



**PINNACLE  
REALTY**  
OF NEW YORK, LLC



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## ABOUT US

**Pinnacle Realty is the leading independent full-service commercial real estate brokerage firm in the outer boroughs of New York City.**

Pinnacle Realty specializes in industrial, commercial, retail, development, investments, residential conversions, and property management.

Under the leadership of our partners, a team of salespeople, associate-brokers, and research professionals, we ensure our clients receive the highest level of personalized and professional service.

Pinnacle Realty has consistently earned a leadership spot in the outer boroughs on the annual list of top 40 NYC investment sales firms.



## BY THE NUMBERS

# 15 YEARS OF MARKET-LEADING SALES AND LEASING VOLUME.

Total Square Feet

Sold/Leased

**28,495,006 sf**

Total Transactions

Volume

**\$5,892,705,513**

### SALES FIGURES

#### BRONX

#### BROOKLYN

#### QUEENS

TOTAL SQUARE FOOTAGE	2,375,385 sq ft	4,496,614 sq ft	4,497,628 sq ft
TOTAL SALES	\$573,243,500	\$1,091,545,500	\$1,325,196,755
AVERAGE SALE	\$7,187,892	\$11,370,265	\$7,841,241

### LEASE FIGURES

TOTAL SQUARE FOOTAGE LEASED	3,346,012 sq ft	6,503,618 sq ft	6,995,692 sq ft
AGGREGATE TOTAL OF LEASES	\$570,670,595	\$796,211,699	\$1,594,639,276
AGGREGATE AVERAGE OF LEASES	\$2,770,245	\$2,249,185	\$2,653,309

## OUTER BOROUGH MARKET LEADERS

### Unmatched Industrial and Commercial Real Estate Expertise and Knowledge in New York City's Outer Boroughs

In the dynamic landscape of New York City's real estate market, Pinnacle Realty of New York, LLC has established itself as a leading force in commercial real estate services across the outer boroughs. With an unwavering commitment to excellence and a deep understanding of the market dynamics, Pinnacle Realty has carved a niche for itself, delivering unparalleled service in commercial, industrial, retail, development, investments, residential conversions, and property management.

Since its inception, Pinnacle Realty has cultivated a reputation as the go-to firm for clients seeking comprehensive real estate solutions. Their team of seasoned professionals ensures that every transaction, whether it's a sprawling last mile distribution, facility or a modest industrial property, is handled with precision and expert insight. This approach has not only solidified their standing within the industry but has also fostered enduring relationships with a diverse clientele ranging from local businesses to major developers and institutions.

#### A DECADE OF GROWTH AND IMPACT

From 2010 to 2024, Pinnacle Realty has demonstrated consistent growth and exceptional transactional success. During this period, the firm has managed total sales exceeding \$3 billion and cumulative lease transactions surpassing \$2.8 billion, underscoring its substantial influence in the commercial real estate sector. These transactions, both exclusive and collaborative, highlight Pinnacle Realty's broad appeal and adaptability to various market conditions.

## SALES 2010-2024

#### KEY SALE STATISTICS FROM 2010-2024:

- **Total Sales:** \$3,001,958,755
- **Average Sale Price:** \$8,611,453
- **Total Square Footage:** 11,649,414

## LEASE 2010-2024

#### KEY LEASE STATISTICS FROM 2010-2024:

- **Total Aggregate Lease Value:** \$2,878,696,758
- **Average Aggregate Lease Value:** \$2,498,868
- **Total Rentable Square Footage:** 16,040,307

# Market Leading Performance in NYC's Outer Boroughs

✓ **15 Years of Market Leadership**

✓ **\$5.8 Billion in Sale & Leasing Transactions**

✓ **28 Million Square Feet Sold & Leased**

SALES FIGURES		BRONX
TOTAL SQUARE FOOTAGE		2,375,385 sq ft
TOTAL SALES		\$573,243,500
LEASE FIGURES		
TOTAL SQUARE FOOTAGE LEASED		3,317,012 sq ft
AGGREGATE TOTAL OF LEASES		\$570,592,572

SALES FIGURES		QUEENS
TOTAL SQUARE FOOTAGE		4,497,628 sq ft
TOTAL SALES		\$1,325,196,755
LEASE FIGURES		
TOTAL SQUARE FOOTAGE LEASED		6,780,361 sq ft
AGGREGATE TOTAL OF LEASES		\$1,594,570,304

SALES FIGURES		BROOKLYN
TOTAL SQUARE FOOTAGE		4,496,614 sq ft
TOTAL SALES		\$1,091,545,500
LEASE FIGURES		
TOTAL SQUARE FOOTAGE LEASED		5,831,128 sq ft
AGGREGATE TOTAL OF LEASES		\$796,211,699



## LOOKING AHEAD

As Pinnacle Realty continues to expand its footprint and refine its services, the future looks exceptionally promising. The firm is poised to not only continue its trajectory of growth but also to set new benchmarks in commercial real estate. With a deep-seated commitment to client satisfaction and market innovation, Pinnacle Realty of New York, LLC remains a pivotal player in one of the world's most competitive real estate arenas, driving progress and prosperity across the outer boroughs of New York City.

