

nyrej

THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE STATE

Reprint

nyrej.com

Tuesday, November 1, 2016

TO FOCUS ON OFFICE/RETAIL IN QUEENS/L.I.

Birbach launches Vanderbilt Realty

GLENWOOD LANDING, NY

Steve Birbach, CEO of Vanderbilt Property Management, has launched a new division focused on opportunities in retail and office rentals and sales in Queens and Long Island. The new division, Vanderbilt Realty, focuses on office and retail listings, and already offers a number of exclusives from small offices to full floors including mixed-use buildings, strip stores, small shopping centers for sale, and street level retail.

Vanderbilt Realty evolved from its parent company, which manages residential and commercial properties in NYC, Queens and Long Island. The firm's longstanding experience with commercial properties is what inspired Birbach to branch out with a new division. "We're out there every day seeing opportunities for both tenants and owners. We already provide management services for many commercial properties, working directly for owners, and we use all the on-line platforms that connect us to the brokerage and investment community. It was natural for us to



Shown (from left) are: Birbach and Fornabaio.

expand in this direction," he said.

Birbach, a 35-year veteran in the field of property management and brokerage, brings a mix of passion for the area and professional experience to Vanderbilt. Born in Queens, and a resident of Long Island, Birbach and his sales team offer a degree of market knowledge including historical pricing and

marketing strategies that allow his team to put together deals that work for both landlord and tenant. Over his 35-year career, Birbach has closed 5,000 residential sales and commercial transactions totaling \$100 million in sales. Birbach said, "With our resources and experience, we're going to know, for example, if a landlord is charging

significantly more than someone is paying down the block. We can talk to the landlord and tenant, and get the right price for all parties."

Helping him in his efforts is director of sales, Anthony Fornabaio. Also a lifetime Long Island resident, Anthony brings his background in both real estate and finance to Vanderbilt Realty.