NYC MULTIFAMILY SALES REPORT

Q1 2018







Peter Von Der Ahe Marcus & Millichap 212.430.5114

INTRODUCTION

Dear Friends and Investors.

I hear this question every single week: Where should I price my property and why? We often hear brokers dispense conflicting, and even bad advice on this topic. At the core, a seller needs to be operating with confidence and strength when making these choices, and it is the broker's job to guide them down the correct path. Without an intelligent strategy due to uncertain brokers or uninformed sellers, fear drives the decision. This often leads to choosing the wrong asking price, and money is left off the table.

The goal of any marketing plan is to create a competitive bidding environment which results in the highest sales price and best terms. The misuse of the asking price often does the opposite. It deters buyers by sending a message that this opportunity is a waste of time and unworthy of attention and money. The asking price is one of many tools available to market and sell at the highest price. What's confusing is this tool is used differently depending on the phase of the market. There are exceptions to every situation, but in general:

In a rising market, increase the asking price by 10%+ over today's price. During the marketing period, prices will rise, and aggressive buyers will stretch. In a flat or uncertain market, set the price very close to current market trading prices. In these environments, buyers are uncertain and prone to move very slowly; you want to get their attention and invite competition. In a declining market, you should underprice the current market price. In essence, you are trying to price below the market to prevent future losses. You want to achieve a bidding war, not chase prices down.

I often see brokers suggest that sellers go to market with no asking price. This strategy is one that should be used only in specific and rare instances. An unpriced property deters buyers from looking at the opportunity, effectively reducing the size of the pool of buyers and negatively impacting the selling price. An unpriced property always has a "whisper price" which you can get from calling the broker. So there is an asking price, but you have to work harder to get it. There are two scenarios when you should go "unpriced". The first is when you are truly selling a "one of a kind" asset that has a significant pride of ownership component, and the second is when there is an unknown circumstance with a value implication that depends on who is buying.

Sometimes the marketing process needs rules, and a bid deadline can be helpful. However, having a bid deadline is a game that is best played with institutional buyers. Having a deadline focuses buyers on the goal at hand. If you can't draw a crowd or your buyers are private individuals, a bid deadline will work against you. Private buyers don't want to wait that long to see if they can buy the property. Here are times when bid deadlines work best: Cleaning up an unorganized marketing process; when you need to grab attention; and always when marketing an "unpriced" property.

On occasion, during the marketing process a property's asking price is too high and will need to be reduced. Determining the right price should be fairly easy at this point, and if the problem was truly the price, then reducing it will increase activity around the property. The real question is when to advertise the price reduction. Remember, the point of an asking price is to help to create an active bidding environment. Many sellers become concerned about looking weak or desperate to sell, when in fact, often the opposite occurs with a price reduction. However, if it's early in the marketing process (first 45 days) it's better not to advertise the price reduction. New-to-market buyers will not see the property as old and stale, but as being priced right and worth their time.

Many cultures around the world have different negotiating styles, and we see all of them in NYC. Having a broker who understands the nuances of these different styles will be invaluable when bringing a deal to the closing table. However, in every case, good competition beats negotiating theatrics.

Understanding the market, knowing your property and your audience, having a strong marketing plan, and pricing the asset correctly positions you for success. This way, you can feel confident that you've left nothing on the table.