## LEADERSHIP



**David Junik**  
PARTNER



**Decio Baio**  
PARTNER



**George Margaronis**  
PARTNER



**James Tack**  
PARTNER



## INDUSTRY EXCELLENCE RECOGNIZED



# POWERBROKER™ AWARD

Pinnacle Realty of New York, LLC proudly stands among the elite in the real estate industry, consistently recognized by the CoStar Power Broker Annual Awards. These prestigious accolades, over more than a dozen years, underscore our firm's outstanding performance and exceptional market presence.

### KEY RECOGNITIONS:

- ✓ **2023:** Acknowledged as one of the Top Leasing Firms, reflecting our strategic prowess in securing significant lease agreements and enhancing client portfolios.
- ✓ **2021:** A standout year, Pinnacle Realty not only clinched the title for Top Leasing Firms but also shone in sales with recognition as one of the Top Sales Firms. Additionally, our partner, David Junik, was celebrated as one of the Top Sales Brokers, showcasing his unparalleled expertise and leadership in the field.
- ✓ **2020:** Our continued excellence in transactional leadership was affirmed with recognition as a Top Sales Firm, marking a consecutive year of being at the forefront of commercial real estate sales.
- ✓ **2019:** A year of diverse achievements, we were recognized across multiple categories, including Top Industrial Leasing Brokers (David Junik), Top Leasing Firms, and Top Sales Firms. This trifecta of accolades highlights our comprehensive capabilities in both leasing and sales sectors.





## WHY PINNACLE

Our success is a direct result of our commitment to providing the best service for our clients through our broad knowledge of the market, creative approach to our assignments, and a tireless work ethic. For more than a decade, Pinnacle Realty has been the outer-borough specialist. Every year since 2012, we've been ranked one of the top 40 NYC Investment Sales Firms in New York City.

### Landlord Representation

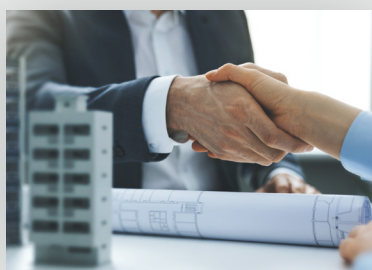


Pinnacle Realty will develop a customized marketing strategy to maximize the value and exposure of our client's property.

#### SERVICES INCLUDE:

- Establish highest and best use.
- Develop brochures, signage, web based advertising, and social media campaigns.
- Distribute our marketing package to our proprietary database of users, tenants, investors, developers and co-brokers in the market area.

### Buyer / Tenant Representation

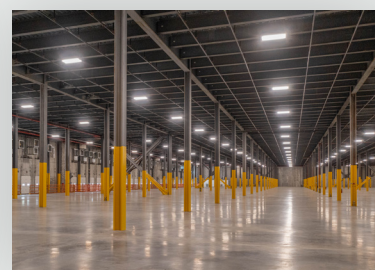


The professionals at Pinnacle Realty have the experience, resources, and market knowledge of the outer boroughs to meet our client's requirements.

#### SERVICES INCLUDE:

- Market inventory analysis.
- Comparable sales / leasing analysis.
- Financing and Benefits Assistance.
- Coordinate legal, financing, benefits, engineering and construction services

### Last Mile eCommerce



Since 2019, we have closed over 5,000,000 sq. ft. of prime last mile and eCommerce transactions across Brooklyn, Queens, and The Bronx.

#### SERVICES INCLUDE:

- Market leaders in transaction volume and exclusive listings in the e-commerce 3PL sector.
- Direct access to the most prominent and active companies in eCommerce 3PL.



## FINANCING

Pinnacle Realty puts its relationships and expertise to work for our clients to provide them with necessary support to secure financing and government incentives.

### OUR FINANCING SERVICES INCLUDE:

- SBA Financing
- 504 Loans
- IDA Tax Exempt Benefits
- ICAP Property Tax Abatement and Exemptions
- Relocation Grants & Energy (gas & electric) Discounts
- REAP Benefits



## Property Valuation Analysis

Pinnacle Realty's proprietary database of leasing and sales transactions provides us with a unique ability to evaluate our client's properties with the most recent and accurate market data.



## Property Management

Pinnacle Realty's professional management services are customized to meet the needs of the individual property owner.

Pinnacle currently has over 300,000 sq. ft. of commercial property under management.

