

OFFICE ALPHA

LIQUID INVESTMENT FIRM OCCUPANCY REPORT

NEW YORK | 4Q 2019



**CUSHMAN &
WAKEFIELD**

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EVOLUTION OF A LIQUID INVESTMENT FIRM

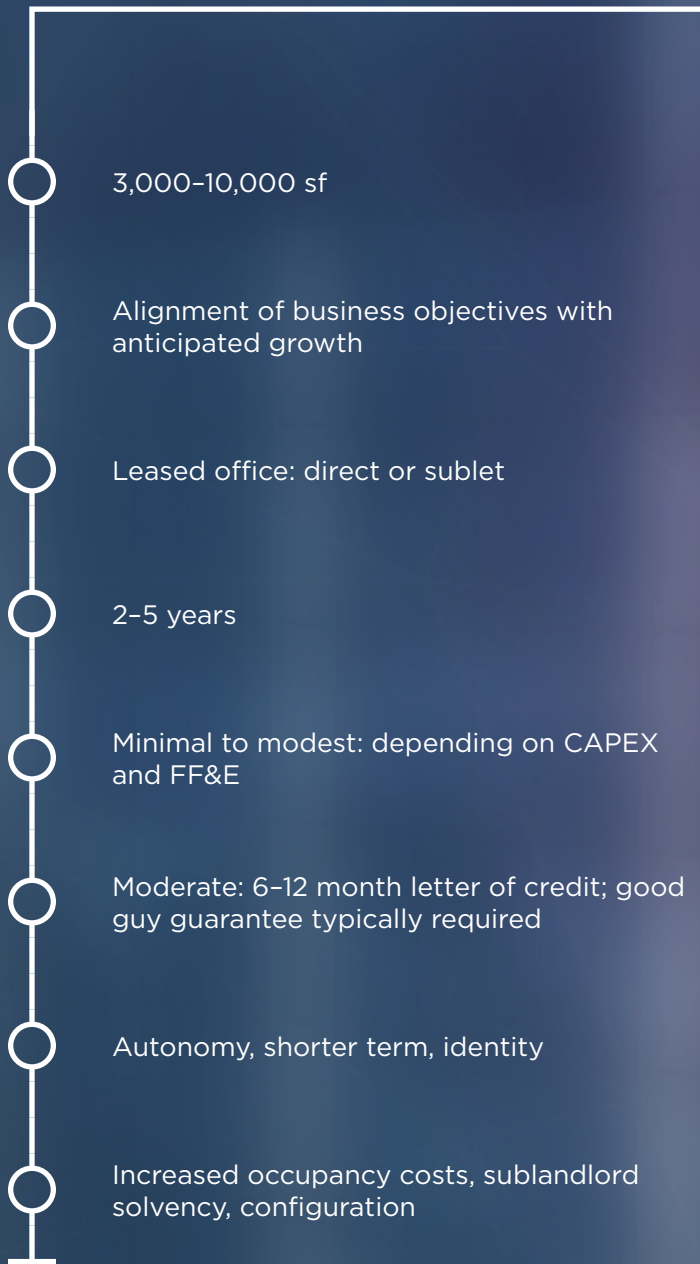
A startup fund is a unique specimen.

From incubator space to an established headquarters, these occupiers have an evolutionary pattern all their own.