Best Regards,

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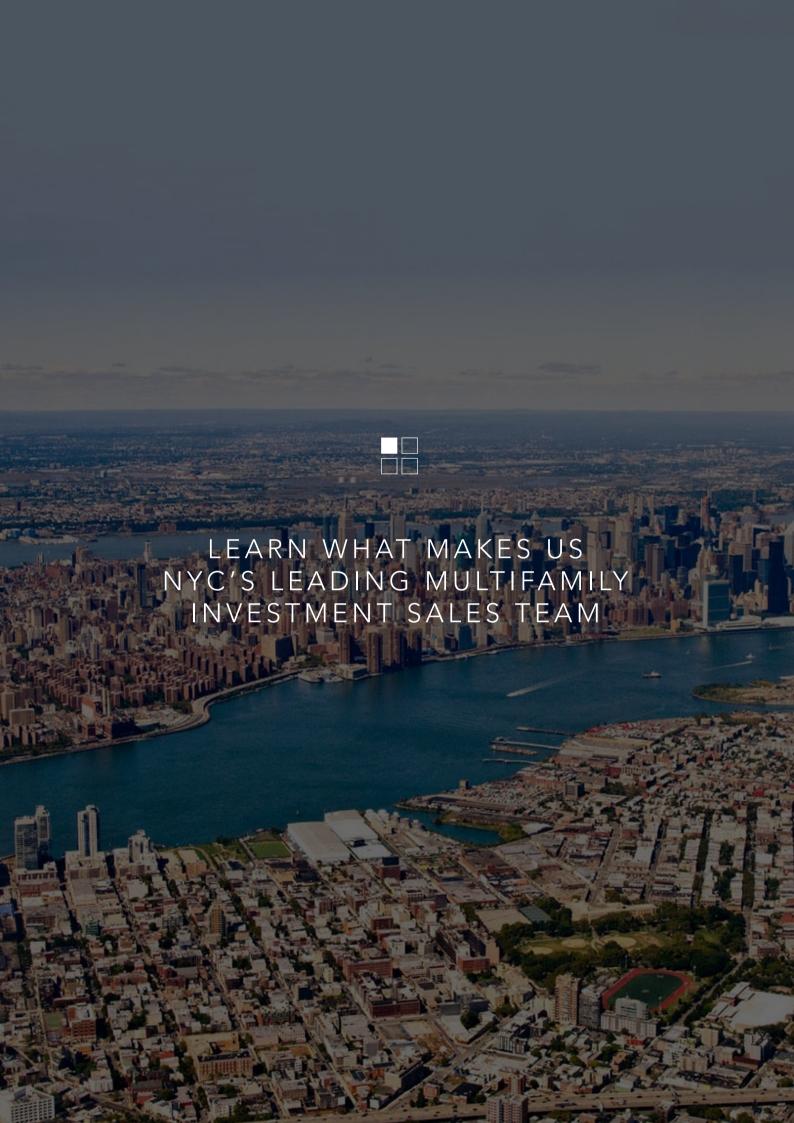
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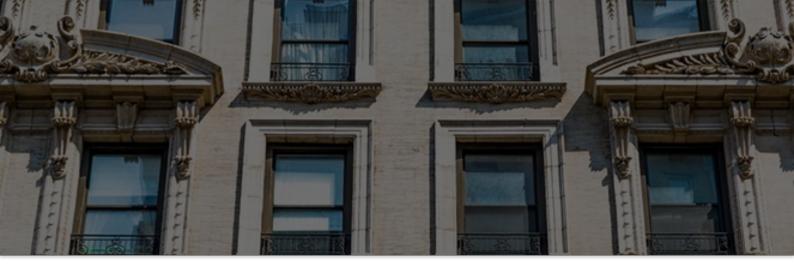
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SECTION I	
WHY NYM?	
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WHY NYM?

Our specialized focus in NYC mid-market multifamily real estate, backed by the power and resources of Marcus & Millichap uniquely positions us to create optimal opportunities for both private capital and institutional investments.



NICHE EXPERTISE

We specialize only in multifamily properties, only in New York City, customizing our strategy around you.



MIDDLE MARKET

Backed by the nation's largest private client brokerage, we bridge the gap between private and institutional capital.



CREATING OPPORTUNITIES

We are positioned to source exclusive opportunities for our clients–sellers frequently become buyers with NYM.



BROKERAGE AS A VERB

We don't simply market properties—we aggressively sell them in pursuit of the best outcomes for clients.







LEADERSHIP

The number one multifamily investment sales team in New York City.





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NYM PERFORMANCE

Our specialized expertise, network, and team of superstars make for sales that are impressive, and always increasing.