## MARKETING

### Advertising

#### DIGITAL MARKETING:

- Loopnet
- Co-Star
- Property Shark
- Craigslist
- Crexi
- Showcase
- Cityfeet

#### SOCIAL MEDIA:

- LinkedIn
- X (formerly Twitter)
- Meta (Instagram & Facebook)

#### FIELD MARKETING:

- Customized Signs & Banners
- Door-to-Door Canvassing

### Proprietary Broker's List

#### DIRECT MAIL:

- List covers all five New York City Boroughs, Westchester County, Long Island, and New Jersey

#### CURATED EMAIL

##### CAMPAIGNS

- Engaging email marketing with a curated contact list
- Direct email outreach to potential clients

#### FOCUSED TELEMARKETING INITIATIVES

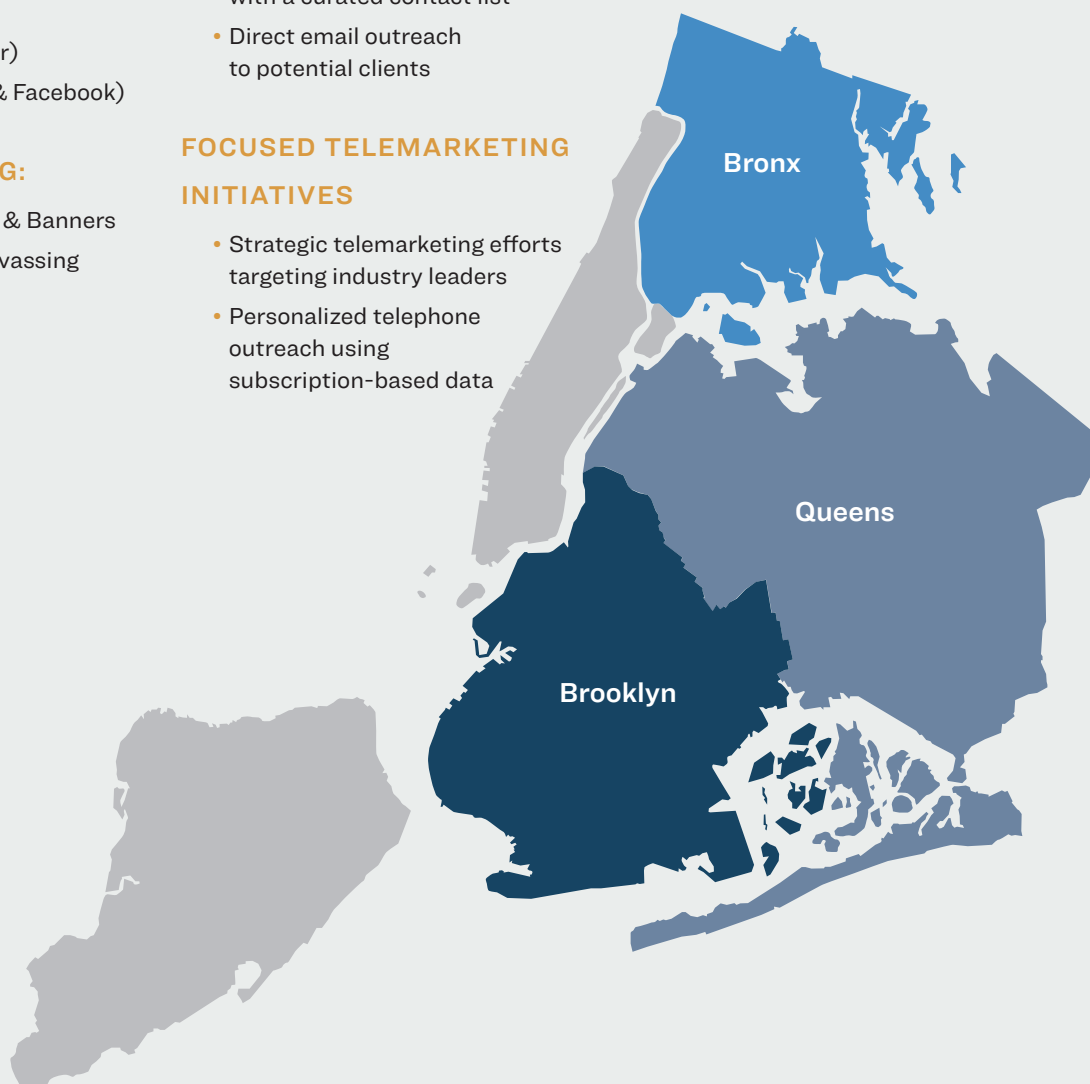
- Strategic telemarketing efforts targeting industry leaders
- Personalized telephone outreach using subscription-based data

### Real Estate Resource Databases

#### DATABASE

##### SUBSCRIPTIONS:

- Loopnet
- Co-Star
- Property Shark
- Commercial Edge
- Crexi
- Zoominfo





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