. Our team has covered the Queens territory for the last 17 years and we have successfully sold over 400 properties.

We are experts in all real estate matters affiliated with our territory. It is our responsibility to know and track active buyers, recent sales, new developments, zoning changes, and new retailers.

Our deep understanding and appreciation for our territory enables us to better justify to buyers why they should pay the best price for your property.

What has made us unique has also made us successful. As NYC's #1 Building Sales Firm, we have sold more than three times the properties as our nearest competitor.

The Cushman & Wakefield Territory System is the foundation of the investment sales division of Cushman & Wakefield in the New York metropolitan area, the basis for all our philosophies and practices, and the cornerstone of our relationship with our clients.

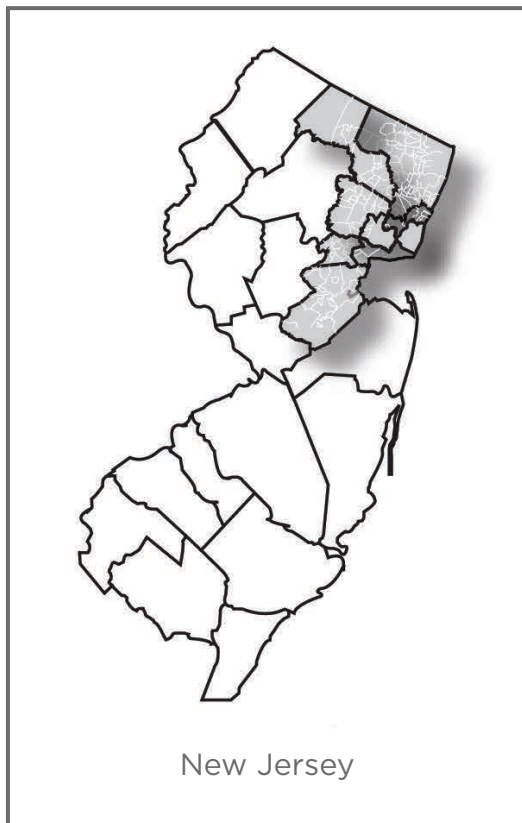
THE TERRITORY SYSTEM

The New York metropolitan area is too large for one agent to know well; even a borough is made up of diverse neighborhoods with different real estate trends. So we divided the New York metropolitan area into territories, and delegated responsibility for each territory to a single expert in each of our sales, retail leasing and financing divisions. We've created a system that allows agents with expert knowledge of a specific neighborhood to provide critical real estate information that benefits all parties involved in the transaction. Delving deep into the heart of a neighborhood, our agents develop long-lasting, trusting relationships with property owners, making them a valuable resource when the decision to sell is made. At the same time, the agents' expertise and neighborhood property inventory allow them to be a valuable resource for area property buyers and tenants as well.

Manhattan

Brooklyn

Staten Island



New Jersey



Westchester

The Bronx

Queens

Nassau

CUSHMAN & WAKEFIELD IS NYC'S #1 BUILDING SALES FIRM FOR THE 18TH CONSECUTIVE YEAR

Based on # of Transactions (All Sales \$500,000 and Over)

| | # Transactions '01-'18 |
|--|------------------------|
| Cushman & Wakefield | 4,125 |
| Marcus & Millichap | 1,563 |
| Besen & Associates Inc. | 1,051 |
| Eastern Consolidated | 924 |
| Realogy Corporation | 843 |
| GFI Capital Resources Group | 836 |
| Rosewood Realty Group | 760 |
| Douglas Elliman | 490 |
| Capin & Associates | 466 |
| CBRE | 393 |
| Ariel Property Advisors | 365 |
| Eastdil Secured | 355 |
| Newmark Knight Frank | 343 |
| Epic Commercial Realty | 332 |
| Greiner-Maltz Real Estate | 317 |
| TerraCRG Brooklyn Commercial Real Estate | 316 |
| Swig Equities, LLC | 316 |
| Kalmon Dolgin Affiliates, Inc. | 219 |
| JLL | 192 |
| Friedman-Roth Realty Services LLC | 183 |
| Pinnacle Realty of New York, LLC | 177 |
| CPEX Real Estate | 166 |
| Keller Williams Realty | 156 |
| Colliers International | 142 |
| Sholom & Zuckerbrot Realty, LLC | 134 |
| Total Transaction Volume (Brokers on chart) | 15,164 |

| | # Transactions 2018 | Total \$ Volume 2018 |
|---|---------------------|-------------------------|
| Cushman & Wakefield | 195 | \$15,681,488,850 |
| Marcus & Millichap | 139 | \$1,215,353,887 |
| Realogy Corporation | 62 | \$315,645,041 |
| Ariel Property Advisors | 53 | \$358,958,000 |
| Rosewood Realty Group | 52 | \$1,562,182,507 |
| TerraCRG Brooklyn Commercial Real Estate | 46 | \$403,909,500 |
| Douglas Elliman | 36 | \$206,708,000 |
| Meridian Capital Group, LLC | 33 | \$832,945,000 |
| JLL | 31 | \$1,895,242,863 |
| GFI Capital Resources Group, Inc. | 31 | \$324,595,000 |
| Greiner-Maltz Real Estate | 28 | \$155,508,000 |
| Bestreich Realty Group | 26 | \$63,934,000 |
| Avison Young | 25 | \$488,347,769 |
| The Besen Group | 24 | \$297,261,762 |
| COMPASS | 23 | \$89,737,500 |
| Keller Williams Realty | 22 | \$53,492,500 |
| Swig Equities, LLC | 22 | \$92,307,870 |
| Newmark Knight Frank | 21 | \$1,634,111,849 |
| Westbridge Realty Group | 19 | \$37,992,500 |
| CBRE | 19 | \$5,336,451,899 |
| Eastdil Secured | 18 | \$4,695,216,237 |
| CPEX Real Estate | 18 | \$393,037,911 |
| Westwood Realty Associates | 18 | \$518,887,500 |
| Pinnacle Realty of New York, LLC | 17 | \$158,575,000 |
| Highcap Group LLC | 16 | \$126,060,000 |
| Total Dollar Volume (Brokers on chart) | 994 | \$36,937,950,945 |



LEADERS OF THE PACK

The 20 most active investment sales firms
across New York City last year

| RANK | FIRM | DOLLAR VOLUME IN 2019 | NO. OF CLOSED SALES | % CHANGE FROM '18 |
|------|-----------------------------|-----------------------|---------------------|-------------------|
| 1 | Cushman & Wakefield | \$10.85B | 104 | -34.20% |
| 2 | CBRE | \$4.59B | 24 | -28.04% |
| 3 | JLL | \$3.24B | 48 | 110.02% |
| 4 | Eastdil Secured | \$1.6B | 9 | -72.65% |
| 5 | Marcus & Millichap | \$1.39B | 147 | -4.29% |
| 6 | Newmark Knight Frank | \$1.27B | 10 | -18.03% |
| 7 | Meridian Capital Group | \$1.25B | 56 | 13.62% |
| 8 | Hodges Ward Elliott | \$833.2M | 10 | 17.36% |
| 9 | Rosewood Realty Group | \$699.7M | 32 | -58.94% |
| 10 | Kassin Sabbagh Realty | \$476.3M | 18 | 69.94% |
| 11 | Avison Young | \$469.2M | 21 | 19.09% |
| 12 | MHP Real Estate Services | \$422M | 1 | N/A |
| 13 | Westwood Realty Associates | \$421.2M | 10 | -18.89% |
| 14 | Savills | \$406.3M | 8 | N/A |
| 15 | Capital Property Partners | \$379.8M | 18 | N/A |
| 16 | Pinnacle Realty of New York | \$322.8M | 28 | N/A |
| 17 | Ariel Property Advisors | \$316.3M | 30 | -20.07% |
| 18 | TerraCRG | \$262.8M | 25 | -31.52% |
| 19 | B6 Real Estate Advisors | \$241.6M | 18 | N/A |
| 20 | Greiner-Maltz Real Estate | \$188.6M | 29 | N/A |