Our 24-month track record speaks for itself.







TRANSACTION KEY

We research and understand the metrics on every sale in the marketplace. In certain cases, the current Cap Rate or Gross Rent Multiplier (GRM) will indicate a value that is inconsistent with the actual transaction. Therefore, for sales with special circumstances, we have created the below key to provide further clarity into the sale. For specific information on any transaction, feel free to contact us at 212.430.5114.

DELIVERED VACANT

The property was either delivered vacant, sold on the basis of being vacant, or subsequently vacated. As a result, operating income and expense metrics are not relevant.

SOLD TO END USER

The property was purchased with the buyer intending to occupy all or part of the residential or commercial (if applicable) portion of the property for their own use. Typically, user value reflects a premium over investor value.

REDEVELOPMENT

The property was purchased with the assumption that all or a substantial portion of the property will be redeveloped, (e.g. conversion to condo). Therefore, the relevant operating metrics are not current operations, but are based on projections of potential future income and expenses.

REPOSITIONED

The property was purchased with the buyer intending to transition the commercial space, (e.g. release to new tenant), substantially increase rents, or combine/separate the existing space(s). Therefore, the relevant operating metrics are unavailable.

ESTATE SALES

The disposition of the property was supervised by an Executor or Administrator and not by the former owner. Estate sales can be affected by timing issues like taxes due or lacking someone to operate the property. The values achieved in an estate sale often reflect a transaction in which the decision maker may or may not have directly benefitted from the outcome.

The property was sold as a result of financial pressures from creditors—usually foreclosure or preforeclosure. Typically these pressures limit the seller's ability to achieve fair market value.





SECTION II

MANHATTAN ANALYSIS

This section is divided into several markets, featuring Manhattan multifamily sales from Q1 of 2018 valued over \$1,000,000.





NYC MARKET INDICATORS

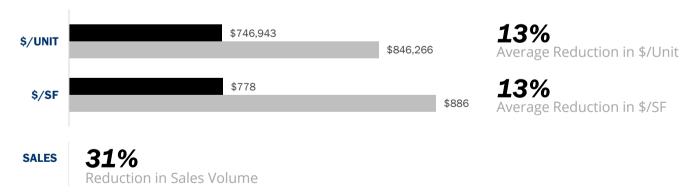
All NYC Multifamily Sales

12-Month Comparison

SALES	29% Reduction in Sales Volume
\$/SF	2% Average Reduction in Price Per Square Foot
GRM	7% Average Reduction in Gross Rent Multiplier

25 Million+ Multifamily Sales

- Last 12 Months
- Previous 12 Months







LARGEST MANHATTAN SALES

With a commitment to integrity, we operate with our ears to the ground.



990 Avenue Of The Americas

January 2018 | \$316,000,000 339 Units \$818 Price/SF



122 West 97th Street

March 2018 | \$287,000,000 427 Units \$570 Price/SF



420 East 80th Street

March 2018 | \$85,000,000 157 Units \$619 Price/SF



838 West End Avenue

January 2018 | \$65,000,000 68 Units \$596 Price/SF

^{*}Includes only single asset transactions





Downtown

PROPERTY	DATE	PRICE	UNITS	CAPRATE	GRM	SF	\$/SF
68 - 74 Thompson Street	Jan-18	\$62,000,000	41	4.60%	16.70	35,751	\$1,734
65 Franklin Street	Feb-18	\$46,000,000	10	Redevelopment		64,430	\$714
155-157 Attorney Street	Mar-18	\$37,400,000	37	Finished Product		31,455	\$1,189
13 Prince Street	Mar-18	\$23,500,000	23	Value Add		12,528	\$1,876
5 Mercer Street	Feb-18	\$21,000,000	11	3.00%	21.00	21,310	\$985
138 Ludlow Street	Jan-18	\$18,900,000	29	Value Add		18,180	\$1,040
102 Mott Street	Jan-18	\$14,700,000	26	1.60%	22.00	19,750	\$744
168 Suffolk Street	Mar-18	\$12,820,000	10	Finished Product		7,994	\$1,604
175 Ludlow Street	Feb-18	\$10,000,000	17	3.99%	15.42	8,000	\$1,250
174 Hester Street	Mar-18	\$8,550,000	20	3.50%	18.00	11,300	\$757
215 East Broadway	Feb-18	\$7,000,000	11	5.00%		8,524	\$821
17 Ann Street	Jan-18	\$5,800,000	6	3.30%	24.00	5,520	\$1,051
51 Orchard Street	Jan-18	\$5,300,000	15	Value Add		9,478	\$559



