



## **Sparks joins ERG Property Advisors as a partner**

April 11, 2011 - Spotlights

According to James Kinsey, CEO of ERG Property Advisors, Matthew Sparks has joined the firm as a partner.

Originally introduced to the real estate industry while pursuing an accounting and finance degree at SUNY Old Westbury on Long Island, Sparks began his career sourcing multifamily properties for active investors.

Over the past 15 years Sparks has developed a reputation in commercial real estate brokerage for his tireless personal canvassing of targeted submarkets and properties, his ability to discreetly identify off-market properties for high-profile clients, and his skillful analysis of the financial angles of prospective deals on behalf of his clients.

Sparks also has expertise in strategically marketing properties on an exclusive basis, driving a wide array of qualified potential buyers to the property to ensure realization of the highest market price. In 1996 Sparks was hired by GFI Realty Services as a cold caller; he left in 2010 having risen to managing partner and principal with hundreds of deals valued at over \$700 million to his credit along with long standing relationships with some of the most dynamic players in the industry.

At ERG Sparks will focus on multifamily, commercial, office, and retail properties primarily in the Upper West Side and Northern Manhattan submarkets.

ERG Property Advisors is a full-service commercial brokerage company based in New York City. Its core activities are investment sales, retail leasing, and strategic consulting. While focused on the broader New York City area as a company, ERG also offers specific market knowledge at the submarket level. Beyond core New York City properties, ERG has access to a vast network of NNN properties throughout the United States. In addition to assisting property owners and prospective buyers, ERG provides banks, appraisers, attorneys, and accountants with information and skill sets that support them in their respective roles.

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