



2019 Women in Real Estate: Lynda Blumberg, Highcap Group

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Name: Lynda Blumberg

Title: Senior Director

Company Name: Highcap Group

Association/Organization Affiliations CHIP, Bronx Board of Realtor and Apiac

What is the best advice you have received, and who was it from?

The best advice was from my Father who was a real estate operator and developer in NYC. He always told me to keep going even if the chips are down, never give up, never accept mediocrity because you are the best. "You are number one not number 2 – number 2 is for losers. Always strive for perfection."

What recent project or transaction are you most proud of?

I was awarded the exclusive assignment of 2240 Tiebout and 1160 Evergreen in the Bronx. I was working on the deal at a volatile time in the market with uneasiness about the new rent stabilization laws (which were pending at the time). I organized a team of experts to advise both the sellers and buyers during this transitional period in the market. I was able to guide both sides to an acceptable price which made sense for all involved. The deal was executed and closed in July 2019.

What was one of your biggest accomplishments in the last 12 months?

Switching firms from Besen to Highcap Group. I was a 20 year veteran at Besen. After being sought out by many firms in the industry as well as Highcap, I made the decision to move to a place where I knew the principals of the firm, worked well with them and trusted them as I had worked with them at Besen. I also watched them grow professionally into a rock solid firm and be great mentor for their team member. They have made the transition an easy move. Through their guidance and my perseverance are already putting deals into contract at Highcap.

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