68 - 74 Thompson Street



65 Franklin Street



155-157 Attorney Street



13 Prince Street



5 Mercer Street



138 Ludlow Street



102 Mott Street



168 Suffolk Street



175 Ludlow Street



174 Hester Street

For further details:

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Noah Kossoff

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Midtown East & East Village

PROPERTY	DATE	PRICE	UNITS	CAPRATE	GRM	SF	\$/SF
332 East 9th Street	Feb-18	\$9,600,000	22	Value Add		9,546	\$1,006
251 East 10th Street	Feb-18	\$8,000,000	10	4.00%	20.00	9,015	\$887
64 Second Avenue	Feb-18	\$6,950,000	5	Delivered Vacant		6,004	\$1,158
217 East 3rd Street	Feb-18	\$5,100,000	5	Value Add		6,560	\$777
15 Avenue A	Jan-18	\$4,300,000	4	3.48%	20.50	5,400	\$796
157-161 East 28th Street	Jan-18	\$17,000,000	9	Redevelopment		10,022	\$457
118 East 18th Street	Feb-18	\$9,618,000	8	3.07%	23.00	7,370	\$1,305
118 East 19th Street	Jan-18	\$7,164,000	9	3.50%	18.00	6,750	\$1,061
337 East 54th Street	Jan-18	\$3,900,000	7	2.30%	21.00	5,215	\$748



332 East 9th Street



251 East 10th Street



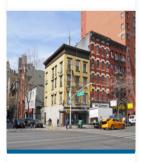
64 Second Avenue



217 East 3rd Street



15 Avenue A



157-161 East 28th Street



118 East 18th Street



118 East 19th Street



337 East 54th Street

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Midtown West

PROPERTY	DATE	PRICE	UNITS	CAP RATE GRM		SF	\$/SF
990 Ave Of The Americas	Jan-18	\$316,000,000	339	Repositioned		386,382	\$818
19-21 West 55th Street	Jan-18	\$50,000,000	24	Repositioned		31,700	\$1,577
151-153 Eighth Avenue	Mar-18	\$18,350,000	18	3.54%	18.16	14,375	\$1,277
459 West 43rd Street	Jan-18	\$11,200,000	13	4.38%	17.57	9,550	\$1,173
771 Ninth Avenue and 406							
West 52nd Street	Feb-18	\$9,750,000	9	Delivered Vacan	t	14,640	\$463



990 Avenue Of The Americas



19-21 West 55th Street



151-153 Eighth Avenue



459 West 43rd Street



771 Ninth Avenue and 406 West 52nd Street

For further details:

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MANHATTAN Upper East Side

PROPERTY	DATE	PRICE	UNITS	CAP RATE	GRM	SF	\$/SF
420 East 80th Street	Mar-18	\$85,000,000	157	3.18%	15.28	137,238	\$619
766 Madison Avenue	Jan-18	\$37,000,000	6	Repositioned		6,024	\$6,142
1637 First Avenue	Mar-18	\$16,000,000	16	Redevelopment		6,300	\$2,540
402 East 83rd Street	Jan-18	\$13,250,000	27	3.40%	20.00	16,388	\$809
210 East 95th Street	Jan-18	\$12,150,000	15	4.95%	16.00	12,000	\$1,013
1485 First Avenue	Jan-18	\$11,100,000	20	3.80%	14.69	15,590	\$712
350 East 91st Street	Feb-18	\$9,075,000	20	N/A	15.00	9,760	\$930
223 East 89th Street	Mar-18	\$8,100,000	20	3.00%		10,465	\$774
1694 Second Avenue	Mar-18	\$7,450,000	9	3.20%	22.00	7,500	\$993