Source: TRD analysis of NYC Dept. of Finance commercial sales, including ground leases and leasehold interests of \$1 million and up that closed and were recorded in public records in 2019. The ranking includes unrecorded minority interest deals of \$1 million and up that closed in the same period. Minority interest deals were substantiated through news reports and additional reporting. The brokerages were identified through third party databases, news reports and additional reporting. Firms received full credit for the dollar volume of a sale whether they represented the buyer, the seller or both. Totals were vetted with brokerages. Not all firms participated, and some firms only provided partial lists of their deals.

MANHATTAN'S TOP 10

| RANK | FIRM | DOLLAR VOLUME IN 2019 | NO. OF CLOSED SALES |
|------|--------------------------|-----------------------|---------------------|
| 1 | Cushman & Wakefield | \$9.3B | 53 |
| 2 | CBRE | \$4.36B | 19 |
| 3 | JLL | \$2.82B | 31 |
| 4 | Eastdil Secured | \$1.6B | 9 |
| 5 | Meridian Capital Group | \$923.3M | 21 |
| 6 | Newmark Knight Frank | \$810M | 3 |
| 7 | Marcus & Millichap | \$774.9M | 38 |
| 8 | Hodges Ward Elliott | \$525.4M | 4 |
| 9 | Avison Young | \$461.6M | 20 |
| 10 | MHP Real Estate Services | \$422M | 1 |

QUEENS' TOP 10

| RANK | FIRM | DOLLAR VOLUME IN 2019 | NO. OF CLOSED SALES |
|------|-----------------------------|-----------------------|---------------------|
| 1 | Cushman & Wakefield | \$1.02B | 33 |
| 2 | Newmark Knight Frank | \$314.5M | 3 |
| 3 | B6 Real Estate Advisors | \$171.6M | 4 |
| 4 | Rosewood Realty Group | \$168.9M | 3 |
| 5 | Marcus & Millichap | \$142.8M | 26 |
| 6 | Meridian Capital Group | \$135.3M | 5 |
| 7 | Greiner-Maltz Real Estate | \$102.8M | 19 |
| 8 | Greystone | \$80M | 1 |
| 9 | JLL | \$75M | 1 |
| 10 | Pinnacle Realty of New York | \$63.5M | 10 |

OUR TEAM



Stephen R. Preuss

Vice Chairman

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FOCUS AREAS

Queens, NYC & Outer-Boroughs, and Long Island

PROFESSIONAL EXPERTISE

Stephen R. Preuss is a Vice Chairman in the Capital Markets Group of Cushman & Wakefield, where he focuses on investment sales for the New York Metropolitan Area primarily in the outer boroughs. Team Preuss has several team leaders and consists of an office of more than 20 associates. Each team leader focuses on a specific market and attributes neighborhood specific knowledge and experience while the balance of the team provides support in all areas.

Stephen has transacted in over \$4.2 billion of investment and commercial real estate over his 17 year career. During his tenure, he has sold in excess of 400 properties and currently has over \$800,000,000 in exclusive listings – the largest commercial inventory in Queens. Stephen is the #1 top producer in Queens and Top 100 Nationwide for Investment Sales and Capital Markets. He is a major contributor to multiple major publications including Commercial Observer and The Real Deal, among several other regional and national publications. In addition, he is a regular speaker/panelist on several prestigious panels including Commercial Observer Brooklyn Queens Forum and BISNOW. Stephen is a board member of the Queens Community House, executive board member of the Queens Chamber of Commerce, and a major contributor of several other not-for-profit organizations including the Long Island City Partnership, Greater Flushing Chamber of Commerce, Chinese Business Association, and the Chinese American Planning Council.

Cushman and Wakefield is a global leader in commercial real estate services, helping clients transform the way people work, shop, and live. Cushman & Wakefield is among the largest commercial real estate services firms with revenues of \$5 billion across a variety of core services. Cushman & Wakefield is proud to be #1 in New York City with 41% market share in transaction volume over \$500,000, and 71% market share in transaction volume over \$250 million.



400+
PROPERTIES SOLD



~\$900M
IN SALES IN 2019



6M+
BUILDABLE
SQUARE FEET



~\$4.2B
AGGREGATE
CONSIDERATION

**“ We implement a boots on the
ground approach to our business... ”**

PROFESSIONAL RECOGNITIONS

- Cushman & Wakefield Top Performer Middle Markets – Tri-State, 2019
- Cushman & Wakefield Top Producer by Market, 2018, 2019
- Cushman & Wakefield Top Producer by Title Class, 2018, 2019
- The Real Deal - Top Investment Sales Brokerage in NYC / Outer boroughs, 2019
- Top Businessmen in Real Estate & Development Queens - Star Network 2016
- 2018 Chinese Business Association Appreciation Award
- Queens Chamber of Commerce Panelist – Post Covid Real Estate Market, 2020
- Commercial Observer Panelist – Brooklyn Queens Forum, 2020
- Queens Chamber Golf Outing 2019 Honoree
- 2018 AREAA State of Queens Real Estate Speaker
- 2017 JP Morgan Chase Queens Commercial Real Estate Panelist
- 2017 Queens Real Estate Conference Commercial Real Estate Panelist
- Massey Knakal Award representing overall values in Queens, 2009, 2011, 2013
- Massey Knakal Award for passion, 2007, 2008

Stephen R. Preuss is celebrated as one of our firm's Top 100 Producers in the Americas and the #1 Top Producer in Outer Boroughs. **2016, 2017, 2018, 2019**

CO-STAR POWER BROKER AWARD:
2013, 2015, 2016, 2017, 2018, 2019

BISNOW PANELIST
LIC QUEENS ANNUAL
CONFERENCE 2019

COMMERCIAL OBSERVER
PANELIST - BROOKLYN
QUEENS FORUM 2019

PROFESSIONAL AFFILIATIONS



BOARD MEMBER



BOARD MEMBER



“ ...Queens is our stomping ground and we strive to provide our clients the deepest knowledge in the market ”

