



## **The Kislak Co. honors Greenberg, Baxter and Brown**

February 22, 2010 - Front Section

The Kislak Co., Inc. honored the recipients of its 2009 sales awards at the company's annual awards ceremony. VP Jonathan Greenberg received the Producer of the Year award, VP Don Baxter received the Salesperson of the Year award, and sales associate Ted Brown received the Rookie of the Year award. "We are very proud to recognize Jon, Don and Ted as the recipients of our 2009 sales awards," said Jeffrey Wiener, president and co-managing director. "These are significant accomplishments, especially given the challenges in the market, and the awards are a testament to their hard work, dedication and success throughout the market. Jon and Don work as a team throughout N.J. with a focus on Hudson County and do very well. This is the second year in a row that they've won these awards. Ted is relatively new to Kislak but has already established himself as a loyal, knowledgeable and dedicated salesperson."

Kislak's Producer of the Year award is presented annually to the individual who generated the highest sales volume in the company. This is the second consecutive Producer of the Year award for Greenberg. He is also a two-time past recipient of Kislak's Salesperson of the Year award.

Kislak's Salesperson of the Year award is presented to the individual whose performance and professionalism during a given year demonstrated the highest standards of excellence for which Kislak is known. This is the second consecutive Salesperson of the Year award for Baxter. He is also a past recipient of Kislak's Rookie of the Year award.

Notable transactions completed by Greenberg and Baxter in 2009 include:

- \* The \$7.725 million sale of a four-building portfolio consisting of 97 apartments and two retail spaces in West New York, N.J. Greenberg and Baxter represented both parties.
- \* The \$4.4 million sale of a 54-unit apartment building in Union City, N.J. Greenberg and Baxter represented both parties.
- \* The \$4 million sale of the East Brunswick Racquet Club, a 50,000 s/f tennis center in East Brunswick, N.J. Greenberg and Baxter represented the seller.
- \* The \$2.2 million sale of a 25-unit apartment building in West New York, N.J. Greenberg and Baxter represented both parties.

Kislak's Rookie of the Year award is presented to a newer salesperson who records the greatest achievements in a given year. Brown joined Kislak in 2007 and covers the multifamily and retail markets in portions of northern N.J. Notable transactions completed by Brown in 2009 include:

- \* The \$1.21 million sale a 12-unit apartment building in Verona, N.J. Brown represented the seller.
- \* The \$500,000 sale of a 20,000 s/f bank-owned retail building in Roselle, N.J. Brown was part of the Kislak sales team that represented the seller.