



**REAL ESTATE  
ADVISORS**

**INVESTMENT SALES  
TEAM DONOVAN  
INSTITUTIONAL CAPABILITIES BROCHURE**

**BUILDING BY BUILDING,  
BLOCK BY BLOCK™**

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BLOCK BY BLOCK™





**REAL ESTATE  
ADVISORS**

Thomas Donovan and his team have been a market leader for over 23 years in the sale of outer-borough institutional, commercial and investment-grade real estate. Media and trade organizations have looked to the team as a thought leader and for the latest market information and trends. In addition to representing traditional ownership, Team Donovan has extensive experience and success representing banks, in the sale of institutional, commercial and investment-grade real estate throughout Queens and the New York metropolitan area. With over 625 properties sold across all property disciplines throughout New York City, there is no assignment the team cannot properly service and see through to successful execution.

In 1998, Mr. Donovan opened the first outer-borough office on behalf of Massey Knakal Realty Services, which was consistently ranked New York's #1 investment sales firm in volume for 14 consecutive years. At the end of 2014, Cushman & Wakefield acquired Massey Knakal and Mr. Donovan was appointed Vice Chairman of Investment Sales within its Capital Markets Group. The entire team then re-united with Paul Massey at B6 Real Estate Advisors in the fall of 2018.

**\$2.48B**

IN SALES  
VOLUME

**625+**  
PROPERTIES

**9.25M**  
GROSS SF

**7,300+**  
RESIDENTIAL UNITS

# NOTABLE **RECOGNITIONS**



**40 UNDER 40**



**COMMERCIAL BROKERAGE  
BOARD OF DIRECTORS**



**STAR NETWORK'S  
KING OF QUEENS**



**COSTAR GROUP  
TOP SALES BROKER**



**REAL ESTATE FORUM'S  
TOP BROKER**



**TOP INFLUENCER IN  
MULTIFAMILY**

# CLIENT TESTIMONIALS

“I have known Thomas Donovan for more than 15 years. My experience with Tom in the commercial real estate business has always been highly professional. He is knowledgeable and highly qualified. It is a pleasure to work with him.”

**LLOYD GOLDMAN**  
BLDG Management Co., Inc.

“Tommy Lin and Team Donovan helped my family sell our property on Myrtle Avenue in Ridgewood, Queens. We invested all the proceeds from the sale of the property in 1031 investments and that has turned out extremely well for us.”

**MYRTLE HANCOCK ASSOCIATES**

“Tom Donovan and his team were extremely diligent, professional and skillful in marketing our property for us, and after they located a suitable buyer they were essential to seeing the transaction through numerous issues to get to closing. This sale could not have closed without their perseverance.”

**76<sup>th</sup> AVENUE REALTY CORP**

“I have known and worked with Thomas Donovan and his team for the past 10 years. He has become one of our go to commercial real estate brokers for the outer boroughs of New York City. Thomas has always been highly professional and is one of the most knowledgeable, honest, and highly qualified commercial real estate brokers I have dealt with.”

**ADAM SILFEN**  
LeFrak Organization

“I have worked with Thomas Donovan and his team for several years. I have found their market knowledge of New York City commercial real estate, to be extremely useful when underwriting properties or disposing of notes. His team has become an integral resource for us.”

**MIKE JENKINS**  
KeyBank Real Estate Capital

“Team Donovan was able to find the perfect Lessee within 60 days. Their thorough understanding of our situation as well as their experience and vast knowledge of the real estate business played an integral role in the process and enabled us to see this deal through to completion with satisfactory results for all sides involved. Every team member conducted themselves with integrity, professionalism, and confidence during all phases of the transaction and we would not hesitate to give them our full endorsement.”

**ROBERT CORWEN**

# TEAM DONOVAN



**THOMAS DONOVAN**

Thomas Donovan has over 23 years of experience in the New York City investment sales market. During his career, he has been personally responsible for nearly \$2.5 billion of real estate and over 625 buildings sold. In 1998, Mr. Donovan opened the first outer-borough office on behalf of Massey Knakal Realty Services, which was consistently ranked New York's #1 investment sales firm in volume for 14 consecutive years. At the end of 2014, Cushman & Wakefield acquired Massey Knakal and Mr. Donovan was appointed Vice Chairman of Investment Sales within its Capital Markets Group. He reunited with Paul Massey at B6 Real Estate Advisors in the fall of 2018. In 2019, Thomas was appointed to the REBNY Commercial Brokerage Board of Directors.

## **AFFILIATIONS**

- » Real Estate Board of New York (REBNY)
- » Columbus Citizens Foundation
- » Long Island City Partnership
- » The Brain Tumor Foundation
- » VFW, Catholic War Veterans



**TOMMY LIN**

Tommy Lin is a Director at B6 Real Estate Advisors, focusing on Investment Sales in the Queens market. Mr. Lin has been working alongside Mr. Donovan for nearly 20 years and has been involved in the sale of over 500 properties with an aggregate consideration exceeding \$2 billion. Previously, he was a Director in the Capital Markets Group of Cushman & Wakefield and Director of Sales at Massey Knakal Realty Services.