TEAMPREUSS



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NORTHERN QUEENS



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QUEENS

TEAM LEAD & TERRITORY EXPERT

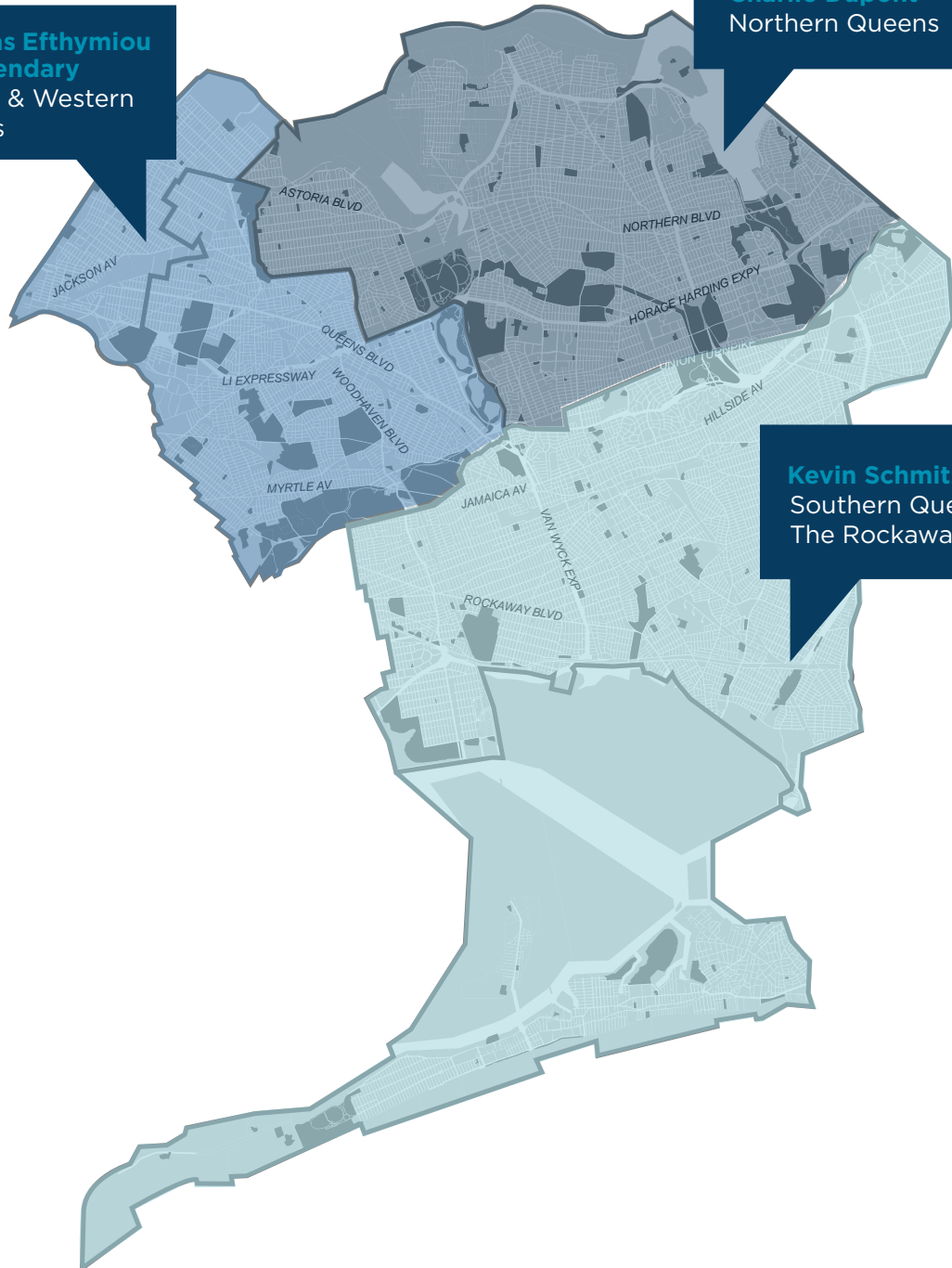
Stephen R. Preuss

Vice Chairman

Andreas Efthymiou
Rani Bendary
Central & Western
Queens

Kevin Louie
Charlie Dupont
Northern Queens

Kevin Schmitz
Southern Queens &
The Rockaways



OPERATIONS & MARKETING



Denise Prevete
Senior Director



1,000+
properties underwritten



\$1.2B+
in real estate transactions

Denise Prevete is a Senior Director in the Capital Markets Group of Cushman & Wakefield, where she works alongside Stephen R. Preuss, Vice Chairman, focusing on investment sales in Queens. Throughout her tenure at Cushman & Wakefield, Denise has valued and underwritten more than 1,000 properties and has been involved in the aggregate sale of over \$1.2 billion in real estate transactions in the New York Metro area.

Denise specializes in the underwriting of various types of commercial investment properties including development, retail, office, and multifamily. She is a member of the Greater Flushing Chamber of Commerce. Denise has a Grand Diploma in Pastry Arts and enjoys staying active and traveling in her spare time.



Stephanie Ng-Lahoti
Graphics Associate

Stephanie Ng-Lahoti is a Graphic Design & Marketing Associate in the Capital Markets Group of Cushman & Wakefield where she works alongside Stephen R. Preuss, Vice Chairman, focusing on investment sales in Queens. Stephanie began her career at Cushman & Wakefield in 2015 specializing in creating marketing content for commercial investment properties including development, retail, office, mixed use and multi-family.

Stephanie earned her Bachelors in Science of Economics with a minor in Graphic Design at CUNY Queens College. She enjoys baking, boxing, golfing, and hiking in her spare time.

NORTHERN QUEENS



Kevin Louie
Director



800+
properties underwritten



\$1B+
in real estate transactions

Kevin Louie joined Cushman & Wakefield in early 2015 as an Associate Director working alongside Vice Chairman Stephen R. Preuss. The Preuss team is exclusively covering Queens. Throughout his tenure at Cushman & Wakefield Kevin has valued and underwritten more than 800 properties and has been involved in the aggregate sale of over \$1 billion in real estate transactions in the New York Metro area. These sales cover a wide array of assets including commercial, development, and multifamily buildings.

Kevin is a member of AREAA (Asian Real Estate Association of America), AREPA (The Asian Real Estate Professional Association), Queens Chamber of Commerce (Co-Chair of the Real Estate Committee) and serves as Vice President for the Greater Flushing Chamber of Commerce where he is also the Chair of the real estate committee. Kevin enjoys all types of outdoor activities including snowboarding, hiking, running marathons and obstacle course races.



Charlie Dupont
Associate



150+
properties underwritten



\$150M+
in real estate transactions

Charlie Dupont is an Associate in the Capital Markets Group of Cushman & Wakefield, working alongside Vice Chairman Stephen R. Preuss and focusing on Investment Sales primarily in Queens. Charlie began his career at Cushman and Wakefield in 2018 specializing in the underwriting and sales of commercial investment properties including development, retail, office, mixed use and multi-family. Throughout his tenure Charlie has been involved in the aggregate sale of over \$150 million in real estate transactions. Charlie earned his Bachelor of Science degree in Finance from Providence College, studying in Barcelona, Spain for one of his semesters. He enjoys golf, travel and the outdoors in his spare time.

