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Company of the Month: Silber Investment Properties shows no sign of slowing down after three decades; Firm has closed over \$5 billion in deals throughout the years

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Silber Investment Properties' team.

Plainview, NY Silber Investment Properties is one of best kept secrets among real estate investors. The boutique firm specializes in engineering highly profitable and simple deals from a \$50 million grocery anchored shopping center, to a single tenant NNN nationwide. Anyone who has worked with Adam Silber and his team understands that they are not your standard, run-of-the-mill commercial real estate brokerage firm. Although a bit unconventional, the firms' style and culture has been their trademark, defining the way they architect deals and ensuring their clients (sellers and buyers) always benefit from the transaction. From Silber Investment's inception, the firm has closed over \$5 billion in deals.

With 2018 as a landmark year, the firm is on track to doubling in size in 2019 and closing some of their largest deals to date. While market factors such as the change in tax code and steady interest rates have benefited the commercial real estate investor marketplace in the last year, Silber attributes the success of the firm to the continued tenacity of his people and fun-loving culture that he and his team have developed with their clients.

"Adam is a lot of fun to be around and his team knows how to make a deal," said Peter Petrakis of Petrakis Properties who has done more than 200 deals with Adam and the Silber Investment team.

The strength of the firm is their agility to react to market demands and trends and facilitate a win-win for both sides of the transaction. “When it’s a sellers market, we have a base of owners that are looking to sell and buyers that understand that they will need to work harder for the buy. When it’s a buyers market, we pinpoint the exact type of properties our investors are searching for and work to put together the best deal. Many, if not all, of our sellers enter into a 1031 exchange, essentially converting all of our sellers into buyers as well,” said Silber. “It’s their experience with us as sellers that earns us their trust as buyers.”

In the last 24 months, the firm has closed on some of the largest deals on Long Island including the Mt. Sinai Shopping Center for \$29.75 million and Sunset Plaza for \$63 million. In addition, the firm had been selected to represent many landmark and hard to sell properties including the nations highest grossing 7-Eleven property located in Montauk.

Mt. Sinai Shopping Center, Nesconset Highway - Mount Sinai, NY

Silber Investment Properties’ original focus of the niche of Long Island and the New York City metro area has provided its associates with intimate knowledge and an advantage of the local market and the local players, but the team realized there was potential past the borders of the island. Understanding the dramatic shift in the real estate market and the exponentially increasing demand for Triple-Net (NNN) Properties, Silber Investment Properties expanded in 2008, adding a National Net Leased Division. Since that time, Silber Investment Properties has brokered hundreds of net leased properties across the country, from New York south to Florida and west to California, accounting for nearly half of the firms’ annual transactions.

Contrary to common belief, single tenant triple net investing is not as simplistic as many believe. There are many critical components to be aware of while investing and owning single tenant triple net properties. From store sales, to termination options, to the underlining credit of the lease guarantor, net lease properties require careful scrutiny. The Silber team has mastered the ability to simplify the deal criteria and present clear information to the investment community.

SIP continues to form and maintain close relationships with REITs, large corporations, family trusts, developers, and private investors nationwide. Its devotion to client-driven service and market expertise allows them to hold a finger to the pulse of the New York retail market while continuing to expand NNN sales nationwide.

Whether you are part of the team or one of their clients, you are part of their family – that is the Silber culture. They believe that a successful business is built on more than a set of transactions, it is built on great relationships between all the people involved. Their team building approach is based on the guiding principles of hard work, fun, camaraderie and transparent client relationships and they work hard to ensure their clients share in this same experience. The tenure of firms senior brokers and long-standing client relationships is evidence that this culture works.