



REBNY announces winners for the Annual Retail Deal of the Year Awards

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New York, NY The Real Estate Board of New York (REBNY), one of the City's leading real estate trade association, named winners for its annual Retail Deal of the Year Awards. In its 24th year, the event attracted approximately 150 members and guests, and was held at The Cutting Room in Midtown Manhattan. Among many talented professionals in attendance and nominated for transactions finalized in calendar year 2021, Erin Grace and Matthew Ogle of JLL and Peter Ripka and Gene Spiegelman of RIPC Real Estate LLC took home the night's top awards.

Judges consisting of real estate lawyers, property owners and past and present chairs of the REBNY Retail Committee (having no conflicts of interest), evaluated the award nominations based on ingenuity and professional skill. Sales and leasing transactions coordinated by REBNY members involving retail property were eligible for award consideration regardless of size and complexity.

The Most Ingenious Retail Deal of the Year, which demonstrates exceptional broker acumen (ingenuity and creativity), was given to Grace and Ogle for a 55,780 s/f lease executed on behalf of Chelsea Piers Fitness at One Madison Avenue. The first tenant at the new 1.4 million s/f development, Chelsea Piers Fitness agreed to occupy the building's first two levels and two basement floors.

The Most Impactful Retail Deal of the Year, which represents the most meaningful retail transaction in its overall characteristics and importance to the New York City retail market, was given to Ripka and Spiegelman for the 83,000 s/f lease of Wegmans at 770 Broadway. Representing the grocer in its first Manhattan lease, RIPC secured a 30-year lease for Wegmans on the street and lower level of the building that occupies a full block between Eighth and Ninth St. s.

"This year's winning transactions epitomize the resiliency and determination of New York's retail real estate industry and broader community," said Steve Soutendijk, REBNY Retail Committee co-chair and executive managing director at Cushman & Wakefield. "It's fulfilling to see this event once again take place in-person where we can honor and discuss significant achievements in the industry with our peers."

"The enthusiasm among our members last night is reflective of the energy we are again seeing along New York's retail corridors and storefronts," said Fred Posniak, REBNY Retail Committee co-chair and senior vice president at Empire State Realty Trust. "We are grateful to all the nominees who have advanced a standard of creativity and professional skill that we can strive toward."

“An exciting retail sector attracts people to live and work in our city. REBNY is proud to provide educational, advocacy and organizational support to thousands of property owners, brokers and other professionals essential to New York’s retail real estate industry,” said Sandhya Espitia, REBNY COO. “Thanks to the efforts of our members that we celebrate in this event, retail transaction activity has been gaining traction over the last year and helping drive a broader economic recovery for the City.”

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