



Ones to Watch Fall 2022: Cole Leonhardt, Brax Realty

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Cole Leonhardt
Investment Sales Associate

What recent project, transaction or accomplishment are you most proud of?

A recent transaction in which I am proud of is brokering a corner residential development site located at 40-44 24th St. in Long Island City for \$10.37 million. Michael Ferrara and I represented both the seller and buyer in this off-market transaction. Given the complexities and nuances of ground-up developments, it was essential for both parties to work with professionals who could be held accountable to bring the deal to the finish line. Our team at Brax prioritized open communication, transparency, and all the communal needs to meet a mutual agreement where both sides were satisfied. This business transaction was an all-around great experience, and I am thrilled to have built business relationships and friendships with every person involved. I am eager to continue to achieve success and am excited about what the future brings.

What do you enjoy doing when you are not working?

One of my favorite things to do when I am not working is watch the NFL. Growing up in Minnesota, I am a die-hard Minnesota Vikings fan. Although the franchise has never won a Superbowl and most seasons are absolutely painful to watch it is still one of my favorite activities. This year being 7-1 has made my passion even stronger!