420 East 80th Street



766 Madison Avenue



1637 First Avenue



402 East 83rd Street



210 East 95th Street



1485 First Avenue



350 East 91st Street



223 East 89th Street



1694 Second Avenue

For further details:

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MANHATTAN Upper West Side

PROPERTY	DATE	PRICE	UNITS	CAP RATE	GRM	SF	\$/SF
122 West 97th Street	Mar-18	\$287,000,000	427	3.50%	19.00	503,511	\$570
210 - 230 West 107th St	Mar-18	\$97,000,000	179	4.10%	15.91	153,786	\$631
838 West End Avenue	Jan-18	\$65,000,000	68	Value Add		108,977	\$596
200 Manhattan Avenue	Jan-18	\$59,210,526	181	Value Add		112,493	\$526
204 West 108th Street	Mar-18	\$32,500,000	48	4.90%		42,186	\$770
14-16 West 107th Street	Jan-18	\$27,600,000	89	Value Add		100,018	\$276
203 West 107th Street	Mar-18	\$18,950,000	28	Value Add		34,514	\$549
410 West End Avenue	Feb-18	\$18,300,000	42	2.80%	20.00	20,972	\$873
964 Amsterdam Avenue	Jan-18	\$12,076,000	26	3.90%	17.00	21,072	\$573
42 West 94th Street	Jan-18	\$4,350,000	8	2.52%	24.00	3,898	\$1,116
944 Columbus Avenue	Jan-18	\$4,200,000	12	2.66%	21.82	8,285	\$507



122 West 97th Street



210-230 West 107th St



838 West End Avenue



200 Manhattan Avenue



204 West 108th Street



14-16 West 107 Street



203 West 107th Street



410 West End Avenue



964 Amsterdam Avenue



42 West 94th Street

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Harlem, Washington Heights, and Inwood

PROPERTY	DATE	PRICE	UNITS	CAPRATE	GRM	SF
1680 Madison Avenue	Jan-18	\$43,000,000	135	Value Add		130,000
3501 - 3059 Broadway	Jan-18	\$26,000,000	47	2.60%	21.70	62,095
415 West 120th Street	Feb-18	\$20,300,000	50	Redevelopment		32,295
West Bridge Portfolio	Mar-18	\$16,850,000	110	3.65%	15.01	96,309
238 East 106th Street	Mar-18	\$14,250,000	29	4.80%	15.00	20,184
148 East 98th Street	Feb-18	\$7,050,000	12	3.40%	18.90	9,900
9 Post Avenue	Jan-18	\$10,600,000	48	Value Add		42,064
28 Ellwood Street	Feb-18	\$10,125,000	52	4.00%	13.00	43,248
650 West 173rd Street	Feb-18	\$8,400,000	30	3.20%	18.30	25,400
514 West 169th Street	Jan-18	\$2,500,000	10	4.20%	15.40	8,215



