



Holly Drakeford, Giscombe Realty Group LLC

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What was your Most Notable Project, Deal or Transaction in 2012? I closed on a ten year lease for the entire top floor of the historic Lee Building at 125th and Park Avenue. The 10,440 sq. ft. open loft space and 2,000 sq. ft. on the floor below was leased to a large non-profit, Edwin Gould Services for Children and Families. I represented the landlord, Giscombe Realty Group, that owns the 12-story building that is now over 80% occupied.

What was your Greatest Professional Accomplishment? One of the hottest deals I ever did was a 30,000 sq. ft. warehouse office facility in Farmingdale, New York.

What are some of your resolutions for 2013? To close even larger deals. I also want to expand my network and bring in more major retail clients and other companies into Harlem.

What are your predictions for commercial real estate in 2013? There are solid signs that the commercial real estate sector in Harlem is strong. A city rezoning plan is paving the way for more mixed-use development that is expected to produce more than one million square feet of office space. A proposed American Jazz Museum will soon open across from the famed Apollo Theater. Also the Apollo Theater itself plans to develop the vacant lot adjoining the theater into retail spaces with a restaurant. Large national chains like Applebees, H&M, Old Navy, Marshalls and others are holding tight and are boosting Harlem's famed main corridor.

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