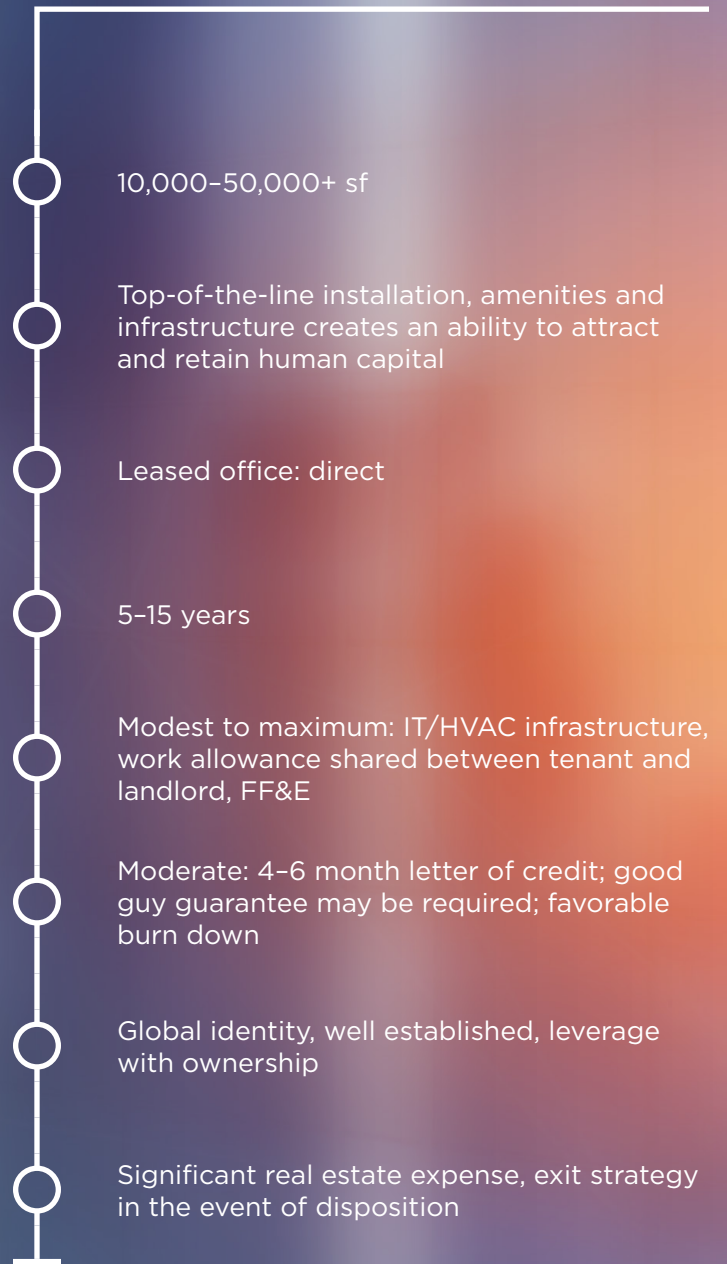
PHASE 1 COWORKING/SHARED/INCUBATOR



PHASE 2 FIRST OFFICE



PHASE 3 ESTABLISHED HEADQUARTERS

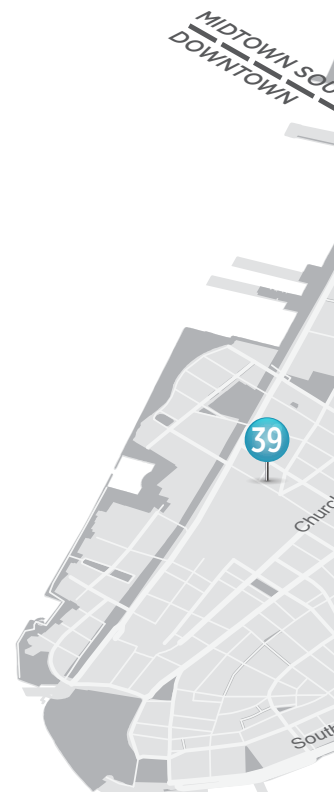


COMPETITIVE LANDSCAPE

SELECT LIST OF LARGEST FUNDS BASED ON AUM

- 1) **452 Fifth Avenue**
Man Group
Tilden Park Capital Management
Varadero Capital
- 2) **880 Third Avenue**
Renaissance Technologies
- 3) **100 Avenue of the Americas**
Two Sigma Investments
- 4) **101 Avenue of the Americas**
Two Sigma Investments
- 5) **399 Park Avenue**
Millennium Management
Brigade Capital Management
- 6) **40 West 57th Street**
Elliott Management
PointState Capital Management
Highbridge Capital Management
- 7) **350 Park Avenue**
Marshall Wace
- 8) **520 Madison Avenue**
Davidson Kempner Capital Management
Element Capital Management
TIG Advisors
Axonic Capital Management
- 9) **425 Park Avenue**
Citadel
- 10) **50 Hudson Yards**
BlackRock
- 11) **1166 Avenue of the Americas**
D. E. Shaw Group
- 12) **315 Park Avenue South**
Winton Capital Management*
- 13) **280 Park Avenue**
Viking Global Investors
BlueMountain Capital Management
Napier Park Global Capital
Triam Partners
Taconic Capital Advisors
- 14) **152 West 57th Street**
CQS
Kingdon Capital Management
Haidar Capital Management
- 15) **1270 Avenue of the Americas**
TCI Fund Management
- 16) **299 Park Avenue**
King Street Capital Management
Bardin Hill Asset Management
- 17) **1633 Broadway**
PIMCO
- 18) **767 Fifth Avenue**
York Capital Management
Perella Weinberg Partners
Glenview Capital Management
Maverick Capital
Reservoir Capital Management
Icahn Enterprises
- 19) **9 West 57th Street**
Sculptor Management*
D1 Capital Partners
Coatue Management
- 20) **55 Hudson Yards**
Third Point
Point72 Asset Management
Engineers Gate
Centiva Capital
Nokota Capital Management
Arosa Capital Management
Healthcor Management
- 21) **610 Broadway**
Anchorage Capital Group
- 22) **500 Park Avenue**
Magnetar Capital
Samlyn Capital
Caxton Associates
- 23) **300 Park Avenue**
GoldenTree Asset Management
- 24) **One Bryant Park**
SRS Investment Management
Marathon Asset Management
- 25) **245 Park Avenue**
Angelo, Gordon & Co.
- 26) **1370 Avenue of the Americas**
Canyon Partners
- 27) **1290 Avenue of the Americas**
SECOR Capital Advisors
- 28) **510 Madison Avenue**
Senator Investment Group
Varde Partners
400 Capital Management
Stone Ridge Asset Management
Chieftain Capital Management
- 29) **375 Park Avenue**
Carlson Capital
EnTrustPermal
- 30) **101 Park Avenue**
Tiger Global Management
Hound Partners
- 31) **787 Eleventh Avenue**
Pershing Square
- 32) **650 Fifth Avenue**
Systematica Investments
WorldQuant
- 33) **590 Madison Avenue**
Brevan Howard
DW Partners
- 34) **1251 Avenue of the Americas**
Waterfall Asset Management