## **AFFILIATIONS**

- » Real Estate Board of New York (REBNY)
- » American Chinese Real Estate Society (ACRES)
- » Asian Real Estate Association of America (AREAA)
- » Asian Real Estate Professional Association (AREPA)
- » Chinese American Real Estate Association
- » Long Island City Partnership
- » Young Real Estate Professionals of New York



**EUGENE KIM**

Eugene Kim is a Director at B6 Real Estate Advisors, where he focuses on investment sales in the Queens market. Throughout his career, Mr. Kim has been involved in the sale of over 450 properties with an aggregate consideration of \$1.9 billion. In 2019, he and Mr. Donovan were recognized for their \$150 million sale of The Rego Park 18 Portfolio, a Finalist for REBNY’s Most Ingenious Deal of The Year Award. Previously, he was a Director in the Capital Markets Group of Cushman & Wakefield and Director of Sales at Massey Knakal Realty Services.

**AFFILIATIONS**

- » Real Estate Board of New York (REBNY)
- » Asian Real Estate Association of America
- » Asian Real Estate Professional Association
- » Long Island City Partnership
- » Sunnyside Chamber of Commerce
- » Young Real Estate Professionals of New York



**ROBERT RAPPA**

Robert Rappa is a Director at B6 Real Estate Advisors, focusing on Investment Sales in the Queens market. To date, Robert has been involved in the sale of over 300 properties with an aggregate consideration exceeding \$1 billion. Previously, he was a Director in the Capital Markets Group of Cushman & Wakefield and Senior Associate at Massey Knakal Realty Services.

**AFFILIATIONS**

- » Real Estate Board of New York (REBNY)
- » Israel Bonds
- » Jewish National Fund
- » Long Island City Partnership
- » Young Real Estate Professionals of New York



