

The Commercial Observer's 30 Under 30

By The Editors

Each year, hundreds of enthusiastic young real estate agents find themselves rolling off the bus and landing in the city's biggest brokerages, having left behind hometowns and college campuses in search of fame and fortune, wealth and wisdom—or, perhaps, just enough money to pay the monthly rent.

But commercial real estate has never been for the faint of heart, and thus for every college graduate who makes the cut as a junior broker at Jones Lang LaSalle and Avison Young, an equal number of determined peers find themselves marveling at just how disciplined the competition can be.

And still there are the rest of you, who thrive off such tests of strength, and so it's for you who we present The Commercial Observer's second-annual list of New York's most promising young commercial real estate brokers under 30. From a lawyer-turned-broker at Eastern Consolidated to an analyst of potential investment properties in Poland at Silverstein Properties, this year's talent pool proves that hard work and powerful connections pay off in equal measures.

Earlier this month, we asked executives and industry peers to nominate individuals they most admired under the age of 30—the ones they believe rank highest among New York's next wave of tenant and landlord representatives, investment sales agents and analysts. And after reviewing client rosters and career statistics, we were able to whittle a long list of more than 100 nominees into what you see before you over the next six pages. So with that in mind, enjoy the list, but keep in mind that by next week another wave of young talent will be rolling off the bus, their sights set on this year's top producers.—Jotham Sederstrom, Editor-In-Chief

Justin Strizzi, ABS Partners Real Estate, 25



Justin Strizzi joined ABS Partners Real Estate in the summer of 2012, sourcing new business through whatever means necessary: walking the streets, canvassing buildings and getting a hold of landlords.

“Our goal is to set up as many meetings as possible and introduce them to our team,” he said.

He has been involved in the execution of \$50 million in transaction and is currently marketing roughly \$500 million worth of properties, getting his feet wet with the \$32 million sale of 12 East 13th Street, a former parking garage that is being converted into luxury condos.

“That was one of the first deals I got an opportunity to get my hands on, making sure all the appropriate potential buyers were aware of the opportunity,” he said, noting that his background in architecture and design made the deal truly memorable, as he watched the conversion play out. “Getting to see that project progress was a lot of fun, and it motivates me.”

Mr. Strizzi also assisted with the \$6 million sale of two investment properties in Chelsea, which included two retail condos and six sponsor-owned loft condos, and the \$6.6 million sale of the development sites at 416-422 and 423-429 West 126th Street, slated to become a mixed-use development incorporating a hotel—the first development of its kind in West Harlem.

He graduated from Pennsylvania State University in 2011 with a bachelor’s degree in architecture, launching his career with general trades contractor Gleeson Construction in Cleveland, where he worked on the Horseshoe Cleveland Casino and the Cleveland Medical Mart and Conference Center.

“Getting to work with the senior guys there was a great learning experience,” he said, noting that he’s grateful that trend has continued at ABS Partners Real Estate.

“I get to work on a day-to-day basis with executives Alan Cohen and Steven Hornstock,” he said. “That’s been priceless.” —AB



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