- 35) **1350 Avenue of the Americas**
Cheyne Capital
- 36) **450 Park Avenue**
Steadfast Capital Management
Harbinger Capital
Junto Capital Management
- 37) **410 Park Avenue**
Solus Alternative Asset Management
- 38) **1745 Broadway**
PDT Partners
- 39) **7 World Trade Center**
Capstone Investment Advisors
- 40) **800 Third Avenue**
Graticule Asset Management
- 41) **140 East 45th Street**
Greenlight Capital
- 42) **660 Madison Avenue**
Birch Grove Capital
- 43) **65 East 55th Street**
Eminence Capital
ExodusPoint
- 44) **90 Park Avenue**
Autonomy Capital
Bridger Capital Management
Tenaron Capital Management
Abdiel Capital Management
- 45) **767 Third Avenue**
Rubric Capital Management
- 46) **330 Madison Avenue**
HG Vora Capital Management
- 47) **250 West 55th Street**
Soros Fund Management
Sachem Head Capital Management
Warlander Asset Management
Squarepoint Capital Management
- 48) **499 Park Avenue**
Empyrean Capital Partners
Cantillion Capital Management
- 49) **535 Madison Avenue**
Garda Capital Partners
Gotham Asset Management
Aurelius Capital Management
Melvin Capital Management
Monarch Alternative Capital
- 50) **One Rockefeller Plaza**
Highline Capital Management
- 51) **11 Times Square**
Kecos Capital
Moore Capital Management
SIR Capital Management
- 52) **1095 Avenue of the Americas**
Pine River Capital Management
- 53) **600 Lexington Avenue**
LibreMax Capital
MKP Capital Management
KCL Capital Management
- 54) **777 Third Avenue**
Hudson Bay Capital Management
Medalist Partners
- 55) **475 Fifth Avenue**
Ionic Capital Management
- 56) **527 Madison Avenue**
Long Pond Capital
SkyBridge Capital
- 57) **500 Fifth Avenue**
Hildene Capital Management
- 58) **1177 Avenue of the Americas**
Seer Capital Management
- 59) **15 East 26th Street**
Holocene Advisors
- 60) **126 East 56th Street**
Quest Partners
- 61) **780 Third Avenue**
Tricadia Capital Management
- 62) **405 Lexington Avenue**
Saba Capital Management
- 63) **888 Seventh Avenue**
Tourbillon Capital Partners
Wildcat Capital Management
- 64) **12 East 49th Street**
Argentem Creek Partners
Brave Warrior Advisors
- 65) **666 Fifth Avenue**
Atlantic Investment Management
- 66) **51 Astor Place**
Tudor Investment Corporation
Perceptive Advisors
Maplelane Capital
- 67) **7 Times Square**
TimesSquare Capital Management
- 68) **One Manhattan West**
Pharo Management

*Space on the market for sublease



MOST NOTABLE TRANSACTION OF 4Q 2019

Pharo Management One Manhattan West

One Manhattan West, Brookfield Properties' first ground-up development project within its larger Manhattan West project, has achieved success with some of the largest corporate occupiers in Manhattan, but until recently had seen no commitments from liquid investment firms.

