



THE NYC STANDARD

2026 Strategic Acquisition & Development Report

[MendyRealty.com](https://www.MendyRealty.com) 718-751-0738

The NYC Standard

Off-market deal flow and precision advisory for New York investors.

20+

Years of Market Leadership

\$500M+

Closed Transaction Volume

5 Boroughs

NYC & NYS Reach

Exclusive

Off-Market Deal Flow

Precision Advisory

Data-backed navigation of 2026's fluctuating interest rate environment.

Strategic Acquisitions

Access to distressed Class B/C office-to-residential conversion targets.

Capital Execution

Direct pipelines to private credit and institutional bridge financing.

[View Active Listings](#)

[Access Intelligence Reports](#)

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1. Executive Vision: A Five-Borough Strategy

2026 Strategic Imperative: Targeted Acquisition of Distressed Luxury Assets

STRATEGIC ROADMAP



The 2026 Imperative: Capitalizing on the convergence of market correction and high demand to secure generational assets across NYC.

Market Timing: Strategic acquisition window: Q4 2024 – Q2 2025 at corrected valuations.

Asset Repositioning: Unlocking 30%+ yields via vertical development and footprint optimization.

Core Pillars



Growth



Preservation



Yield

THE '1-2 PUNCH' EXECUTION



Mendy Lipsker | Principal (Acquisition & Origin)

- **Strategy:** Off-market sourcing and elite seller relationships.
- **Value Add:** Securing underutilized assets before public listing to guarantee entry-price alpha.



Jeff Zalmy | Principal (Capital & Development)

- **Strategy:** Orchestrating capital stacks and vertical execution.
- **Value Add:** Managing equity structuring, zoning compliance, and construction management.

Strategic Roadmap

2026 Acquisition & Development Plan | Mendy Realty Inc.



01

1. Executive Vision:

Leadership vision, core values, and 2026 milestones.



02

2. Market Intelligence:

NYC luxury sector deep-dive, pricing, and absorption rates.



03

3. Regulatory Advisory:

Zoning shifts, Local Law 97, and compliance frameworks.



04

4. Capital Markets:

Financing structures, interest rate hedging, and lender relations.



05

5. Asset Performance:

ROI projections, portfolio review, and holding strategies.



06

6. Action Plan:

Q3-Q4 acquisition targets and immediate execution steps.



7. Appendix & Directory:

 Supporting data sets, legal disclosures, and contact lists.

07

2. Market Intelligence: Borough-Specific Opportunities

Strategic Acquisition & Development Vectors | Q1 2026



Market Sentiment:
Bullish / Acquisition
Phase



MANHATTAN

Asset: Commercial / Office

Opportunity: FiDi/Midtown vacancy creates entry points 30-40% below 2019 peaks.

Strategy: Class B/C Office-to-Resi conversions.



BROOKLYN

Asset: Multi-Family

Opportunity: Leveraging 485-x tax incentives in supply-constrained Tier 1 zones.

Strategy: 'Missing Middle' density in Crown Heights & Bushwick.



THE BRONX

Asset: Industrial

Opportunity: Last-mile delivery demand outstripping supply near I-95.

Strategy: Cold storage & logistics center development.

4. Capital Markets & Financing Division

2026 Projections: Strategic Execution for Institutional Assets

Product	Rate Outlook	Max Leverage	Primary Use Case
Senior Construction	7.25% – 7.75%	65% LTC	Ground-up Development
Bridge / Transitional	8.50% – 9.00%	75% LTC	Value-Add Repositioning
Agency Perm (5-Yr)	5.85% – 6.15%	80% LTV	Stabilized Multifamily

Capital Stack

The “Pivot to Stability” Framework



Private Credit Agility:

Utilizing non-bank lenders for high-leverage transitional phases without rigid DSCR constraints.



Agency Takeout Stability:

Executing permanent financing sub-6% upon stabilization to lock in long-term cash-on-cash returns.



Asset Performance & 2026 Forecasts

Market Sentiment



Multifamily
Strong Buy

4.2% Rent Growth | 1.8% Vacancy



Industrial
Moderate Buy

5.8% Rent Growth | 3.2% Vacancy



Office
Hold/Repurpose

-1.2% Rent Growth | 18.5% Vacancy

Trend Visualization (Mini-Charts)



Portfolio Quantitative Overview

Asset Class	Risk	2026 Proj. Cap Rate	Allocation Target
Multifamily	● Low	4.15% - 4.50%	45%
Industrial	● Mod	3.75% - 4.10%	30%
Office (Class A)	● High	7.00% - 7.75%	15%
Retail (Mixed)	● Mod	5.50% - 6.00%	10%

Strategic Pivot Points

- **Strategy A:** Accumulate regulated outer-borough multifamily with value-add potential.
- **Strategy B:** Expand last-mile logistics in NJ/Queens corridors (high-clearance only).
- **Strategy C:** Target Midtown South Class B/C office assets for residential conversion.

Execution: The Mendy Realty Standard

Precision in Acquisition. Excellence in Development.

THE 4-PILLAR ROADMAP



“City of Yes” Campaign:
Unlock development potential by leveraging new NYC zoning flexibility.



Probate-LL97 Cross-Reference:
Identify off-market deals by matching probate records with LL97 compliance gaps.



Target ‘Option B’ Sites: Sourcing high-upside secondary market sites overlooked by institutional funds.



Activate Capital Stack: Deploy structured financing and engage strategic equity partners for Q4 deployment.

EXECUTION METRICS

Market Focus & Timing		
Focus Area	Target Execution	Strategy Alpha
NYC Boroughs	Q4 2026	Regulatory Arbitrage

Portfolio Value Drivers



> “Leveraging regulatory shifts and capital activation to redefine the NYC acquisition landscape.”

Appendix: NYC Development Data

Mendy Realty Advisory Division — Live Data: Q1 2026

STRATEGIC INSIGHTS



Cost Escalation (High Risk):

Projected +4.5% in labor costs due to union renegotiations.



Zoning Impact:

Local Law 97 compliance is driving significant increases in MEP (Mechanical, Electrical, Plumbing) estimates.



Methodology: Estimates assume luxury residential high-rise specs; union superstructure + non-union finishes.

TABLE 2 — COST PER SQ. FT.

Category	Cost Range (PSF)	YoY Trend
Hard Costs (Core & Shell)	\$350 – \$475	↑ +5.2%
Interior Fit-Out (Luxury)	\$200 – \$350	↑ +2.1%
MEP Systems	\$120 – \$180	↑ +6.5%
Soft Costs (Architecture/Legal)	\$85 – \$120	— Stable
TOTAL PROJECTED COST	\$755 – \$1,125	*Est. Comp: 2028*

DATA SOURCE: Source: Mendy Realty Analytics Division | MR-DATA-002 *Note: Excludes land acquisition and financing charges.*

> “Leveraging regulatory shifts and capital activation to redefine the NYC acquisition landscape.”



MENDY REALTY

Mendy Realty Inc.

The NYC Standard for off-market deal flow
and strategic development.

● Acquisitions & Advisory Open

New York, NY | Est. 2005

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