

JANUARY 27, 2020 - **HSP REAL ESTATE GROUP** IN THE NEWS

Barry Berkowitz Joins HSP Real Estate Group As Executive Director/Capital Markets



Barry Berkowitz

HSP Real Estate Group, a member of NAI Global, is pleased to announce **Barry Berkowitz** has joined the firm as Executive Director/Capital Markets. In his new role at the full-service commercial real estate firm, Mr. Berkowitz will focus on transactions, garnering loans, and raising private equity for real estate portfolios and individual assets, nationwide.

Mr. Berkowitz also provides leasing and advisory services and has exclusively represented clients in such diverse industries and groups as fashion, technology, education, and medicine. Throughout his career, he has negotiated significant real estate transactions in every asset class, from mixed-use buildings, office and industrial properties, to development sites, single-tenant net leased retail. In addition, he has represented not-for-profit institutions in their expansion strategies.

“Barry has a wealth of experience with skill sets that complement HSP’s investment protocols,” says Michael Reid, Managing Partner. “He was initially an investor and property owner, so he brings a truly comprehensive

perspective to a deal.”

Prior to Mr. Berkowitz’s position at HSP Real Estate Group, he was a managing director at Newmark Knight Frank Capital Group. His earlier experience also includes similar positions at Eastern Consolidated. For two decades before that, he owned a Westchester-based real estate investment firm.

Among his more recent transactions was representing the purchaser of a 125,000-square-foot office property in the Flatiron District for \$100 million. On behalf of a significant owner, he structured \$46 million in equity for the acquisition of a large residential portfolio previously owned by AIG. Representing the owners of a former mall in the Dallas/Fort Worth area, Mr. Berkowitz arranged the sale of a 50-acre parcel to a residential developer for an adaptive re-use project. In another adaptive re-use project in New York City, he structured a long-term lease for the conversion of a factory on West 124th Street into a self-storage facility for a well-known self-storage operator.

Adds Mr. Berkowitz, “I’ve known the partners at HSP for many years and we are very much in sync with our investment strategies. There is a culture here that enables me to work independently, with the benefit of a strong foundation. There is also the benefit of HSP being part of the NAI Global network, which provides me with extensive national and global reach.”

Mr. Berkowitz is currently raising private equity for the purchase of a New York City portfolio. He is an active member of the Cornell Real Estate Council and the Real Estate Board of New York

About HSP Real Estate Group, a Member of NAI Global

HSP Real Estate Group is a fully integrated, full-service real estate firm with approximately 5 million square feet of commercial assets under ownership and/or management. The firm specializes in building management, tenant representation, landlord representation, commercial co-op/condo sales, retail and hospitality leasing, and consulting.

Its diverse leasing and management portfolio includes 885 Third Avenue, 251 West 30th Street, 1450 Broadway, 45 West 34th Street, 148 Madison Avenue, 6 West 48th Street, 24-32 Union Square, 720 Fifth Avenue, 724 Fifth Avenue, 174 Broadway, 530 Broadway, 764 Madison Avenue, 799 Madison Avenue, 803 Madison Avenue, 824 Madison Avenue, 844 Madison Avenue, 15 West 44th Street, 22 East 49th Street, 16 West 36th Street, 347 West 36th Street and other notable buildings.

HSP Real Estate Group is the New York City member of NAI Global, the single largest, most powerful global network of owner-operated commercial real estate brokerage firms. The offices of HSP Real Estate Group are located at 1040 Avenue of the Americas and 885 Third Avenue.