1680 Madison Avenue



3501 - 3059 Broadway



415 West 120th Street



West Bridge Portfolio



238 East 106th Street



148 East 98th Street



9 Post Avenue



28 Ellwood Street



650 West 173rd Street



514 West 169th Street

For further details: Jacob Kahn

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SECTION II

BROOKLYN ANALYSIS

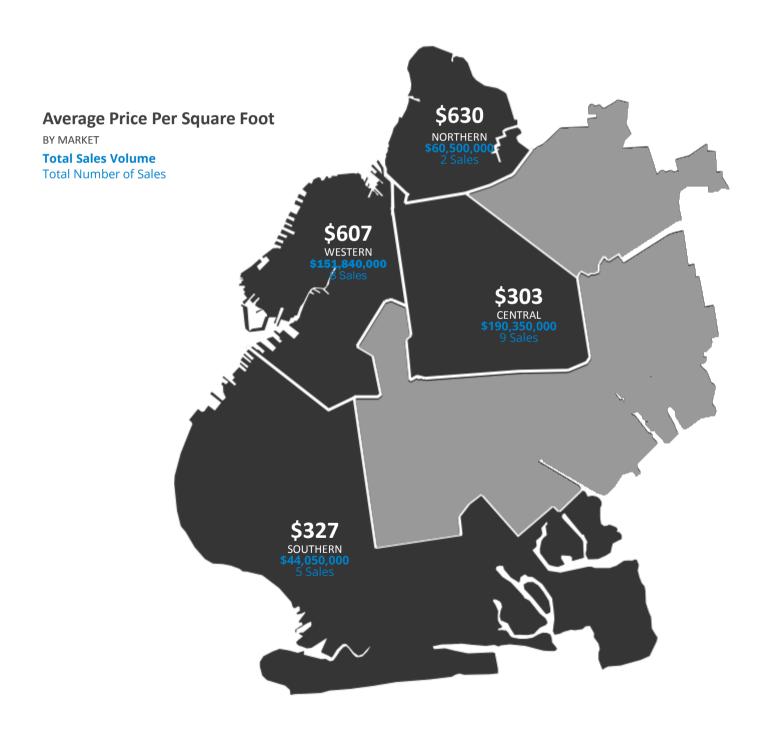
This section features Brooklyn multifamily sales from Q1 of 2018 valued over \$5,000,000.







MARKET INDICATORS









LARGEST BROOKLYN SALES

With a commitment to integrity, we operate with our ears to the ground.



670 Pacific Street

February 2018 | \$69,200,000 87 Units \$826 Price/SF



442-456 Grand Street

March 2018 | \$43,000,000 56 Units \$577 Price/SF



31 Ocean Parkway

February 2018 | \$33,700,000 83 Units \$380 Price/SF



283 Albany Avenue

March 2018 | \$20,100,000 53 Units \$348 Price/SF

^{*}Includes only single asset transactions







NEW YORK CITY Brooklyn

PROPERTY	DATE	PRICE	UNITS	CAP RATE	GRM	SF	\$/SF
670 Pacific Street	2-Feb	\$69,200,000	87	5.10%	15.00	83,828	\$825
The Washington Prospect							
Park Package	1-Mar	\$53,250,000	55	3.49%	17.94	145,500	\$366
420 Avenue F, 320 Ocean							
Parkway, 2302 85th Street	11-Jan	\$46,000,000	145	3.94%	17.37	151,626	\$303
442-456 Grand Street	8-Mar	\$43,000,000	56	5.40%	16.00	74,574	\$577
31 Ocean Parkway	8-Feb	\$33,700,000	83	4.00%	16.41	88,782	\$380
283 Albany Avenue	27-Mar	\$20,100,000	53	4.93%	15.02	57,720	\$348
1084 New York Avenue -3506							
Newkirk Avenue	29-Jan	\$19,300,000	93	4.09%	15.37	69,368	\$278
347 Berry Street	29-Mar	\$17,500,000	24	5.00%		21,452	\$816
43 East 94th Street	26-Mar	\$15,000,000	82	3.88%	13.40	77,862	\$193
682 Union and 641 President	15-Mar	\$12,600,000	5	5.50%	15.42	25,150	\$501
218 74th Street	22-Feb	\$12,550,000	46	3.94%	16.25	35,102	\$358
2501-2511 Newkirk Avenue	1-Feb	\$12,000,000	54	N/A	14.50	40,928	\$293
1193-1205 Eastern Parkway	12-Feb	\$11,300,000	16	3.99%	15.10	53,908	\$210
2197 Ocean Avenue	1-Feb	\$10,000,000	35	3.72%	17.29	28,128	\$356
267 Flatbush Avenue	1-Mar	\$9,750,000	10	4.80%	18.47	10,611	\$919
101 Marine Avenue	16-Mar	\$8,700,000	30	3.54%	17.46	27,470	\$317
286 5th Avenue	8-Jan	\$8,300,000	22	4.30%		11,137	\$745
600 Ocean Avenue	14-Mar	\$8,250,000	24	3.27%	19.57	22,938	\$360
5221 Flatlands Avenue	10-Jan	\$7,500,000	24	6.50%		29,152	\$257
143 Montague Street	14-Feb	\$7,418,000	8	4.75%		7,850	\$945
144 Willow Street	1-Mar	\$6,650,000	8	Finished Product		8,230	\$808
400 6th Avenue	1-Mar	\$6,500,000	17	4.11%	15.32	10,760	\$604
460 - 462 Prospect Avenue	10-Jan	\$6,300,000	16	4.50%		14,400	\$438
11 Montgomery Place	9-Jan	\$5,490,000	5	Value Add		5,598	\$981
5216-5220 4th Avenue	28-Mar	\$5,300,000	7	Value Add		14,670	\$361
5 Mac Donough Street	1-Mar	\$5,150,000	8	4.31%	18.40	8,856	\$582

