



## **2019 Year in Review: Esti Broyde, Roey Realty LLC**

December 31, 2019 - Spotlights

Name: Esti Broyde

Company: Roey Realty LLC

What was your greatest professional accomplishment in 2019?

We started a new division focused on out of state multi family sales and equity placement. We have been focused on markets such as Florida, Texas, Virginia etc. We are still continuing to broker sales in NY predominantly FM or partially FM and RS buildings. Our lending team is also working diligently with clients nationwide for short term loans, preff equity, mezz and bridge loans for all asset classes.

What was your most notable project, deal, or transaction in 2019?

We sold a RS building in Brooklyn—31 units—and got the owner \$6.25 million. We walked the owners through the deal from beginning to end. The asking price was \$6.3 million.

What are your predictions for commercial real estate in 2020?

I believe that New York still has value but owners are definitely readjusting property valuation and pricing or just staying put for now. Out of state properties will be more in demand and those cap rates will decline.

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