CENTRAL & WESTERN QUEENS



Andreas Efthymiou
Director



725+
properties underwritten



\$700M+
in real estate transactions

Andreas Efthymiou joined the firm in 2015 as a Junior Analyst focusing on the Astoria, Long Island City markets. In 2016, Andreas transitioned into a Director working alongside Vice Chairman Stephen R. Preuss and currently covers the Western and Central Queens markets. The Preuss team is exclusively covering the Queens area. Throughout his tenure at Cushman & Wakefield, Andreas has evaluated and underwritten more than 725 properties and has been involved in the aggregate sale of over \$700 million in real estate transactions in the New York Metro area.

These sales cover a wide array of assets including commercial, development, and multifamily buildings. Andreas is part of the Cushman and Wakefield Future Leaders (CWFL), and volunteers at the Leukemia Lymphoma Society, Habitat for Humanity as well as other non-profit organizations. Andreas is trilingual, an avid tennis player, golfer and enjoys the outdoors.



Rani Bendary
Associate



250+
properties underwritten



\$350M+
in real estate transactions

Rani Bendary is an Associate in the Capital Markets Group of Cushman & Wakefield, where he works alongside Vice Chairman Stephen Preuss and focuses on Investment Sales in the Central and Western Queens markets. Throughout his career, Rani has evaluated and underwritten over 250 properties and has been involved in the aggregate sale of over \$350 million in real estate transactions throughout the New York Metropolitan area. Rani began his Investment Real Estate career in 2017, focusing on the emerging South Bronx neighborhoods with Eastern Consolidated. Now working in the Queens market with exposure to several Brooklyn-situated properties, he developed an understanding of the outer boroughs.

Rani is a graduate of Bentley University, where he earned his Bachelor of Science degree in Economics & Finance and his minor in International Business. During his free time, Rani enjoys spending time with his family, attending concerts, and completing his goal of visiting all 50 states before the age of 30.

SOUTHERN QUEENS



Kevin Schmitz
Director



600+
properties underwritten



\$475M+
in real estate transactions

Kevin Schmitz is a Director in the Capital Markets Group of Cushman & Wakefield, where he works alongside Vice Chairman Stephen R. Preuss. Throughout his tenure at Cushman & Wakefield, Kevin has evaluated and underwritten more than 600 properties and has been involved in the aggregate sale of over \$475 million in real estate transactions in the New York Metro area. Kevin began his Real Estate career in 2015 focusing on Northern Queens and Long Island. Since that time he has developed significant knowledge and experience throughout Queens, Brooklyn & Long Island with a strong focus on Southern Queens and particularly the Downtown Jamaica market.

Kevin studied at the University of Delaware where he earned his Bachelor of Science degrees in Economics & Finance and a minor in International Business, studying in Australia & New Zealand for one semester. Kevin lives in Brooklyn and enjoys attending concerts, traveling, running and the outdoors in his free time.

An aerial photograph of a city, likely New York City, showing a dense urban landscape with various buildings, a multi-lane highway with traffic, and a distant skyline. The image is overlaid with several semi-transparent geometric shapes: a large dark blue triangle in the top left, a large light blue triangle in the center, and a smaller light blue triangle in the top right. The text "OUR ACHIEVEMENTS" is written in large, white, sans-serif capital letters across the top left, partially overlapping the dark blue triangle and the city view.

OUR ACHIEVEMENTS



QUEENS SALES ACTIVITY MAP

TEAM**PREUSS** ACTIVITY

SALES

400+ PROPERTIES SOLD
\$4.1 BILLION IN DOLLAR VOLUME

PROPERTY VALUATIONS

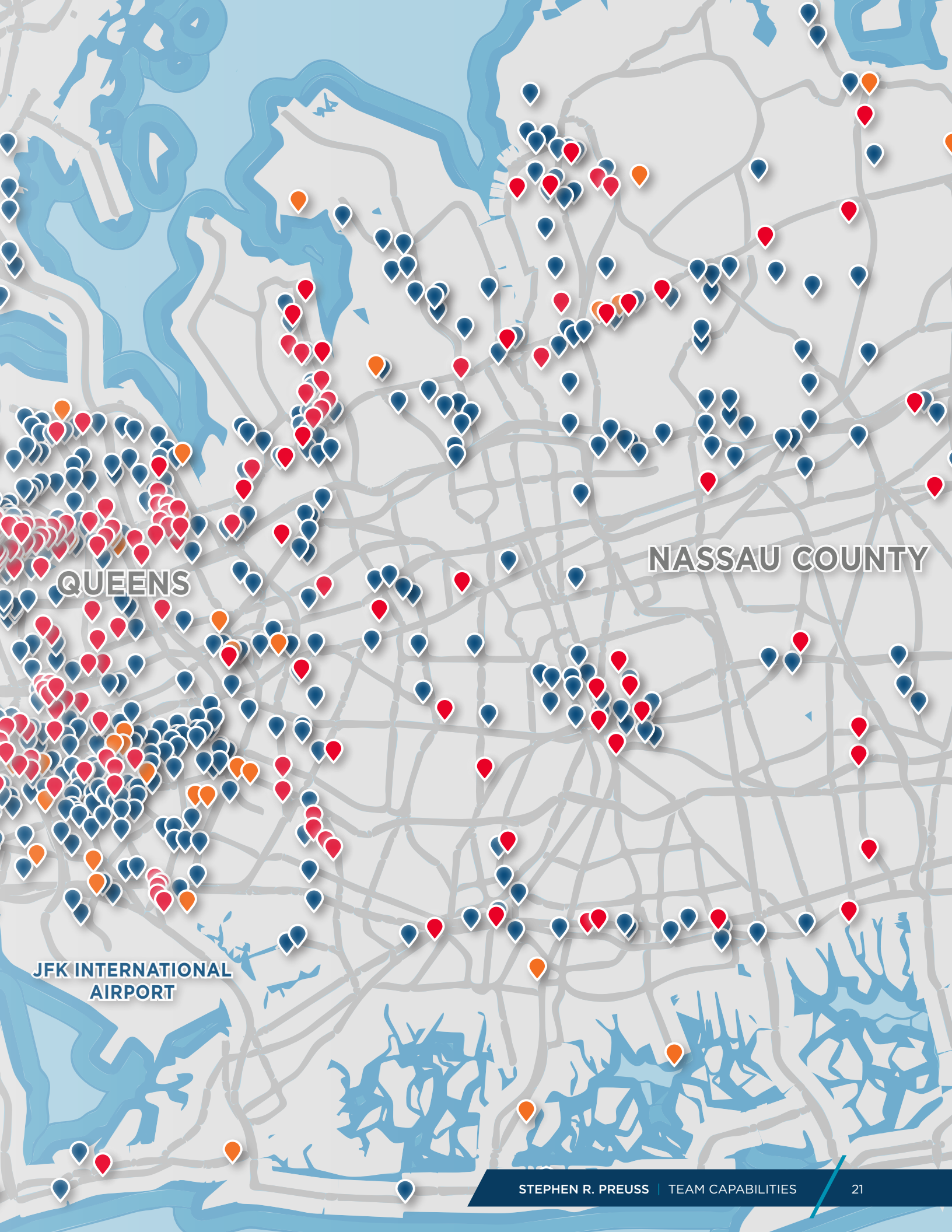
2,500+ PROPERTIES VALUATED
\$17 BILLION IN DOLLAR VOLUME

