

# COMMERCIAL OBSERVER

## 80 Arthur Mirante, Mitti Liebersohn and James Nelson

*Principal and Tri-State President; President and Managing Director of New York City Operations; Principal and Head of Tri-State Investment Sales at Avison Young*

**Last Year's Ranking: 81**

"We're in the game," Mitti Liebersohn declared. He's talking about an extremely competitive New York real estate game where his firm, Avison Young, is the relative new kid.

The Canadian company's presence in New York is only nine years old—but in that time it has been busy at work building up an office of 71 brokers.

"We have an environment that people seem attracted to," Liebersohn said. That's meant luring big recruits like Joseph Harbert, formerly the president of the eastern region at Colliers International, who jumped aboard Avison Young late last year. Avison Young also added some marquee hires such as Keith Caggiano and Roshan Shah from CBRE; Michael Sullivan, who was director of operations for Edward J. Minskoff Equities; Rick Marek of the Vortex Group; Todd Korren of EVO Real Estate Group and James Kinsey of Kinsey Capital.

Being in the game means grinding out the tenant and agency assignments and leases—which Avison Young has excelled at. The firm has

built up a 4-million-square-foot leasing portfolio, nabbing assignments like Thor's office portfolio, and New York City REIT's 1140 Avenue of the Americas. The company inked four solid leases at the Paramount Building, another eight at Tower 45 (a.k.a. 120 West 45th Street), and it got Convane in a 116,000-square-foot space at 530 Fifth Avenue.

Being in the game means a debt, joint venture, structured capital group (they arranged some 53 financings nationwide last year, with a value of \$2 billion).

Finally, being in the game means building an investment sales team—headed by James Nelson—which did \$397 million in sales in 2018 and has another \$377 million properties closed or in contract this year, including some showstoppers like the 206,000-square-foot 250 Church Street which went into contract in February for \$205 million. (Not bad for only April.)

"James is a machine," Liebersohn said. "[He and his team are] so focused on the future. They're just going to hit it out of the park."—M.Gross



**From right: Arthur Mirante, Mitti Liebersohn and James Nelson.**

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