For further details:

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NEW YORK CITY

Brooklyn



670 Pacific Street



The Washington Prospect Park Package



420 Avenue F, 320 Ocean Parkway, 2302 85th Street



442-456 Grand Street



31 Ocean Parkway



283 Albany Avenue



1084 New York Avenue -



347 Berry Street



43 East 94th Street



682 Union and 641 President



218 74th Street



2501-2511 Newkirk Ave



1193-1205 Eastern Pkwy



2197 Ocean Avenue



267 Flatbush Avenue



101 Marine Avenue



286 5th Avenue



600 Ocean Avenue



5221 Flatlands Avenue



143 Montague Street



144 Willow Street



400 6th Avenue



460 - 462 Prospect Avenue



11 Montgomery Place



5216-5220 4th Avenue







SECTION III

BRONX ANALYSIS

This section features Bronx multifamily sales from Q1 of 2018, above 40 units.

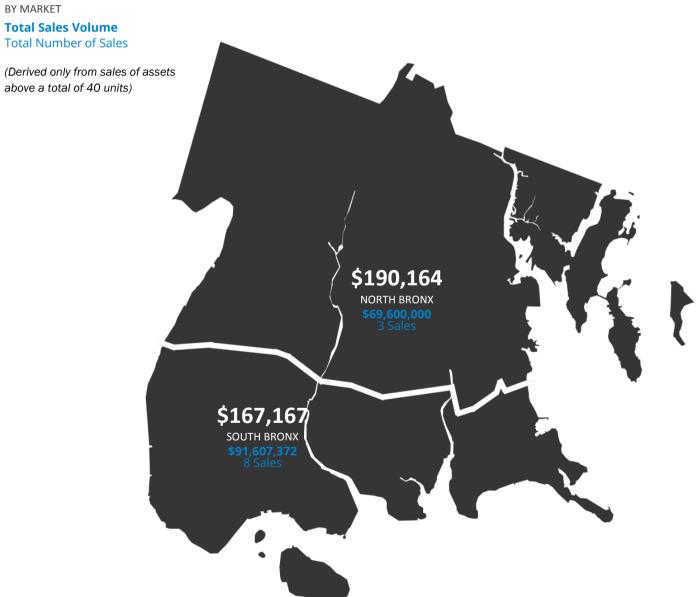






MARKET INDICATORS

Average Price Per Unit



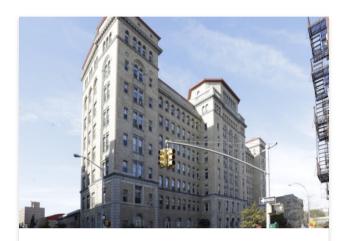






LARGEST BRONX SALES

With a commitment to integrity, we operate with our ears to the ground.



