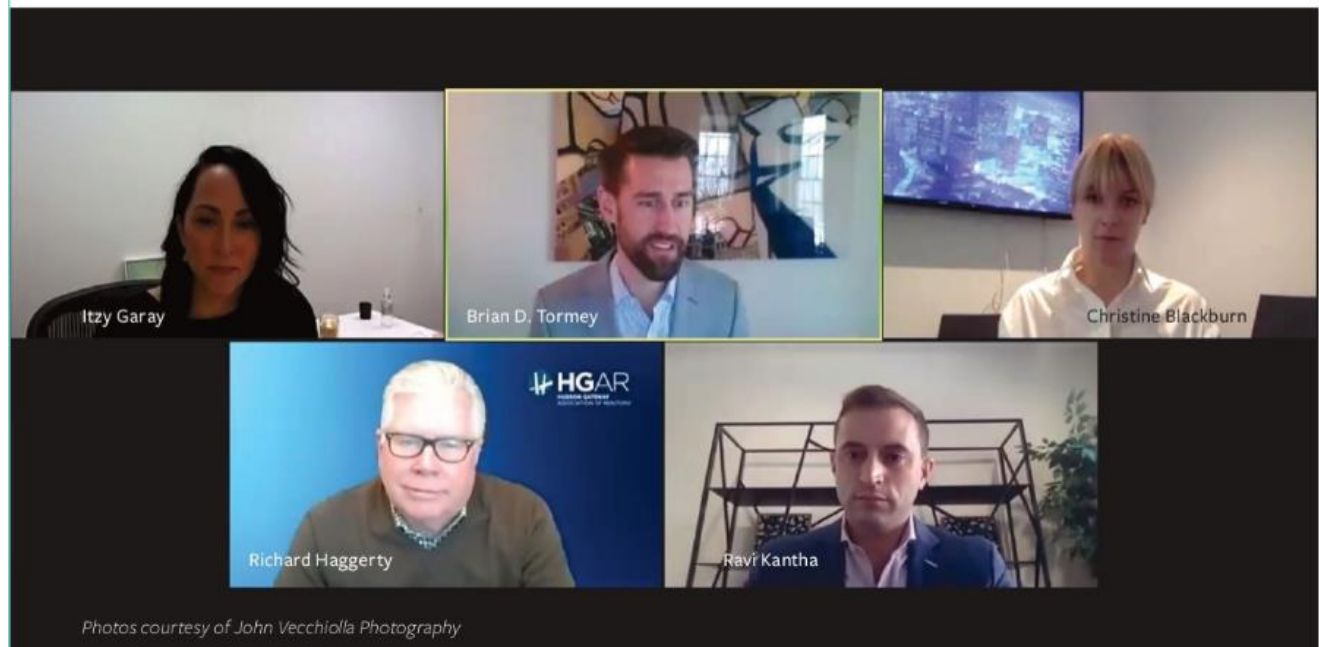


PHOTO STORIES

# HGAR, ONEKEY MLS ZOOM IN ON BROOKLYN



Photos courtesy of John Vecchiolla Photography

**T**op Brooklyn real estate producers weighed in on the Brooklyn’s residential market, noting record-high sales and what’s driving the surge at a virtual panel hosted by the Hudson Gateway Association of Realtors Inc. (HGAR) and OneKey MLS.

Hundreds of industry professionals tuned in for “Getting the Deal Done: The New Brooklyn — Inner Intel on NYC’s Booming Borough,” which featured Christine Blackburn, licensed associate real estate broker on the Barak/Blackburn Team, Compass; Itzy Garay, licensed associate real estate broker and senior executive vice president and managing director of sales/Brooklyn at Brown Harris Stevens and Ravi Kantha, partner and director of Brooklyn sales at the Lesser Kantha Team, Leslie J. Garfield & Co.

The discussion was moderated by Brian D. Tormey, president of TitleVest, a New York City-based provider of title insurance and related real estate services. The hour-long session focused on how Brooklyn is well-positioned to meet a growing demand for larger spaces, outdoor access and proximity to quality dining and entertainment venues.

“People no longer view Brooklyn as an alternative to Manhattan; they are choosing to put down roots here because of the incredible housing stock, sense of community, distinctive neighborhoods and

unique energy,” said Garay.

The panel cited Brooklyn’s townhouses and brownstones, venues, such as the Brooklyn Academy of Music and Barclays Center, alternative transportation and neighborhood developments.

“We’re seeing more businesses here, a lot of technology companies, particularly in Northern Brooklyn, fashion entrepreneurs,” Blackburn said. “And in the Navy Yard, there’s a lot of new and innovative businesses, and their employees want to be close by, owning something where they can walk to work.”

Kantha pointed to the increased level of interest in high-end properties, in excess of \$10 million.

“Some of these buyers I would never have expected to see in Brooklyn — buyers from Manhattan, who could really buy anywhere,” Kantha said. “Some is due to COVID-19, some from the gradual ascension of pricing. But it’s the psychological factor, that feeling you get when you step into a neighborhood here — relaxing, quiet, beautiful, clean — that quality of life makes an impact.”

“Getting the Deal Done” is part of the “Be Your Best” webinar series created by HGAR and OneKey MLS to help realtors and agents navigate the changing landscape amid the pandemic.