



NAI Friedland's industrial division closes seven deals totaling 95,560 s/f; Includes a 40,000 s/f by Kornspun at 400 Tiffany Street, Bronx

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According to NAI Friedland, its industrial division closed seven deals totaling 95,560 s/f. The deals include the following:

- * A 40,000 s/f lease at 400 Tiffany St. Executive VP Steve Kornspun represented the landlord and the tenant between Tiffany Street Realty Corp. (landlord) and Danella Construction (tenant).
- * A 13,000 s/f lease at 509 Manida St. Kornspun represented the landlord between Hoffmann Investors Corp. (landlord) and Ace Blue Trading (tenant).
- * The sale of a 12,000 s/f space at 520 Homestead Ave., Mount Vernon. Senior executive VP Ross Schneiderman represented the buyer and the seller between 520 Homestead Corp. (seller) and 520 Homestead Avenue LLC (buyer).
- * The lease of a 12,000 s/f building plus an 8,000 s/f yard at 1165 E. 165th St. Kornspun and Peter Cokin represented the landlord and the tenant between Simone Development (landlord) and AZ Metro Distributors LLC (tenant).
- * A 10,000 s/f lease at 1261 Seabury Ave. Kornspun represented the landlord and the tenant between Grogan Realty LLC (landlord) and FilterPro d/b/a Sazerac Inc. (tenant).
- * A 7,272 s/f lease at 145 Saw Mill River Rd., Yonkers. Kornspun represented the landlord and the tenant between Lubin Flowers LLC (landlord) and Car Tattoos, Decals & Sportswear (tenant).
- * A 1,288 s/f lease at 106 Corporate Park Dr., West Harrison. Sales representative Ryan Shay represented the tenant between Normandy Real Estate Partners (landlord) and PM Amusements & Vending (tenant).

"Deals continue to take a long time to consummate, but business is out there and our brokers are actively showing space throughout our territories," said Tony Lembeck, NAI Friedland's CEO. "We are also receiving more business through our network of affiliated firms of NAI and our clients are seeing, more than ever, the value in working with a local firm that has the global reach of NAI. Even in this difficult economy, our brokers are continuing to match clients with space that suits their needs."

Lembeck said, "Our brokers are out in the market every day, working hard to fill every vacancy in Westchester, Rockland, Putnam, and the Bronx. We are on the phones, on the street, canvassing each market regularly to find the best opportunities and our brokers know better than anyone what options are available. More and more, our clients are looking to us for guidance in many areas other than sales and leasing. They see NAI Friedland as the advisor who can address all of their real estate needs including valuation, property management, positioning consultation and market analysis."

NAI Friedland, founded in 1970, is a full service commercial real estate firm covering the entire metropolitan New York area, with a majority of its business in Westchester County and the Bronx, but additionally in Putnam and Rockland Counties, New York City, Connecticut, and New Jersey. Headquartered in Yonkers, New York, Friedland also maintains a satellite office in Manhattan. Friedland sales staff members strive to provide guidance and information that enables clients to make the best lease or purchase decisions. Brokers in Friedland's four divisions -- Retail, Industrial, Office, and Investment Sales - understand their markets and are supported by a sophisticated computer database of available properties and potential tenants. Friedland is a member of NAI, the largest managed network of commercial real estate firms in the world.

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