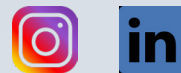




August Newsletter

Marcus & Millichap
THE ANTON GROUP

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2020 - Structured Opportunities

The Anton Group is currently advising several clients on alternate structures to accommodate the difficulties in today's market.

GROUND LEASES

Our team has been assisting owners of NYC properties, (i.e. hospitality, office, multifamily and development) with structuring long-term ground leases. This approach can secure owners annuity payments while reducing management responsibilities. Additionally, a long-term lease is not subject to capital gains tax and owners do not have to facilitate a 1031 exchange to defer these taxes.

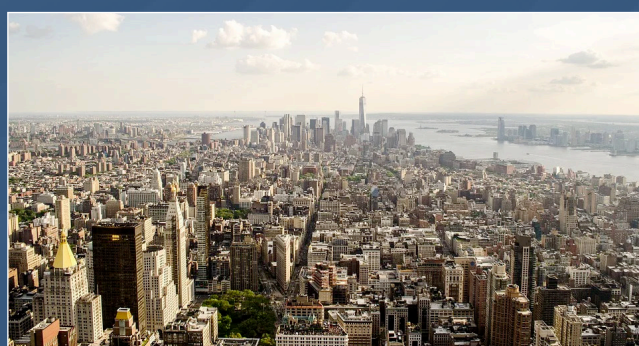
Ground leases can be structured in many ways, and can include a substantial initial payment to ownership. Sizable rent growth formulas can be negotiated. A profit participation component is also a possibility.

Many long-term owners who desire to retain assets have opted for this type of transaction. Our group works with the top attorneys, accountants and zoning professionals in this space. We are available to Meet/Zoom/WebEx to discuss your property.

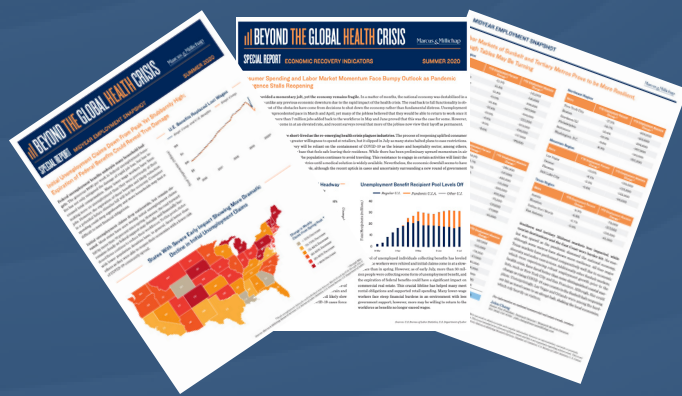
RECAPITALIZATION - EQUITY FOR DEBT

Our Global Capital Group has built extensive relationships overseas with high net worth investors and institutions capable of recapitalizing NYC assets. Some creative structures that we are exploring could take the form of a substantial equity investment to reduce leverage and secure new first mortgage debt at historically low rates. Some foreign investors can borrow at sub-2.00% rates. This equity for debt structure can successfully recapitalize hospitality, office, multifamily and development projects.

Negotiations with foreign groups are often complex. Our team has closed several of the largest deals with foreign groups in NYC over the past few years. There is a significant amount of interest from overseas investors seeking to deploy capital in NYC. We look forward to exploring this possibility for you with your property.

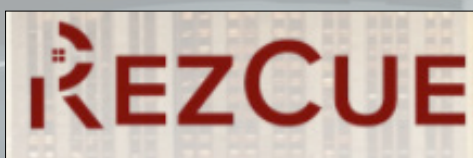


Click [here](#) to stay up-to-date with Marcus & Millichap's latest CRE market research



A close friend of our team, Hal Coopersmith, Esq., recently created an intelligent residential leasing management and compliance platform called RezCue. The platform assists owners of residential property in New York State stay in compliance with the Housing Stability and Tenant Protection Act (HSTPA). The HSTPA was enacted last year and imposes more requirements on landlords.

Anyone who mentions The Anton Group will receive 50% off the software at checkout using code: ANTON



RezCue informs owners, property managers, and brokers of all the requirements of the law through a sequence of emails and text messages so they are able to stay in compliance with the HSTPA and make their properties more profitable.