LISTINGS & UNDER CONTRACT

\$1 BILLION+ IN DOLLAR VOLUME
80+ PROPERTIES

#1 TOP PRODUCER
OUTER BOROUGH
C&W TOP 100
BROKER NATIONWIDE





QUEENS

NASSAU COUNTY

JFK INTERNATIONAL
AIRPORT

NOTABLE SALES

DEVELOPMENT



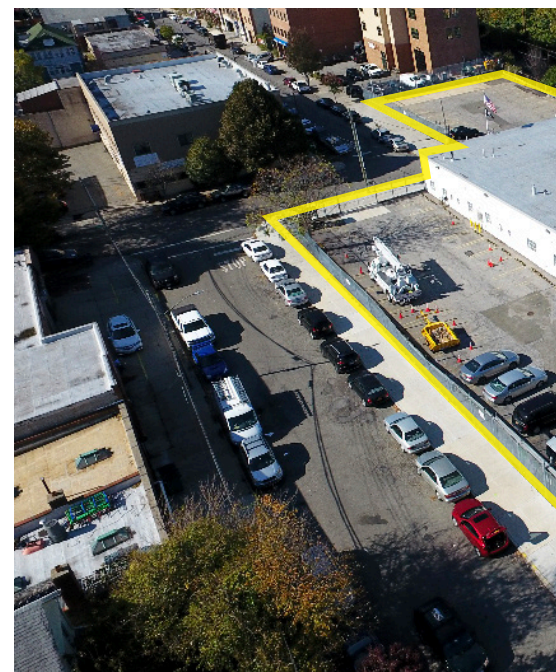
133-25 37TH AVENUE | FLUSHING
\$58,500,000 | \$287 / BSF



34-28 214TH PLACE | BAYSIDE
\$12,250,000 | \$235 / BSF



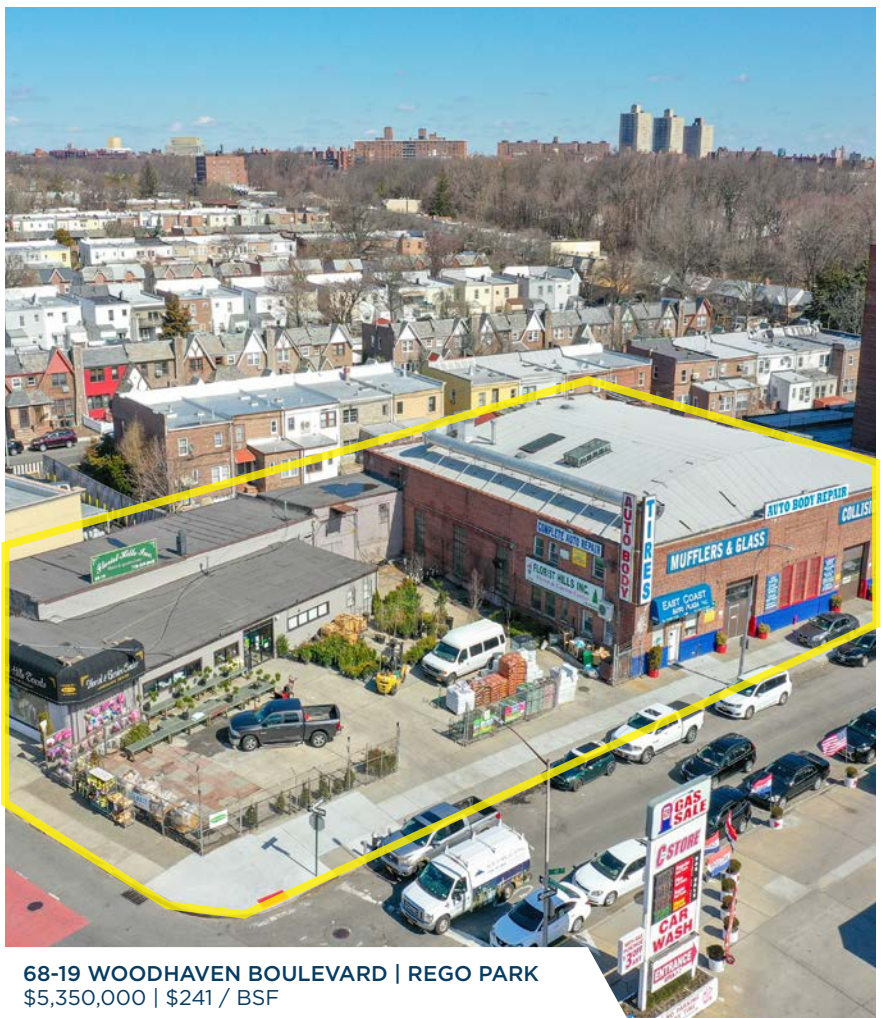
ARCHER TOWERS | DOWNTOWN JAMAICA
\$55,000,000 | \$102 / BSF



21501-21511 42ND AVENUE | BAYSIDE
\$9,700,000 | \$215 / BSF



45-57 DAVIS STREET | LONG ISLAND CITY
\$24,800,000 | \$225 / BSF



68-19 WOODHAVEN BOULEVARD | REGO PARK
\$5,350,000 | \$241 / BSF

NOTABLE SALES

DEVELOPMENT





70-01 QUEENS BOULEVARD | ELMHURST
\$1,850,000 | \$170 / BSF



37-55 61ST STREET | WOODSIDE
\$3,230,000 | \$250 / BSF

NOTABLE SALES

RETAIL



42-31 BELL BOULEVARD | BAYSIDE
\$13,500,000 | \$1,338 / SF



31-79 STEINWAY STREET | ASTORIA
\$2,035,000 | \$904 / SF



124-07 LIBERTY AVENUE | OZONE PARK
\$1,850,000 | \$784 / SF 5.9% CAP RATE



71-34 AUSTIN STREET | FOREST HILLS
\$3,845,000 | \$1,226 / SF 4.8% CAP RATE

OFFICE & INDUSTRIAL



MULTIFAMILY



SPECIALTY USE



132-10 JAMAICA AVENUE | JAMAICA
\$5,000,000 | \$405 / SF 5.2% CAP RATE



CLAUDIO'S | GREENPORT, LONG ISLAND
\$14,000,000 | WATERFRONT RESTAURANT



81-30 BAXTER AVENUE | ELMHURST
\$4,450,000 | REPOSITIONING OPPORTUNITY

MARKETING STRATEGY





The goal of our marketing strategy is to sell property at the highest possible price. The client may have other objectives that need to be addressed as well, such as a short time frame, concerns about tenancy or mortgage encumbrances, or buyer financing constraints. These are taken into consideration before launching a customized, strategic marketing campaign for each property.

A FIVE PHASE STRATEGY

Cushman & Wakefield's (C&W) comprehensive, time-proven marketing program consists of five main components. Each component serves as a phase throughout the marketing process; we believe they combine to create the most efficient and effective marketing program delivering maximum results and value to every client.

