

**AUDREY NOVOA
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SENIOR REAL ESTATE EXECUTIVE

35 Years of commercial real estate experience with special expertise and proven track record in Tenant Representation, Landlord Representation, Repositioning of Assets, Strategic Planning.

EXPERIENCE

Murray Hill Properties – September 2001- Present *Executive Managing Director*

Asset Manager

1 Park Avenue - 936,000 rentable square foot building,

Repositioned building by negotiating a new 30-year lease for NYU Langone Medical Center for 419,813 square feet (approximately 250,000 square feet of new space and approximately 190,000 square feet of existing space). Because of this long term and amount of space, NYU Langone Medical Center will be able to eventually buy its space as a condominium unit or buy the entire building. This transaction was determined by Costar to be the 8th largest deal in New York City in 2011.

135 West 50th Street – an 842,513 rentable square foot building

Exclusively represented UBS Realty and Murray Hill Properties in the leasing of 650,000 rentable square feet in the building to the following companies:

248,000 rsf	Time Inc.
220,000 rsf	Alliance Bernstein
86,000 rsf	Alliance Bernstein
52,000 rsf	BDO Seidman
45,000 rsf	Mizuho
28,541 rsf	NBC Universal, Inc.

15 East 26th Street - a 368,000 rentable square foot building

I leased 79,000 rentable square feet to El Al Airlines and Associate Textiles and repositioned building to only accept full floor tenants facilitating the conversion of the building to a residential condominium and office space.

My position as Asset Manager for all three of these buildings included the following skills, etc.:

- Developed asset enhancement and reposition strategies.
- Oversaw technical enhancement of building.
- Created strategic leasing campaigns.
- Worked closely with tenants, their attorneys and brokers to negotiate and orchestrate conclusion of transactions.
- Created reports for equity partners.

Tenant Representative – September 2001-Present

Oversaw entire process of site selection, including:

- Located suitable space for my clients needs
- Creation of space tours
- Preparation of proposals, lease comparisons, and financial comparisons.
- Worked closely with my clients, and their attorneys to negotiate and orchestrate conclusion of transactions.
- Implementation of architects and engineers.
- Represented F. Schumacher in the subleasing of 56,665 rentable square feet at 79 Madison Avenue.
- Represented FiberMedia in the leasing of a 35,000 rentable square foot Data Center in Chappaqua, New York.
- Represented Israel Aircraft Industries International in the renewal of their 21,000 rentable square feet lease at 50 West 23rd Street and their 7,000 rentable square foot lease in Arlington Virginia.
- Represented Graphnet Inc. in their acquisition of 14,000 rentable square foot space in 40 Fulton Street.
- Represented Air France in the subleasing of 14,000 rentable square feet at 142 West 57th Street.
- Represented Thales Fund Management in the subleasing of 14,000 rentable square feet at 140 Broadway.
- Represented Thales Fund Management in the leasing of 7,293 rentable square feet at 140 Broadway.
- Represented Miller & Wrubel in their 8,658 rentable square foot lease at 560 Lexington Avenue.

Investment Sales- September 2001- Present

- Represented The American Musical and Dramatic Academy in the purchase of an 80,000 square foot (four floors) office condominium conversion at 211 West 61st Street.
- Represented the Investor, Cowest, Inc. in the purchase of 227 West 61st Street (a 200,000 square foot building).
- Represented the Investor, CoFinance, Inc. in the purchase of 60,000 square foot, (three floors) office condominium conversion at 211 West 61st Street and then sold the three floors for CoFinance, Inc. to the Gateway School.
- Represented the Investor, CoFinance Inc. in the sale of the approximately 50,000 square foot building at 236 Second Avenue to the Functional Life Achievement School.
- Represented Design and Source Productions Inc. in the purchase of a commercial co-op at 143 West 29th Street.

Commercial Real Estate Mentor

- Oversaw the instruction of three junior salespersons in the art of commercial real estate.

GVA Williams f/k/a

Williams Real Estate Company Inc -1979- 2001

Executive Managing Director – 1979-2001

Asset Manager

- Developed asset enhancement and reposition strategies.
- Oversaw technical enhancement of buildings.
- Created strategic leasing campaigns.
- Worked closely with tenants, their attorneys, and brokers, if any, to negotiate and orchestrate conclusion of transactions.
- Created reports for equity partners.
- Transformed 60 Hudson Street, a 1,000,000 square foot building, into a telecommunication hub of the East Coast and rented more than 800,000 square feet directly to the telecom industry.
- Leased a total of 2,225,000 square feet of space at 1 Park Avenue, 60 Hudson Street and 79 Madison Avenue during difficult real estate market and kept building 100% rented during that period.
- Oversaw the restoration and implemented rental plan to convert 1 Park Avenue and 79 Madison Avenue from small tenant occupancy to major tenant, full floor occupancy.
- Negotiated a 325,000 square foot Ziff Davis Renewal Lease and a 70,865 square foot F. Schumacher renewal lease.
- Leased 650,000 rentable square feet at 810 Seventh Avenue, a 41 story, steel and glass structure.

Tenant Representative – 1979- 2001

Oversaw entire process of site selection, including:

- Preparation of proposals, lease comparison, and financial comparisons.
- Worked closely with my clients, their attorneys and brokers to negotiate and orchestrate conclusion of transactions.
- Implementation of architects and engineers.
- Represented major corporations such as AIG, Sotheby's and Domino Sugar.
- Represented Loews Corporation in the subleasing of 225,000 square feet of its space.
- Represented Magno Sound in the renegotiation of its 80,000 square foot lease.
- Represented The Image Group and creatively convinced a Landlord to convert an old ballroom into television studios for the Image Group's use.
- Represented major telecommunications companies such as Columbia Transmission Communications, FP&L FiberNet and NorthEast Optic Network (NEON) in the national rollout of their telecom networks.
- Represented Women In Need, a non-profit organization, in locating and leasing a "building within a building" for its executive offices and client programs.
- Represented Thales Fund Management in the leasing of 20,000 rentable square feet at 140 Broadway.

Investment Sales-1979-2001

- Represented CBS in the sale of their windowless building, 49 East 52nd Street, to Fisher Brothers, who restored the building to its original architecture, a Vanderbilt mansion for its own use.
- Sold 1829 Park Avenue, a small office building on 129th Street & Park Avenue, to I.M. Peiser, a floor manufacturer, for his offices and showroom.

Attorney/Broker Liaison – 1972-1979

- Formulated leases to reflect terms of transactions.
- Reviewed leases and set up leases on office abstract system.
- Prepared budgets.
- Oversaw a staff of six people in the preparation leases.

EDUCATION

- New York University- Real Estate
- High School of Performing Arts-Dance Award Recipient

LANGUAGES

- English
- Spanish

PROFESSIONAL AFFILIATIONS

- Real Estate Board of New York
- Young Men's/Women's Real Estate Association
- Commercial Real Estate Women

PUBLICATIONS

- The Commercial Observer
“Women in Real Estate”
- Costar “Top Manhattan Office Leases 2011 Publication” –
Honored as the broker representing Murray Hill Properties
on the eighth largest deal in the city; 419,813 rentable square feet to
NYU Langone Medical Center and School of Medicine at 1 Park Avenue
- Real Estate Journal – May 2010 Issue
“Women in Real Estate”
- Real Estate New York – 2007 Issue, as one of the “Women of Influence”
- Real Estate Weekly 2005 Issue, as “One of the Major Dealmakers in New York City”
- Real Estate Forum – January 1993, “Women Standing Out in Commercial Real Estate”