



## **Rubin Isak, Falco Isak Realty Services**

December 28, 2012 - Spotlights

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What was your most notable project, deal or transaction in 2012? : My most notable, and most satisfying, transaction in 2012 was the sale of 138 unsold sponsor units in 4-contiguous walk-up apartment buildings in Astoria, Queens for over \$17.8M. It was a complex and creative transaction that saw everyone working together; the sellers, purchasers and attorneys, to get it to the closing table.

What are your predictions for commercial real estate in 2013? : My prediction for commercial real estate in 2013 is that sales volume will slightly decrease from 2012 due to the increase in the Capital Gains tax. However, given the historically low interest rates by the fed, which will keep rates low for the next several quarters, there will continue to be a strong demand for investment property. I see 2013 as a pure seller's market, especially for multifamily. As long as the asset is priced appropriately and the marketing is implemented properly, owners who choose to sell will see aggressive demand.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540