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Brokers who's a matchmaker

Ace Capital Ventures LLC has brokered a lease for an 85-space garage at 211 East 18th Street on behalf of the property's co-op board and Bluewoods Management Corporation, announces Howard Greenberg, Ace's president.

Ace was hired as an exclusive broker to market the property, send out an RFP to prospective parking operators, and advise the co-op board throughout the entire bidding process, which ultimately resulted in a lease agreement with the existing operator, Park-It Management.

"I've specialized in parking facilities throughout my career, so it's easy for me to determine which operators would be

good fit for the property," said Greenberg. "And since the signing tenant pays the broker's commission, there is no downside for the co-op board to work with me. In short, it's a win-win for all parties."

Personality matches are often a deciding factor in the leases of parking facilities, added Greenberg, who has brokered more free-standing garages than any other broker in the history of New York City. "It's like a marriage in which each party will have to live with each other through the lease term," he explained.

"I'm proud to say that parking marriages I broker buck the nation's high divorce rate."