



CONTACT:

85 South Service Road
Plainview, NY 11803

David A. Chauvin
Office: (516) 829-8374
Cell: (516) 410-8832

Rechler Equity Partners Reports Unprecedented Occupancy in First Two Quarters of 2016

Occupancy, Sales and Renewals Reflect Strong Economy and Demand for Industrial Space

Plainview, NY (September 6, 2016) – Rechler Equity Partners, the largest owner of commercial real estate on Long Island, has reported an unprecedented rate of occupancy for its industrial real estate portfolio on Long Island. The real estate giant’s portfolio-wide occupancy rates are higher than the company has experienced in more than 55 years in business, with a mid-year 2016 occupancy rate of 99.6 percent. In recent years, Rechler Equity has seen increases in several critical trends—companies migrating out of Brooklyn and Queens, high retention of existing tenants and many successful sales of key properties.

“The demand for industrial real estate on Long Island is unlike anything we’ve experienced before,” said Mitchell Rechler, Managing Partner of Rechler Equity Partners. “Our occupancy rates have never been higher, leases are being filled more than a year in advance and properties no longer fitting within our portfolio profile are selling quickly. These benchmarks directly affect the confidence businesses have to invest and establish themselves on Long Island.”

After the first six months of 2016, Rechler Equity Partners’ 5 million square-foot industrial space portfolio has a staggering occupancy rate of 99.6 percent. Besides the unprecedented demand for industrial space on Long Island, the company attributes its extremely high occupancy rate to the quality and location of its properties, which allows the company to more easily attract new tenants as well as retain existing ones.

“While the booming market has been instrumental to many of our accomplishments, our reputation of offering tenants quality properties and accommodations that meet their needs is the greatest driving force to our lack of vacancies,” said Gregg Rechler, Managing Partner of Rechler Equity Partners. “A real estate company’s ability to attract new tenants and retain existing ones is a direct reflection of the products they have to offer. We are very proud of our products, and they have directly affected our company’s success.”

One continuing trend correlating to Rechler Equity Partners’ successes is its ability to sign and resign tenants to long-term commitments. Marchon Eyewear, manufacturer of high-end eyewear and sunglasses,

recently signed a five-year lease renewal for a 41,800 square-foot facility located at 10 Hub Drive in Melville, New York. This new lease agreement marks the continuation of a more than 20-year relationship between Marchon Eyewear, its affiliates and Rechler Equity Partners. In addition, AMSCO Valley Forge, an automotive manufacturing and supply company, recently signed a six-year renewal lease for a 24,000 square-foot facility at 90 Plant Avenue in Hauppauge—a facility they have leased from Rechler Equity since 1994.

Another recent trend that has presented and led to Rechler Equity Partners' growth is the migration of companies, primarily from Brooklyn and Queens, moving east to Suffolk County. The lack of available, quality space has caused the prices of Brooklyn and Queens' commercial and industrial real estate to nearly double in recent years. Religious Art, Inc., an importer and wholesaler of Catholic Gifts, recently relocated its Brooklyn headquarters to an 18,000 square-foot facility at 170 Wilber Place in Bohemia, New York and committed to a 10-year lease agreement. Hemisphere Trading of NY, LLC, an importer and distributor of glass top and tableware, recently relocated its operations in Jamaica, Queens to a 65,000 square-foot facility at 42 Windsor Place in Central Islip. Due to steeply-rising rent prices in Brooklyn and Queens, both companies were able to reduce overhead costs and continue to effectively serve their customers.

Increasing rental rates have made it more attractive for some companies to purchase space rather than lease. As part of Rechler Equity's 2016 disposition program, the company has closed on the sales of several properties no longer fitting into its property portfolio. With a very limited supply and large demand in the industrial space sales market, Rechler Equity was able to capitalize and sell three properties at unprecedented sale prices. The sales of 1516 Motor Parkway, a 140,000 square-foot warehouse and distribution facility in Hauppauge; 42 Windsor Place, a 65,000 square-foot manufacturing and distribution facility in Central Islip; and 125 Ricefield Lane, a 30,000 square-foot manufacturing facility in Hauppauge demonstrate the demand and strength of the Long Island market for industrial/commercial space.

About Rechler Equity Partners

Rechler Equity Partners is the successor company to Reckson Associates, founded over 55 years ago by Donald and Roger Rechler. Today managed by Mitchell and Gregg Rechler, Rechler Equity Partners is the largest owner of commercial real estate on Long Island with a portfolio of assets totaling over 6.5 million square feet. Rechler Equity offers a wide range of services including leasing, property management, asset management, architecture, construction, environmental, finance and development.