50 East 168th Street

February 2018 | \$14,792,372 134 Units \$75 Price/SF



1104 Carroll Place

March 2018 | \$13,700,000 80 Units \$195 Price/SF



2150 - 2154 Creston Avenue

February 2018 | \$12,900,000 61 Units \$212 Price/SF



114 East 168th Street

February 2018 | \$11,950,000 59 Units \$171 Price/SF

^{*}Includes only single asset transactions





NEW YORK CITY

Bronx

PROPERTY	DATE	PRICE	UNITS	\$/UNIT	SF	\$/SF
BMH - Bronx Properties	23-Mar	\$50,600,000	264	\$191,667	259,639	\$195
50 East 168th Street	6-Feb	\$14,792,372	134	\$110,391	197,119	\$75
1104 Carroll Place	12-Mar	\$13,700,000	80	\$171,250	70,220	\$195
2150 - 2154 Creston Avenue	28-Feb	\$12,900,000	61	\$211,475	60,714	\$212
114 East 168th Street	28-Feb	\$11,950,000	59	\$202,542	70,000	\$171
1422 Nelson Avenue	27-Feb	\$11,000,000	72	\$152,778	70,500	\$156
1110 Anderson Avenue	14-Feb	\$8,500,000	44	\$193,182	51,500	\$165
1360 Plimpton Avenue	7-Mar	\$7,765,000	41	\$189,390	36,667	\$212
2438 - 2442 Washington Ave	17-Jan	\$6,100,000	41	\$148,780	28,180	\$216



BMH - Bronx Properties



50 East 168th Street



1104 Carroll Place



2150 - 2154 Creston Avenue



114 East 168th Street



1422 Nelson Avenue



1110 Anderson Avenue



1360 Plimpton Avenue



2438 - 2442 Washington Avenue

For further details:

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SECTION IV

QUEENS ANALYSIS

This section features Queens multifamily sales above \$5MM, from Q1 of 2018





LARGEST QUEENS SALES

With a commitment to integrity, we operate with our ears to the ground.



41-06 50th St

January 2018 | \$22,500,000 73 Units \$388 Price/SF



22-11 New Haven Avenue

February 2018 | \$22,000,000 108 Units \$228 Price/SF



143-48 41st Avenue

January 2018 | \$14,100,000 54 Units \$252 Price/SF



37-06 72nd Street

March 2018 | \$13,975,000 52 Units \$302 Price/SF

^{*}Includes only single asset transactions





NEW YORK CITY

Queens

PROPERTY	DATE	PRICE	UNITS	CAPRATE	GRM	SF
30-44, 31-36 32nd Street and						
34-04 34th Ave	1-Feb	\$23,000,000	63	4.25%	17.00	40,580
41-06 50th St	15-Jan	\$22,500,000	73	Value Add		57,936
22-11 New Haven Avenue	5-Feb	\$22,000,000	108	Value Add		96,310
143-48 41st Avenue	3-Jan	\$14,100,000	54	4.10%	14.47	56,000
37-06 72nd Street	1-Mar	\$13,975,000	52	3.10%	16.40	46,319
144-3 Barclay Avenue	12-Jan	\$12,600,000	49	3.69%		45,500
25-40 30th Road	1-Mar	\$12,500,000	41	4.00%	17.00	31,135
38-68 12th Street	9-Mar	\$10,500,000	0	Redevelopment		93,160



30-44, 31-36 32nd Street and 34-04 34th Ave



41-06 50th St



22-11 New Haven Avenue



143-48 41st Avenue



37-06 72nd Street



144-3 Barclay Avenue



25-40 30th Road



38-68 12th Street

For further details:

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COMMERCIAL DEBT FINANCING







RECENT FINANCING



459 West 43rd Street Acquisition13-Unit Multi-Family *Manhattan*



3435 Knox Place Refinance54-Unit Multi-Family *Bronx*



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Strong existing relationships with both national and regional lenders.

With more than ten years in the real estate industry, Andrew leads our capital team in securing commercial debt financing for an array of property types.



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