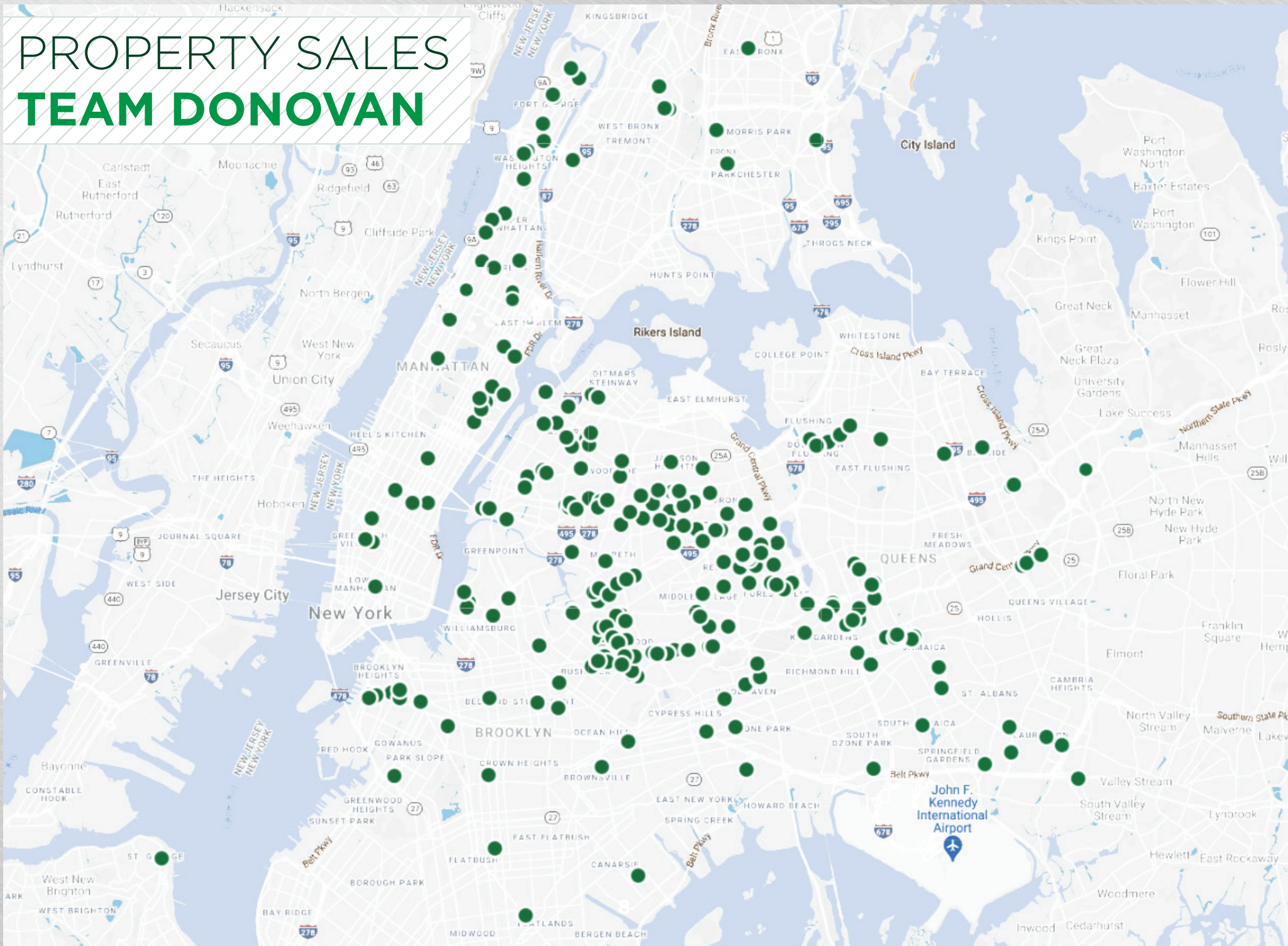
**BRAD RUTKIN**

Brad Rutkin is an Investment Sales Associate at B6 Real Estate Advisors, where he works alongside Thomas Donovan, focusing on investment sales in the Queens market. Previously, he was an Investment Sales Associate at Marcus and Millichap specializing in the sale of industrial buildings and development sites in Long Island City, NY.

**AFFILIATIONS**

- » Real Estate Board of New York (REBNY)
- » Long Island City Partnership
- » Robinhood Organization
- » Young Real Estate Professionals of New York

# PROPERTY SALES TEAM DONOVAN







**THE REGO PARK 18 PORTFOLIO | QUEENS, NY | MULTIFAMILY  
SOLD FOR: \$150,000,000**



**THE BRIARWOOD PORTFOLIO | QUEENS, NY | MULTIFAMILY  
SOLD FOR: \$87,200,000**



**90-02 QUEENS BOULEVARD | QUEENS, NY | CONVERSION  
SOLD FOR: \$125,000,000**



**NOSTRAND SHOPPING CENTER | BROOKLYN, NY | RETAIL  
SOLD FOR: \$38,250,000**



**99-01 QUEENS BOULEVARD | QUEENS, NY | RETAIL/OFFICE  
SOLD FOR: \$31,215,000**



**80-08 JUSTICE AVENUE | QUEENS, NY | DEVELOPMENT SITE  
SOLD FOR: \$26,500,000**



**RENDERING**

**75 ONDERDONK AVENUE | QUEENS, NY | INDUSTRIAL  
SOLD FOR: \$25,000,000**





**34-20 JUNCTION BOULEVARD | QUEENS, NY | RETAIL/DEVELOPMENT SITE  
SOLD FOR: \$21,000,000**



**166 BERRY STREET | BROOKLYN, NY | INDUSTRIAL/DEVELOPMENT SITE  
SOLD FOR: \$20,000,000**



**107-40 QUEENS BOULEVARD | QUEENS, NY**  
BULK CO-OP PACKAGE



**45-08 40TH STREET | QUEENS, NY**  
BULK CO-OP PACKAGE



**80 & 100 FLATBUSH AVENUE | BROOKLYN, NY  
DEVELOPMENT SITE | LONG-TERM GROUND LEASE**

**RENDERING**



**66 BOERUM PLACE | BROOKLYN, NY**  
**DEVELOPMENT SITE | LONG-TERM GROUND LEASE**



A photograph of the New York City skyline at dusk, featuring the Freedom Tower as the central focus. The sky is a mix of blue and purple. Several callout boxes are overlaid on the image, listing various financial institutions and markets. The text is white on dark blue or purple backgrounds.

**OUR TEAM HAS EXTENSIVE EXPERIENCE  
REPRESENTING FINANCIAL INSTITUTIONS  
IN THE SALE OF NOTES & BANKRUPTCY PROCEEDINGS**

**OPPORTUNITY  
FUNDS**

**BANKS**

**WALL STREET**

**EQUITY FUNDS**

**HARD MONEY  
LENDERS**

**PRIVATE  
LENDERS**

Thank you for taking the time to review my team's capabilities brochure. I assure you no matter the asset type you are disposing of, my team and I are well versed in its complexities and positioned to obtain the highest possible price and best terms in the market.

We only represent sellers, so there is never a conflict of interest, and our goals are fully aligned with yours. Our firm features the busiest building sales website in the city, acting as a central clearinghouse for New York City Investment Sales.

If and when you decide to sell, know that we serve the entire NYC metropolitan area, and there is no situation or asset class we haven't dealt with. Our firm also offers capital advisory services led by industry veterans, should recapitalizing an asset be preferred. I look forward to discussing your real estate plans over a nice cigar or beverage in the near future.

Best,

A handwritten signature in black ink, appearing to read 'Tom', written in a cursive style.

Thomas A. Donovan

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