

HODGES WARD ELLIOTT

Contact:

Great Ink – 212-741-2977

Tom Nolan (Tom@Greatink.com)

For Immediate Release

Hodges Ward Elliott Welcomes Anthony Ledesma To Commercial Investment Advisory Group as Managing Director

*Highly regarded capital markets professional bolsters flourishing investment sales team
with substantial 2019 YTD transaction activity*

New York – September 3, 2019 – Hodges Ward Elliott (“HWE”) today announced that Anthony Ledesma has joined the firm’s commercial investment advisory team as Managing Director.

He will be based in the firm’s New York City office located at 1140 Avenue of the Americas and work alongside the HWE commercial investment advisory group’s leadership team, including President, Mark Elliott, and Managing Directors Paul Gillen and Daniel Parker. In his new role, Ledesma will further build upon the firm’s rapidly growing commercial investment sales brokerage platform.

Ledesma brings over a decade of significant commercial real estate investment advisory experience to HWE, with over \$35 billion of transaction experience across all product types and risk profiles. He most recently served as a Managing Director on the Investment Sales team at Jones Lang LaSalle, leading the sale, purchase and recapitalization of tristate real estate transactions.

“Anthony has earned a stellar reputation in this industry and we are confident he will boost the already substantial growth trajectory of our investment sales service line,” notes Elliott. “Our commercial investment advisory group has enjoyed extraordinary momentum over the last few years and this latest hire once again underscores the HWE commitment towards building a team of industry-leading producers. We are pleased to welcome Anthony to the team and look forward to his contributions as we continue the strategic expansion of our investment sales practice.”

“I’m excited to join the HWE team as well as have the opportunity to tap into the firm’s exceptional platform,” adds Ledesma. “I’ll be able to focus on delivering a high level of client service while collaborating with some of the best professionals in the business.”

Known for its unique data science driven approach, the HWE commercial investment advisory group has experienced tremendous growth over the last few years, with a particularly strong level of 2019 year-to-date activity. The company has recently closed a variety of transactions on behalf of several top investment companies including three separate transactions for Related Companies, in addition to successfully consummating transactions with Nuveen, Property Markets Group, Meadow Partners, Brickman, Vanbarton, Magnum Real Estate Group, East End, Rockpoint and KBS. Highlights include the following:

- **1 Queens Plaza South** - \$284M sale, the largest single asset multifamily sale ever in Queens
- **430 West 15th Street** - \$158M sale of the leasehold interest in Live Nation's Meatpacking District headquarters
- **2001-2045 Story Avenue** - \$89M sale of a Bronx multifamily asset, the largest single asset sale in the Bronx since 2012
- **196 Orchard** - \$89M sale of a retail condominium on the Lower East Side, the largest retail condo transaction in New York City since 2017
- **Rocket Lofts 100 South 4th Street** - \$61M sale of 100% free-market loft apartment building in Williamsburg, Brooklyn
- **424 Bedford Avenue** - \$44M sale of a 20-story luxury rental property in Williamsburg, Brooklyn

About Anthony Ledesma:

Anthony Ledesma boasts a wide range of investment sales industry experience, having closed and structured numerous dispositions, acquisitions and ground leases throughout the country. In his most recent role at Jones Lang LaSalle, he served as a primary director of institutional sales in NYC, and is widely recognized for his financial acumen, specializing in value engineering across the capital stack. He's also one of the most sought-after brokers for ground lease transactions, having recently executed more leasehold deals than any other broker in New York City, including multiple sale, restructuring, and creation of new leasehold positions.

Recent transactions include the \$640 million sale of 5 Bryant Park from Blackstone to Savanna; the \$92 million leasehold sale of 30 Flatbush Avenue from Angelo Gordon to Sun Realty; and the \$163 million sale of 600 Washington Boulevard in Stamford, CT from Royal Bank of Scotland to Rubenstein Partners.

Earlier in his career, Ledesma served on the principal side of the business at Wolf Realty where he managed a family office that encompassed in excess of 80 properties. He started his career as an analyst in CBRE's Institutional Investment Sales group and is a 2006 graduate of the University of Pennsylvania.

About Hodges Ward Elliott:

Hodges Ward Elliott ("HWE") is a leading, full service real estate advisory and brokerage firm designed to facilitate global capital investment in gateway markets. HWE's multi-disciplined platform includes commercial, hotel and debt capital markets teams, with offices in New York, Los Angeles, Atlanta and London. As a privately held company, HWE is focused on building long term relationships and takes pride in their reputation of providing outstanding client service. HWE has closed over \$50 billion of transactions, including more than \$20 billion over the past 5 years, and has a current pipeline of nearly \$5 billion.