



PETER CARILLO

PRINCIPAL, SENIOR MANAGING DIRECTOR

Mr. Carillo has successfully negotiated over \$3 billion in real estate sales transactions, representing both purchasers and sellers, including foreign investors. He has a diverse experience across various property types and has built his reputation on closing complex transactions. His strategic approach to marketing, combined with financial acumen and unparalleled market knowledge, consistently achieves benchmark pricing. Mr. Carillo has a reputation for successfully handling challenging and unique transactions in New York City, closing deals that have eluded others.

His disciplined approach and deal-making savvy allow for creative deal structuring. He is relationship-driven, emphasizing clear, cogent, and actionable communications, and leverages a vast network of real estate experts, including attorneys, tax specialists, environmental experts, and estate planners. Among his significant achievements, Mr. Carillo facilitated two 99-year ground leases in the Times Square district for a private New York real estate family, with a combined value of \$1 billion. Additionally, he has closed two notable multifamily transactions: the East Harlem Portfolio, comprising 48 buildings with 1,141 units and 58 commercial spaces, sold for \$225 million to a UK conglomerate, marking their first purchase in the USA and the Kings Portfolio, encompassing 15 buildings across Brooklyn and Staten Island with 1,434 units, was sold for \$236 million.

Before his tenure as the head of the Investment Sales Division at HKS, Peter rose through the ranks at Eastern Consolidated to become a Principal, where he worked for 17 years. During this time, the firm consistently ranked in the Top 10 in NYC Investment Sales.

A native of Argentina, Mr. Carillo graduated from The Catholic University of Lima with a degree in Political Science and is fluent in Spanish and Italian. He is a member of the Real Estate Board of New York (REBNY) and the Urban Land Institute (ULI).

SELECT TRANSACTIONS:

- \$236,000,000 sale of the Kings Portfolio, consisting of 15 buildings in Brooklyn & Staten Island containing 1,434 residential units and totaling over 1.5 million sq. ft.
- \$225,000,000 sale of the East Harlem Portfolio, comprising 48 buildings with 1,141 residential units and 58 commercial spaces.
- Structuring of a 99-year leasehold for the assemblage of a hotel development (approximately 90,000 sq. ft.) at the corner of Eighth Avenue & 47th St.
- \$73,000,000 court-approved bankruptcy sale of a 102,000 sq. ft. office building at 45 John Street.
- \$54,200,000 sale of 58-62 West 37th St., an assemblage for the development of a five-star hotel containing over 165,000 sq. ft.
- \$50,000,000 court settlement sale of a 72,500 sq. ft. building for commercial to residential conversion at 335-343 West 35th St.
- \$42,000,000 sale of 509 Fifth Ave., a 12-story elevator building, containing over 48,000 sq. ft. to be repositioned into retail and office condominiums.
- \$37,960,000 sale of a six-story elevator multifamily building containing 93 units, three commercial units, and underground parking at 401 West 56th St.



- \$24,750,000 sale of 351-353 Canal St., a five-story, cast-iron, mixed-use elevator loft building in SoHo containing approximately 25,000 sq. ft. of raw space.
- \$24,000,000 sale of a three-story garden apartment complex comprising 456 residential units at 20 East Street Rd, Centennial Village in Bucks County, PA.
- \$20,150,000 sale of 42-44 Grand St., two apartment buildings with street-level retail, and a mixed-use property at 61 Sullivan St., on behalf of the Dorothea and Leo Rabkin Foundation for the visual arts.
- \$18,960,000 sale of 354 & 360 West 52nd St., an assemblage of two adjacent lots for the construction of a 50,000 sq. ft. luxury condominium in the heart of Times Square.
- Structuring of a 99-year leasehold and ZLDA agreement for a 59,000 sq. ft. hotel development at 305 West 48th St.
- \$13,800,000 sale and qualification through the NYC and Federal assisting programs for the purchase of a 46,774 sq. ft. Affordable housing building at 15-17 West 116th St.