Now completed, the office tower stands 67 stories tall at 995 feet and features the forward-thinking specifications a tenant would expect from modern construction: floor-to-ceiling unobstructed vision glass, virtually column-free floors, multiple on-site amenities, robust infrastructure, high ceilings, and excellent light and views in all directions.

Guillaume Fonkenell's Pharo Management has been a tenant at 1370 Avenue of the Americas since migrating to New York City. Following an expansion that nearly doubled its footprint in the building in 2010, Pharo's lease was set to expire in the fourth quarter of 2020. After an exhaustive search, the global investment firm landed on One Manhattan West, committing to 20,204 sf on the 56th floor—nearly doubling its existing footprint.

Pharo signed a 16-year lease with a base rent of over \$120.00 psf, a substantial tenant improvement package and more than 12 months of free rent.





OFFICE MARKET SNAPSHOT

4Q 2019

At the time of publication, Cushman & Wakefield's Market Research team tracked 14 liquid investment firm transactions this quarter. The breakdown is below:

Midtown

Thirteen leases were executed, accounting for 331,404 sf. The average taking rent was \$101.38 psf, a 4.0% decrease from last quarter. Concessions for new leases averaged five months of free rent and \$109.17 psf in tenant improvement allowance.

Midtown South

No new leasing transactions were tracked.

Downtown

EquityZen's relocation to 30 Broad Street was the only lease transaction that took place Downtown this quarter.

- Relocation
- Expansion
- Renewal

**Financial terms and conditions of these transactions are kept in strictest confidence.*

***Spring Mountain Capital included due to liquid investments.*





BROAD BAY CAPITAL
1330 Ave. of the Americas
Partial 21st floor
4,699 sf

MELODY INVESTMENT ADVISORS
600 Fifth Avenue
Entire 27th floor
7,980 sf

SCHONFELD SECURITIES
590 Madison Avenue
Entire 23rd–24th floors
50,060 sf

SPRING MOUNTAIN CAPITAL
650 Madison Avenue
Entire 20th floor
12,861 sf

SECOR ASSET MANAGEMENT
1290 Ave. of the Americas
Partial 34th floor
7,041 sf

NWI MANAGEMENT
623 Fifth Avenue
Partial 23rd floor
8,400 sf

INVESTEK ASSET MANAGEMENT
65 East 55th Street
Entire 30th floor
15,356 sf

PHARO MANAGEMENT
1 Manhattan West
Partial 56th floor
20,204 sf

OAK HILL ADVISORS
1 Vanderbilt Avenue
Entire 16th floor
45,954 sf

ANGELO GORDON & CO.
245 Park Avenue
Partial 23rd,
Entire 24th–26th floors
138,264 sf

MARINER INVESTMENT GROUP
330 Madison Avenue
Entire 36th floor
9,772 sf

HARBOR CAPITAL LLC
780 Third Avenue
Partial 15th floor
2,446 sf

IN THE SPOTLIGHT

45 Rockefeller Plaza Penthouse

Utilizing the vacancy left behind by Bessemer Trust at 45 Rockefeller Plaza, Tishman Speyer has created one of the most unique spaces available in Manhattan. The landlord re-purposed former mechanical space at the top of the building to create a one-of-a-kind penthouse opportunity with unparalleled 33-foot slab heights and two large usable terraces facing north and south.