PHASE I The benefits of a particular property must be expressed and conveyed in a clear and concise manner in order to generate interest from potential buyers. Cushman & Wakefield communicates these benefits through a variety of media, all of which take advantage of top-notch quality and design.

- Property Setup Flyers
- Comprehensive Offering Memoranda or Marketing Books
- Social Media
- Web Listings
- Postcards and Other Direct Mail
- Email Blasts
- Outdoor Signs

PHASE II MAXIMIZE THE PROPERTY'S EXPOSURE

When the marketing materials have been generated, the next phase involves delivering these materials to the widest target audience possible. Our goal is to put the property in front of the largest audience possible. We identify all potential external sales leads including investors, brokers and local property owners, and additionally utilize our internal C&W database which includes a continuously updated investor list populated by our fellow brokers - a unique concept to the industry.

PHASE III MAXIMIZE THE SALE PRICE

After qualifying the bidding parties, our next step is to maximize the sale price through a **Competitive Bidding Process**. Our approach is to focus on the top offers and create competition between these prospects while also engaging the other bidders. Our goal is to create an atmosphere which motivates these bidders to increase their offer higher than originally planned in order to purchase the property. As a result of this process, C&W will identify the perfect buyer at the highest and best price.

PHASE IV FOLLOW A TIMELINE

Throughout the sales process, C&W makes sure to establish and manage an effective timeline. This timeline is customized for each client's needs accustomed to their needs and time constraints. For a typical listing, generally a buyer can be identified in about 12 weeks. Our program is unique because it is implemented in a thorough and methodical fashion and has been proven to achieve the highest possible price for our clients.

PHASE V ENSURE ACCOUNTABILITY & ACCESSIBILITY

One of the strengths of the Cushman & Wakefield marketing program is that our clients are always fully aware of our progress and are able to contact his or her sales broker at any time. Phase V occurs throughout the transaction process and calls for written weekly reports to the client. These reports provide the client with essential direct market feedback. Each report details the level of interest in the property with detail of specific buyers' positive or negative feedback. We provide who has toured the property and what offers we have received thus far. Although all offers are submitted to the client immediately upon receipt, the reports provide a summary and detailed feedback as well as investor background. Phase V ensures that the client can always access his or her sales broker, who provides the client with his or her direct contact information. Clients should never hesitate to contact the sales broker with any questions or concerns.

SALESTIMELINE

PART I

ASSEMBLE TEAM

- Identify and assign responsibilities
- Determine inside or outside transaction counsel (if needed)
- Address any legal, business, tax, and financial issues

PART III

PRE-MARKETING

- Prepare quality marketing materials
- Facilitate photography, engage third party professionals
- Seller review/approval of materials, signage
- Prep all marketing outlets including web, social media, and press

PART V

NEGOTIATION

- Receive first round of bids and review viability; create competitive bidding war
- Conduct second and third round call for bids; propose bid deadline, if necessary
- Address any outstanding issues and establish winning bidder
- Send transaction memorandum to attorneys and finalize approvals with Seller

PART II

PROPERTY DUE DILIGENCE

- Circulate due diligence request list
- Review due diligence items specified to the property type (i.e. zoning study, survey, environmental report, lease abstract)
- Prepare lease abstracts, if needed
- Review any third party reports (if available)

PART IV

MARKETING

- Distribute to local owners and investors, brokerage community, and internal investor list
- Establish an online presence
- Conduct property tours
- Prepare regular progress reports

PART VI

CONTRACT & CLOSING

- Facilitate due diligence process, if any
- Coordinate closing process

MAXIMUM EXPOSURE

A DETAILED PERSPECTIVE INTO OUR MARKETING MATERIALS

The benefits of a particular property must be expressed and conveyed in a clear and concise manner in order to generate interest from potential buyers. Cushman & Wakefield communicates these benefits through a variety of media, all of which take advantage of top-notch quality and design, tailored to each property.

PRELIMINARY FLYERS OR SET-UPS

Give a basic overview of the offering to prompt interested buyers to ask for more information.

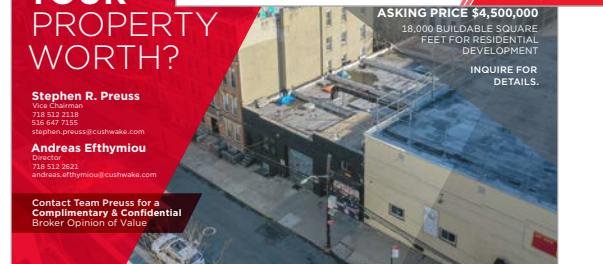
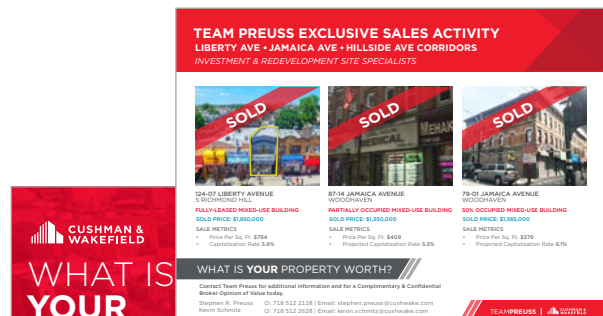
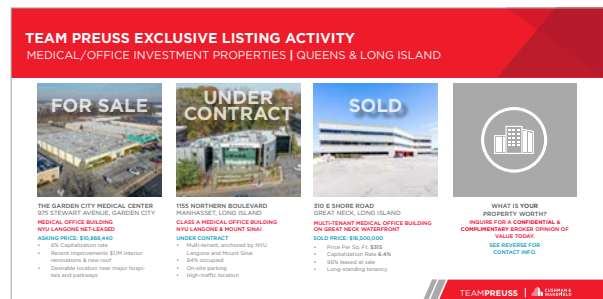
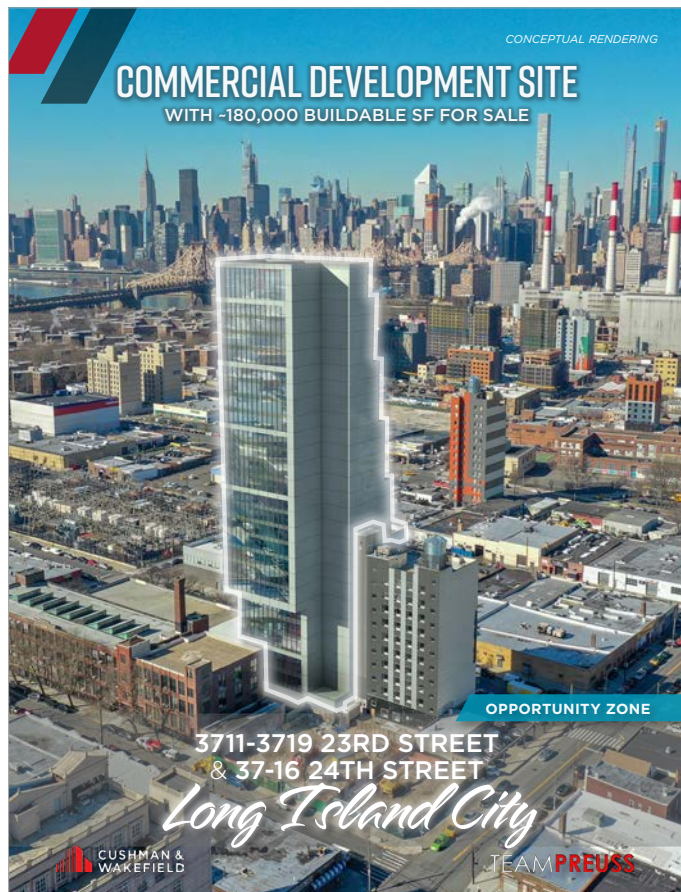
OFFERING MEMORANDA

Used to send detailed information on the property to interested parties. A marketing book provides an in-depth look into the properties attributes and structure. The book can include photographs, neighborhood descriptions, zoning definitions, financial analysis, due diligence and any other information pertinent to a prospective buyer. The comprehensive nature of these books is an effective way of avoiding renegotiation later in the sales process.

