



January 27, 2010

Brokerage, Asset Manager Forge Alliance

By Paul Bubny

NEW YORK CITY-Commercial brokerage firm the Hunter Organization and Phoenix Asset Management have joined forces under the Coldwell Banker Commercial banner and will operate as Coldwell Banker Commercial Hunter Phoenix, GlobeSt.com has exclusively learned. The combination provides both firms with a worldwide base while expanding their service lines.

"Commercial real estate increasingly requires a global network and we have found an opportune way to expand our reach," says Peter Sabesan, cofounder of Hunter Realty, in a release. Phoenix Asset president Barry Pincus says the alliance with Hunter will enable his company "to provide additional services to our clients."

The alliance between Hunter and Phoenix will operate as the flagship Manhattan office of Coldwell Commercial. Founded in 1997 by Sabesan and Richard Selig, Hunter has worked on office and retail leasing assignments for both tenants, including Allianz Global and American Express, and landlords, including SL Green Realty Corp. Phoenix Asset Management is responsible for more than seven million square feet of commercial real estate nationwide, including the landmark Woolworth Building at 233 Broadway.

