



## **Silbergleit and Benedek of NAI Friedland broker three leases - 69,990 s/f; Brings Fordham Place to 86% occupancy in less than 9 months**

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According to NAI Friedland CEO Tony Lembeck, managing directors Carl Silbergleit and Ellen Benedek have concluded negotiations on three leases totaling 69,990 s/f at Fordham Place, bringing the office space to 86% occupancy in less than nine months. Developed, owned, and operated by Acadia Realty Trust, the \$120 million, 288,322 s/f office and retail complex is located at 400 E. Fordham Rd.

With 50 years of industry experience between them, Silbergleit and Benedek have handled office assignments of all sizes and scopes. "We are committed to the success of our clients and will do whatever it takes to help them achieve their goals," Silbergleit said. "In the case of Fordham Place, we returned to our roots as brokers, pounding the pavement until we found the right fit for each space. By handling this project the 'old school' way, we were able to identify and target the appropriate industries. Our tenacity paid off."

Considered an urban destination in the borough's business epicenter, Fordham Place features a 14-story office tower with 162,463 s/f of class A office space - a rarity in the Bronx. Within a year of taking on the exclusive assignment, veteran brokers Silbergleit and Benedek successfully leased just shy of 72,000 s/f at new "benchmark" rates for the property's ownership.

The deals at Fordham Place each took about six months from inspection to lease execution. Professional Healthcare Institute, Inc. leased 47,792 s/f spanning five floors in the office tower. The Law Firm of Nonna Shikh now occupies 2,649 s/f, and the Children's Village leased 19,549 s/f. In addition to working on behalf of the landlord in all three cases, the Friedland brokers represented the tenant in the first two deals.

When Fordham Place was sold to Acadia Realty Trust a decade ago it was the largest transaction in recent Bronx history. NAI Friedland was the broker in that transaction. Also located within the office tower is Jonas Bronck Academy, a prestigious, progressive middle school. The 100,000 s/f retail component of Fordham Place is anchored by Best Buy, Walgreens, Bank of America, Sears, Healthfirst, and 24 Hour Fitness.

"So often owners forget that the best way to get a building leased is to use brokers with their feet on the ground," said Lembeck. "Our brokers have the knowledge, experience, and expertise necessary to handle every job with finesse. Carl and Ellen's unique perspective in office leasing, combined with their knowledge of the market and Friedland's close proximity to the site, were invaluable assets. Our tailored approach to each client has proven to be extremely valuable to companies of all sizes throughout the Bronx, Westchester County, and neighboring regions."

NAI Friedland is receiving interest in the remaining 30,000 s/f class A office space still available on three floors at Fordham Place. For more information, contact Carl Silbergleit at (718) 231-5700.

NAI Friedland is located at 656 Central Park Avenue in Yonkers and can be reached at (718) 231-5700 or by visiting [www.friedlandrealty.com](http://www.friedlandrealty.com).

#### About NAI Friedland

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 Residential/Development - 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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