

FIRM UNDERSTANDS IMPORTANCE OF CANVASSING AND UTILIZING COLD CALLING WITHIN THE INDUSTRY

New York Commercial Realty Group closes \$2.35 million and 47,300 s/f in recent leases; hires Buffone and three interns

WHITE PLAINS, NY New York Commercial Realty Group understands the importance of canvassing and cold calling within the commercial real estate industry. Using these two strategic methods, eight deals have been closed totaling 47,300 s/f.

The first deal was with Burke Rehabilitation Group, which was the direct result from a cold call. Burke Rehabilitation Group, whose main office is located on Mamaroneck Ave., took additional space at 2826 Westchester Ave. in the Bronx, occupying 2,750 s/f. Simone Development owns the Bronx building.

The second deal was with The Melting Pot, based in Tampa. This lease was handled by Michael Rao and John Zappia for 6,500 s/f at 24-46 Mamaroneck Ave. The property is owned by Silverman

Realty Group.

The next lease was with Hitsman, Hoffman and O'Reilly Attorneys, who relocated from 570 Taxter Rd., in Elmsford to 200 White Plains Rd., in Tarrytown—staying within Mack-Cali's portfolio. This new space occupies 1,950 s/f.

Crown Signs Systems made the next lease of 5,000 s/f. Canvassing assisted in relocating them within Mack-Cali's portfolio from 4 Executive Plaza in Yonkers to 7 Odell Plaza, also in Yonkers.

PTS of Westchester moved from 170 East Post Rd. to 711 South Broadway to occupy 2,900 s/f. Personal Touch also made the same move, with the lease of 4,700 s/f. GHP Realty owns the building on South Broadway.

As a referral, IMP Originals



Shown (from left) are: Sufrin, Frank Rao, Strauss, Lombardo, Rao, Zappia, and Buffone.

leased 2,500 s/f at 145 Huguenot St. in New Rochelle, a property also owned by GHP Realty. NYCRG represented IMP Original and procured the buyer for the \$2.35 million dollar sale of their building.

In an effort to expand their firm, NYCRG hired four new people, one full-time sales associate and three interns. Phil Buffone joined NYCRG as a full-time sales associate after working for Manhattan Residential. Buffone feels that "coming from a residential firm in Manhattan, working at NYCRG is refreshing and revitalizing in that I have the pleasure to work with a group of honest hardworking guys. Unlike the cutthroat rental philosophy of midtown, NYCRG takes pride in honesty and loyalty to not only its clients, but its employees as well. I am excited to see what my future holds at NYCRG—Skies the limit." The three interns include Jessica Lombardo, a senior at Western New England College; Eric Strauss, a junior at the University of Miami; and Benjamin Sufrin, a senior at Gettysburg College.



Prudential

Serls Prime Properties
Commercial Group

Welcome to
The Hudson Valley
New York

Featured Properties



ROUTE 376, EAST FISHKILL
FULLY LEASED INCOME PROPERTY
CONTACT CAROLYN DITTMAN
OR STEVE SALOMONE



POUGHKEEPSIE
MULTI-FAMILY PORTFOLIO
6 BUILDINGS, 88 UNITS TOTAL
CONTACT STEVE SALOMONE



WHITE PLAINS
8,500 SQ-FT. RETAIL STRIP
CONTACT JUSTIN SALOMONE



YORKTOWN, ROUTE 6
5,500 SF RETAIL SPACE FOR SALE
TRAFFICKED INTERSECTION
CONTACT JUSTIN SALOMONE



PLEASANT VALLEY
AUTOMOBILE DEALER PROPERTY
23,365 SF ON 5.67 ACRES
CONTACT ED KELLOGG



ROUTE 44, POUGHKEEPSIE
REDEVELOPMENT PROPERTY
CONTACT STEVE SALOMONE



WAPPINGERS FALLS
PROFESSIONAL OFFICE BUILDING
6,400 SF FOR SALE
CONTACT ALEXANDER CERVONE



POUGHKEEPSIE
INDUSTRIAL SITE
1.53 ACRES FOR SALE
CONTACT ERIC BICKMANN

Bast Hatfield Comm'l. Park selects TL Metzger & Associates as agent

HALFMOON, NY TL Metzger & Associates has been named the exclusive listing agent for Bast Hatfield Commercial Park. This commercial park offers sites that range from 10,000 s/f to 35,000 s/f of light industrial/flex space built-to-suit on up to 5.4 acres. The property is located off exit 8 of I-87 of the Northway in Saratoga County.

Doerr of Hunt Commercial sells 1854-62 Hertel Ave. in Buffalo: \$179,000

BUFFALO, NY Former Hertel-Parker pharmacy building located at 1854-62 Hertel Ave. recently sold to a local architect for \$179,000.

What has been a mainstay in North Buffalo is about to get a makeover. The building that combined the long standing Hertel-Parker Pharmacy (business has since been sold to Wegman's) and Checker's Pub is being renovated and will be available for lease. Local architect John Daly of Trautman and Associates is the purchaser. The property is 5,000 s/f and includes long-time neighborhood mainstay, Checker's Pub with 3,800 s/f available.

This deal was handled by David Doerr, exclusive listing agent, at Hunt Commercial.

Doerr is also the exclusive agent for 33 Church St. in Fredonia, N.Y. The historic former Fire Hall's owner has created a one-of-a-kind office/retail complex. This property is on the National Register of Historic Places.

Call us for a full description of our extensive portfolio of sale and lease opportunities

Prudential Serls Commercial Group offers the largest selection of lease availability in Dutchess County