

Robair Reichenstein

Managing Director, Not-for-Profit Practice

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Real Estate Specialty

- Not-for-profit Organizations
- Tenant representation
- Consulting, Transaction Management
- Corporate Services

Background

Mr. Reichenstein is a Managing Director in the Not-for-Profit Practice of Colliers ABR. As a leader in the commercial real estate industry, he has led and managed the acquisition, disposition and negotiation of hundreds of commercial and industrial properties in the New York City metro area, nationally and internationally, involving in excess of 5,000,000 square feet. He specializes in the development of client real estate occupancy strategies, as well as the implementation of strategy in the local real estate marketplace.

Prior to joining Colliers ABR, Mr. Reichenstein spent 12 years at CB Richard Ellis as a leader of its Corporate Services Practice in New York City, where he developed/executed real estate strategy for large public and private sector clients. Mr. Reichenstein also served for seven years in the public sector, where he was Deputy Director for Leasing & Acquisitions at the Metropolitan Transportation Authority's Real Estate Department.

Recent Projects

- ◆ **New York City Board of Elections (150,000 sf)** – Advised client over 8-year assignment, relocating storage requirement to temporary location, then to long-term industrial space solution in Manhattan. In a separate transaction for the NYC Board of Elections, he identified HQ rental savings opportunity and closed advance lease renewal, saving client \$600,000 per year.
- ◆ **Mercy College (130,000 sf)** – Developed space program for expansion and relocation of Mercy College's Bronx campus. Consulting services included hiring and integrating the real estate project's third party professional services. Created and maintained consensus between all parties while the college experienced severe financing and cash-flow issues, prior to lease closing.

Clients Served

- ~ City of New York (Various agencies including: Administration for Children's Services, Office for Court Administration, Human Resources Administration/Victim Services, NYPD, Board of Elections)
- ~ Mercy College ~ Automatic Data Processing
- ~ Bain & Company ~ Cap Gemini Ernst & Young
- ~ Metropolitan Television Alliance ~ NEC America
- ~ General Electric Company ~ Walt Disney Company

Education

- ~ M.B.A., Columbia University; B.A., Tufts University

Achievements

- ~ Closed 1.3 million sq. ft. lease renewal for GE following multi-state doubleblind site search
- ~ First to achieve \$1,000 per sq. ft. annual rental for MTA revenue-generating retail property
- ~ Board of Directors/Treasurer – Family Dynamics (affiliated with SCO Family of Services)