WEB LISTINGS

A unique web listing is generated on nyinvestmentsales.com, our award winning website that receives about 400,000 page views per month. The listing is then exported to more than a half dozen partner sites such as CoStar, LoopNet and CREXi.

POSTCARDS & OTHER DIRECT MAIL All Cushman & Wakefield postcards and direct mail pieces are created by professional designers. Additionally, all pieces are printed on quality, glossy paper stock, in order to properly introduce and showcase these real estate assets to the market.



SAMPLE LISTS

| | |
|-----------------------|-----------------------|
| Territory Owners | 4,500 Property Owners |
| Active Buyers | 40,000 Buyers |
| Cooperating Brokers | 9,500 Brokers |
| TOTAL EXPOSURE | 54,000 NAMES |

WEBSITE

CUSHMANWAKEFIELD.COM
NYINVESTMENTSALES.COM

Investment Sales page receives approximately 400,000 page views per month, accessed in 175 countries

51-02 ROOSEVELT AVE

Corner Development Site with 300'+ of Frontage

PROPERTY OVERVIEW

[INQUIRE FOR PRICING GUIDANCE](#)

PROPERTY DESCRIPTION

Cushman & Wakefield has been exclusively retained to arrange for the sale of 51-02 Roosevelt Avenue, Woodside. The property is a ~125,000 BSF development site along "The Healthiest and Most Stable Retail Corridor in NYC", according to the Department of City Planning's 2019 report.

51-02 Roosevelt Avenue features a 26,000 SF lot with over 300' of frontage and is located one block from the intersection of Roosevelt and Queens Boulevard, with an average daily traffic count of 50,000+ vehicles. Furthermore, the 52nd Street-Lincoln Avenue Entrance/Exit is located directly in front of the property.

51-02 Roosevelt Avenue is accessible via the B32, Q60, and Q104 bus lines and is in direct proximity to Broadway, Northern Boulevard, the Brooklyn-Queens Expressway and Long Island Expressway.

This is a rare opportunity to acquire one of the last large corner development sites in a neighborhood with the statistically strongest retail that still has untapped potential.

For further information, please contact the Exclusive Brokers.

PROPERTY INFORMATION

ADDRESS:
51-02 Roosevelt Avenue,
Sunnyside, NY 11377

LOCATION:
Southeast corner of
Roosevelt Avenue and
51st Street

BLOCK / LOT:
1320 / 12

LOT DIMENSIONS:
225' x 225' (Ir. Approx.)

GROSS LOT SF:
25,956 (Approx.)

ZONING INFORMATION

ZONING:
R6, C2-3

AIRS PROGRAM FAR:
3.9 FAR

RESIDENTIAL FAR:
2.43

COMMERCIAL FAR:
2.0

COMMUNITY FACILITY FAR:
4.80

MAXIMUM BSF:
~124,589

TAX INFORMATION

ASSESSMENT (19/20):
\$445,230

TAXES (19/20):
\$46,914

TAX MAP

Bayside Waterfront Development Opportunity
2,800 SF | BAYSIDE, NY

[Flyer](#) [Submit LOI](#)

Listing Contacts

Stephen Preuss
License: NY 10301208878
Phone Number: Call
[Contact](#) | [View my profile](#)

Active

Asking Price: **\$8,100,000**
[Learn more](#)

Property **Due Diligence** **My Notes**

Address

217-14 24th Avenue, Bayside, NY 11360 [Show on Map](#)

Listing Added: 02/20/2020
Listing Updated: 02/20/2020

Details

| | | | |
|------------------|------------------|----------------|-------|
| Property Type | Development Site | Square Footage | 2,800 |
| Price/Sq Ft | \$2,892.86 | Zoning | R1-2 |
| Lot Size (sq ft) | 64,810 | | |

Marketing Description

The Bayside Waterfront Development (217-14 24th Avenue) is an ideal opportunity for redevelopment in a high barrier to entry market. The property is zoned R1-2 which allows for low density residential development or community facility development. The site is a great location for new construction residential as it sits in Bay Terrace which is a highly demanded location for single-family homes as well as for community facility development including schools, medical, assisted living, among other uses.

The property is an assemblage of two lots grossing ~64,810 square feet, or just under 1.5 acres. The current zoning allows for up to ~32,405 buildable square feet for residential development, and up to ~64,810 for community facility development. Currently there is a tenant in place paying carrying costs through October of 2021.

All property inspections are by appointment only. Please inquire with Exclusive Brokers for additional information.

