



Abdo and Cooperstock of Winoker Realty Co. negotiate 4,000 s/f for Brause Realty

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Commercial brokerage firm Winoker Realty Co. has negotiated a 4,000 s/f retail lease with Designer Concepts Distribution, Inc. on behalf of the owner of 141 West 36th St. in the heart of the Fashion District. Against a rocky economic backdrop, the lease signing comes at a time when landlords are increasingly concerned about signing the right retail tenant into their space.

Corey Abdo, executive vice president at Winoker Realty, and Mitchell Cooperstock, senior managing director, negotiated the retail lease for the landlord, Brause Realty Inc.

"Before lease negotiations began, Winoker Realty worked diligently with the landlord to identify a tenant that was the right match for the property," said Abdo. "Like any tenant these days, Designer Concepts looked at many different spaces during their search. They had plenty of choices but we worked closely with them to structure a deal that exceeded the expectations of both the tenant and the landlord. The end result was a win/win for both sides."

The new lease, which carries a 10-year term, encompasses the entire ground floor of the 22-story building. Designer Concepts Distribution, a wholesale retail firm, recently took occupancy of the space.

141 West 36th St. is a showroom-style building built in 1912 and offers 132,000 s/f of space. With this latest deal, Winoker Realty has assisted the landlord on multiple lease signings over the past few years.

Brause Realty, Inc. specializes in the long-term ownership, management and development of high-quality, well-located commercial real estate assets and has a successful track record of working with Winoker Realty to provide the right space to the right tenants.

Now in its fourth decade of business, Winoker Realty Company is a privately held, second-generation commercial real estate firm serving the diverse real estate needs of a highly prestigious list of tenants, owners, large corporations and growing businesses. Winoker Realty is a midsized independent management and leasing organization offering its clients an exceptional combination of service and capability.

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