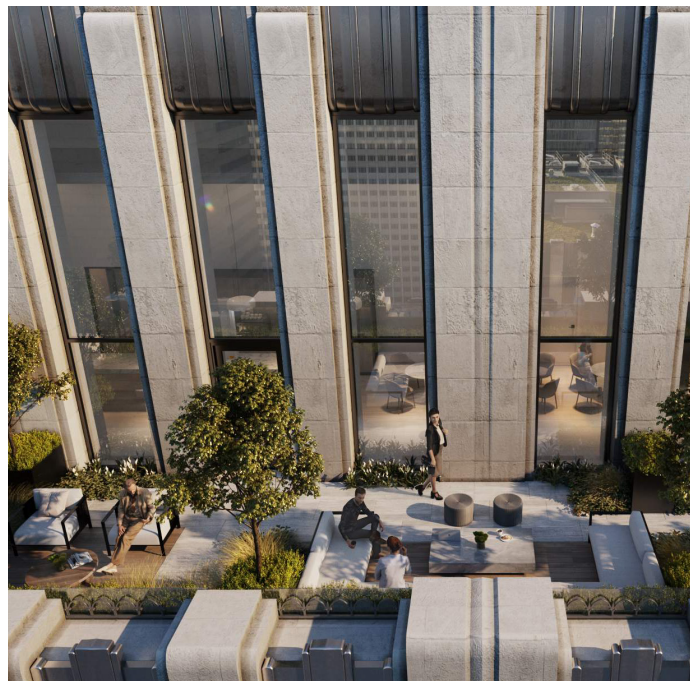
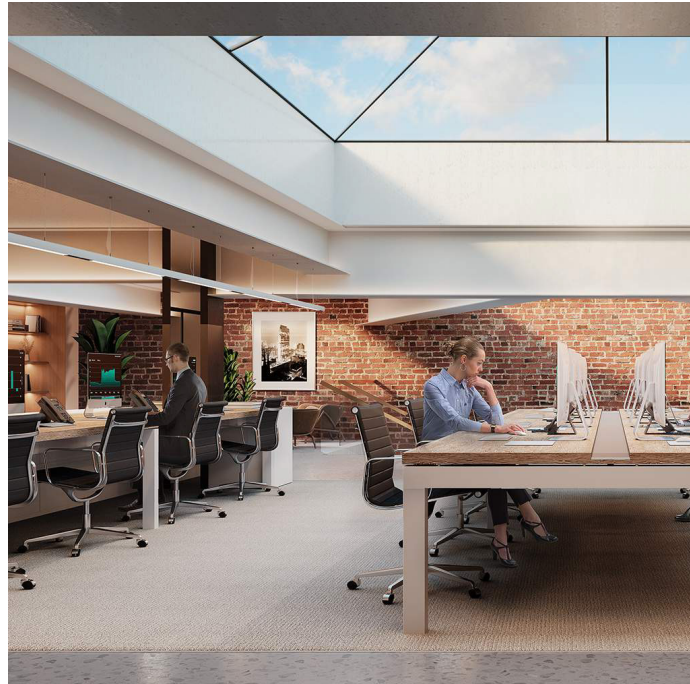
The space will offer spectacular views of St. Patrick's Cathedral, The Rink at Rockefeller Center, Central Park and Downtown Manhattan.

In addition to the space itself, tenants at Rockefeller Center have exclusive access to ZO, Tishman Speyer's suite of amenities that include childcare, fitness and wellness classes, event space, coworking space, and lounges.

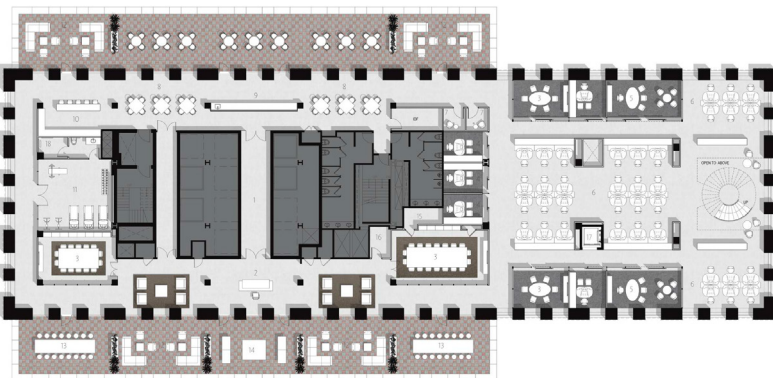
Floors: 40th and 41st mezzanine

Total Size: 26,507 sf

Asking Rent: \$200.00 psf



40th Floor Test Fit | 19,942 sf





IMPORTANT CREDIT CONSIDERATIONS

Key business drivers that owners evaluate when determining security deposit

- GP and LP diversification
- Fund/investment management contract structure
- Investment strategy
- AUM, fee and redemption restrictions
- Number of funds
- Fund performance history
- Number and nature of regulatory issues

Source: Tenant Risk Assessment



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