Investment Highlights

C&W SUPPORT





5
-R
DR
CANDY

DRUGS
S R
COSMETICS
DRUGS-SODA-CIGARS
JAMAICA
CURATIVE DRUGS
SODA-LUNCHEON
165 ft

H. L. GROSS & BRO.
Jewelers
EST. 1910

BO
CLOTH

GARY COOPER-LIVE
STORY "DR. WA
GAMBLER'S CL

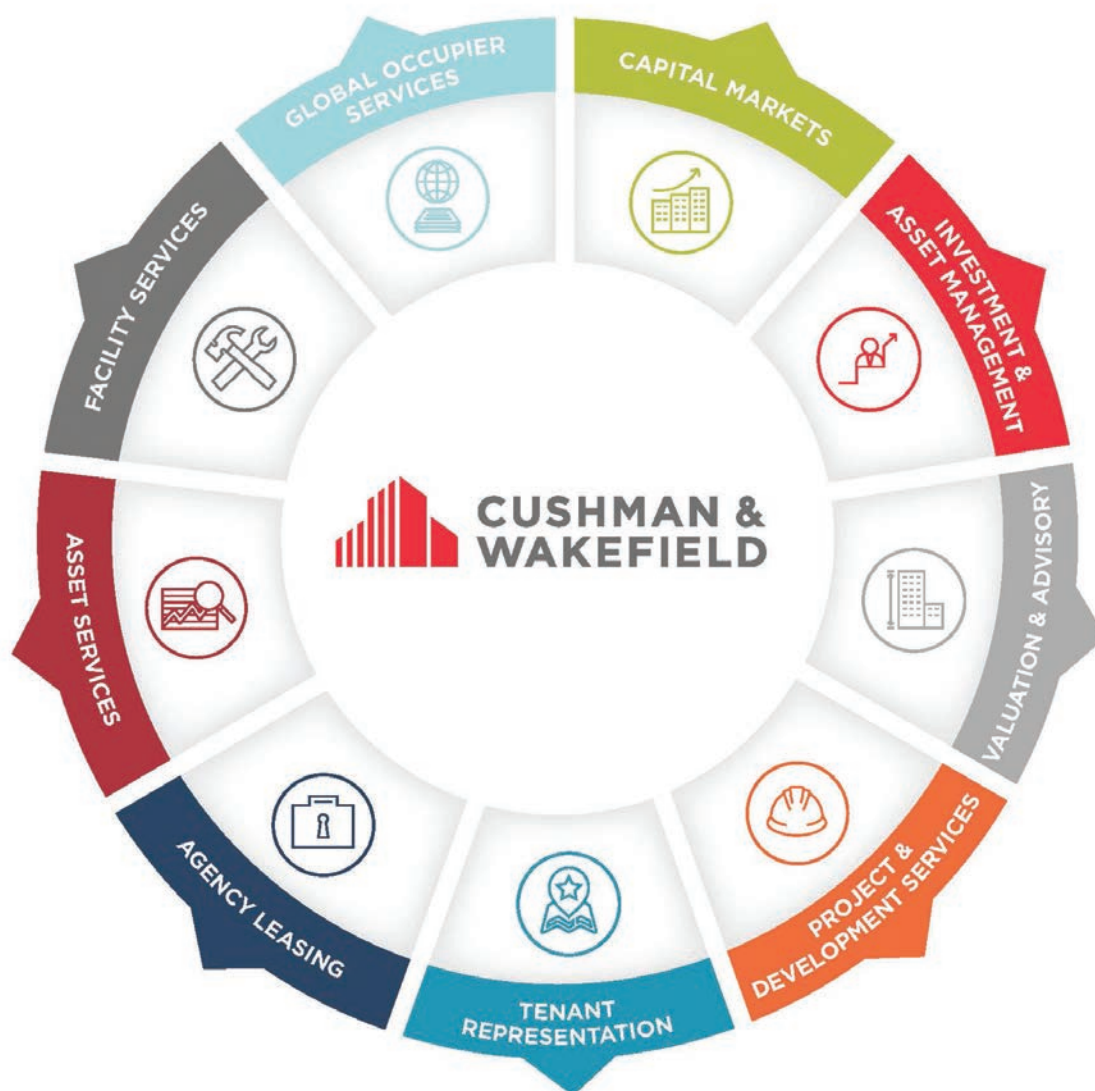
LONDON
HOTEL



INTEGRATED APPROACH

Our goal is to provide the best results for our clients. Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of tenants, landlords, and investors throughout every stage of the real estate acquisition, financing, or sales process. Whether you are an investor, developer, corporate user or owner, a global company or a small business, Cushman & Wakefield will provide solutions that fit your strategic, operational, and financial goals and help convert fixed assets into dynamic ones.

SERVICE LINES



TRISTATE OVERVIEW

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live.

Cushman & Wakefield has been transforming the commercial real estate landscape in the New York Tri-State Region and beyond since 1917. Today, with 13 offices across New York, New Jersey, and Connecticut, as a result of our commitment to excellence and putting ideas into action for our clients, we represent some of the most prestigious brands in the region, including **Pfizer, Brookfield Properties, Citibank, Verizon, Capital One, and Nike in New York; Gartner Group, Western Connecticut Health Network, and Unilever in Connecticut;** and **Rockefeller Group, Mack-Cali Realty Corporation, Prologis, LG Electronics and Summit Medical Group in New Jersey.**

BY THE NUMBERS



175
PROJECTS
MANAGED



13
OFFICES



72 Million
SF MANAGED



1,300
EMPLOYEES



5,000
PROPERTIES
APPRAISED



450
BROKERS

*Based on 2016 statistics.

GLOBAL PRESENCE MAP

LOCAL MARKET KNOWLEDGE. GLOBAL REACH.

An expanded geographic reach, and greater diversity of perspective offers more creative solutions. Expect fresh ideas executed across a seamless global platform.



250+ Offices
in **66** Countries

A

Argentina
Australia
Austria

B

Bahrain
Belgium
Botswana
Brazil
Bulgaria

C

Canada
Channel Islands
Chile
China
(including Hong Kong)
Colombia
Costa Rica
Croatia
Czech Republic

D

Democratic Republic of Congo
Denmark

E

Estonia

F

Finland
France

G

Georgia
Germany
Ghana
Greece

H

Hungary

I

India
Indonesia
Israel
Italy

J

Japan

K

Kazakhstan
Kenya

L

Latvia
Lesotho
Lithuania
Luxembourg

M

Macedonia
Malaysia
Mexico

N

Namibia
Netherlands
New Zealand
Nigeria
Northern Ireland
Norway

P

Pakistan
Peru
Philippines
Poland
Portugal

Q

Qatar

R

Republic of Ireland
Republic of Korea
Romania
Russia

S

Saudi Arabia
Singapore
Slovakia
South Africa
Spain
Swaziland
Sweden
Switzerland

T

Thailand
Turkey

U

Ukraine
United Arab Emirates
United Kingdom
United States

V

Vietnam

Z

Zambia
Zimbabwe

CUSHMAN & WAKEFIELD SERVICES

Agency Leasing

- Strategic Asset Analysis
- Comprehensive Property Positioning
- Broker Relationship Campaigns
- Prospective Tenant Analysis And Canvassing Programs
- Letter Of Intent And Lease Negotiation
- Regular Client Reporting
- Coordination Of Additional Real Estate Services

Asset Services

- Engineering And Maintenance
- Accounting And Financial Reporting
- Contract And Vendor Maintenance
- Lease Compliance And Administration
- Property Management
- Construction Management
- Due Diligence
- Strategic Account Management
- Sustainability

Capital Markets

- Investment Sales
- Equity, Debt, And Structured Finance
- Corporate Finance And Investment Banking

Facility Services

- Janitorial
- Maintenance
- Critical Environments
- Landscaping
- Office Services

Global Occupier Services

- Strategic Consulting
- Portfolio Administration
- Transaction Management
- Project And Development Services
- Integrated Facilities Management

Investment & Asset Management

- Segregated Portfolio Management
- Asset Management
- Fund Creation And Management
- Indirect Investing
- Fund Investment Strategy
- Direct And Indirect Exposure On Both A Debt And Equity Basis

Project & Development Services

- Program, Project, And Construction Management
- Development Services And Master Planning
- Advisory
- Procurement And Bid Management
- Schedule And Budget Management
- Cost Consultancy And Value Engineering
- Space And Occupancy Planning
- Move Management
- Sustainability
- Workplace Consultancy

Tenant Representation

- Strategic Consulting
- Occupancy Workplace Strategy
- Acquisitions, Dispositions, And Built-To-Suits
- Market, Demographic, And Labor Analysis
- Lease Restructuring; Subleasing Services
- Lease Auditing

Valuation & Advisory

- Appraisal Management
- Diligence Advisory
- Dispute Analysis And Litigation Support
- Financial Reporting
- Property Tax Services
- Valuation/Portfolio Valuation





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