Website: rezcueme.com
Email: info@rezcueme.com
Phone: 212-625-8505

The HSTPA Requires Landlords To:

- ⌘ Send a non-renewal notice before a certain date
- ⌘ Send a rent increase notice at a set time if increasing more than 5%
- ⌘ Offer tenant a walkthrough in a limited window before expiration
- ⌘ Return security deposit within 14 days

Failure to Comply Could Result In:

- ⌘ The tenant not vacating on time
- ⌘ Failure to secure desired rent increases
- ⌘ Inability to prove damages and pass on expenses
- ⌘ Penalties for not returning security deposit on time

Marcus & Millichap's Global Capital Group, co-chaired by Eric Anton and Nelson Lee, sat down with representatives of Japan's largest trust bank. If you would like a copy of the full video, please call Eric or Nelson.

Learn about the Japanese wave of capital interested in US CRE investment

- What asset classes do Japanese investors find most interesting?
- Are Japanese construction companies looking for US ground-up development opportunities?
- What are the cap rates in Japan? Interest rates?
- What dynamics are motivating Japanese investors to look towards investment in the US?
- Explain the tax advantages for Japanese investors who purchase older, or wood-framed buildings
- Talk about why Japanese investors are typically all cash buyers



The Anton Group has made two key additions this month. Welcome Nathan Ande and Shelby Caron!

Shelby Caron



Shelby recently graduated from the University of Connecticut and joined our team as an associate.

Shelby has had an impressive collection of internships in marketing and real estate, including with The Vanderbilt Appraisal Company, ERA Real Estate, Ready Set Loan and The US Department of Health and Human Services Office of The Chief Information Officer.

Shelby graduated with a Bachelor of Science degree in Applied and Resource Economics and a minor in Geography. While at UConn, Shelby was a member of the Women's Rugby Team.

Nathan Ande



Mr. Ande is the newest addition to The Anton Group. His primary focus is industrial and commercial properties in Brooklyn and Queens.

Prior to arriving in New York City, he held roles as a financial analyst for GE Digital and worked in asset disposition for the 3rd largest retailer in the US, Kroger Supermarkets. One career highlight was the sale of a decommissioned store for \$3.6 million in his first year on the Surplus Asset Team.

Nathan is a University of Cincinnati graduate with a Bachelor of Business Administration in Finance & Real Estate.

The US Commercial Real Estate Market

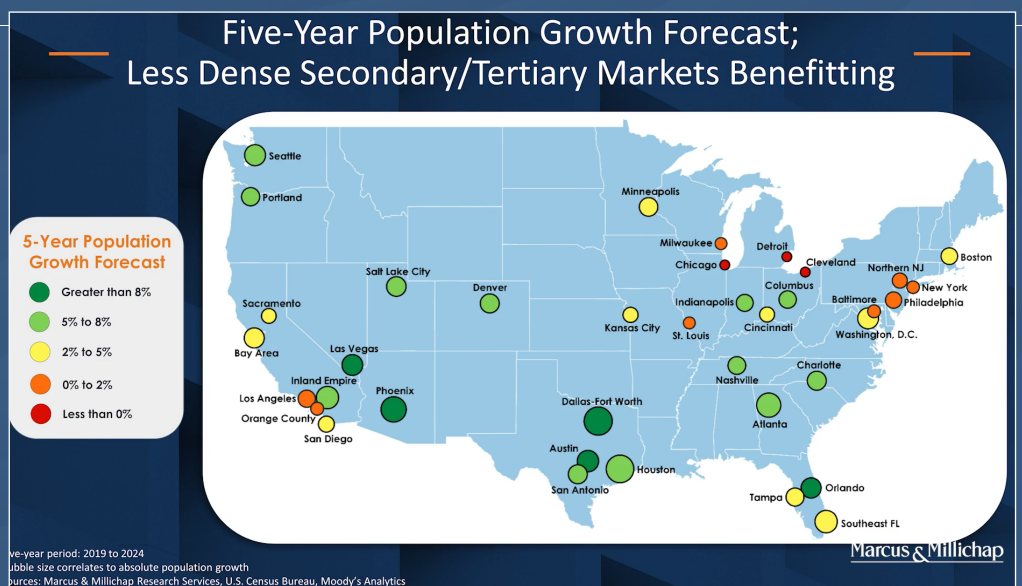
We remain firmly confident in the long-term outlook of New York City's commercial real estate market. This is the world's greatest large city. The talent, infrastructure, real estate, global significance and culture are unrivaled. However, a key responsibility of a commercial real estate advisor is to keep clients abreast of trends in the market. We understand this responsibility and take it seriously. The NYC real estate market is faced with several challenges, including:

- The recent onerous changes to NY State rent laws and potential additional regulations
- Uncertainty of the debt markets post-COVID
- Financial impacts of tenant delinquency
- Potential shifts in demand for office, hospitality and retail space
- Increasing costs, taxes and regulation

These trends have incentivized businesses and individuals alike to relocate to states with stronger business climates. Florida, a major beneficiary, has a 5.5% corporate tax rate and no state income or estate tax.

The Anton Group is working in conjunction with many of Marcus & Millichap's major offices to procure interesting investment opportunities.

In partnership with the firm's leading Florida office broker, we are pleased to offer for sale a Class A office building in downtown Sarasota, Florida. This city, located on Florida's west coast, has experienced a 14 percent increase in population since 2010 and continues to grow rapidly.



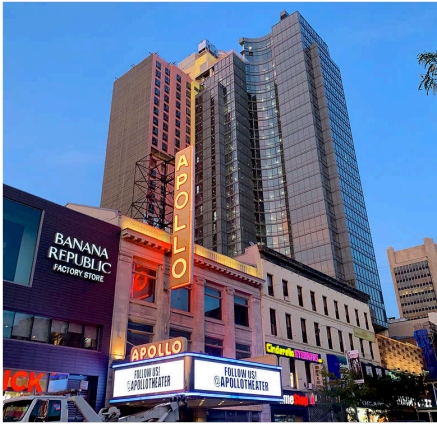
BB&T Financial Center - Sarasota FL



Ask	Call for pricing information
Towers	2
RSF	235,720
Percent Leased	76%
Interest Offered	Fee Simple

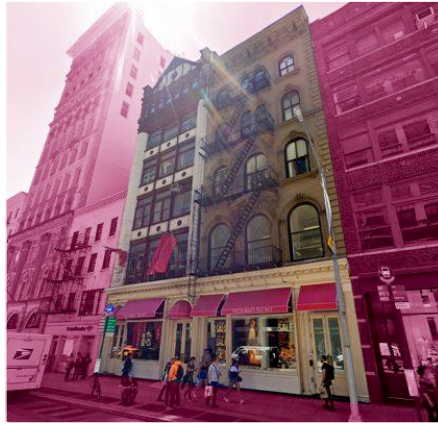
The Anton Group Offerings

Harlem Mixed-Use Tower
Opportunity Zone



Offering	Fee Simple
Gross SF	400,000
Type	Mixed-Use

591-593 Broadway
SoHo Office Building



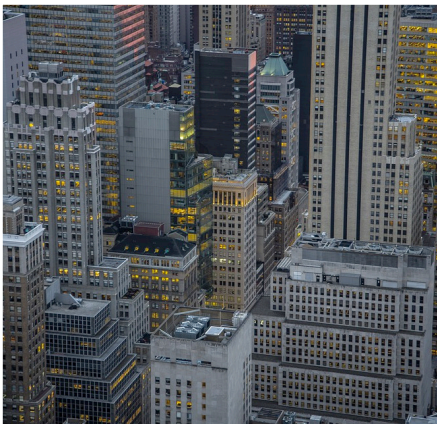
Listing Price	\$80,000,000
Gross SF	82,447
Type	Mixed-Use

30 Warren Street
New Spectrum Lease



Listing Price	\$13,000,000
Gross SF	3,086
Type	Retail Condo

Prime Plaza District
User Opportunity



Listing Price	
Gross SF	~20,000
Type	Boutique Office / User Building

Chelsea Hotel
Top-Performing Asset



SF	55,916
Keys	158
Type	Hotel

108th Street Development Site
120,000 SF Buildable



Listing Price	Ground Lease
Buildable SF	120,000
Type	Development

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