



Matthew Garcia

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Matthew Garcia has been in the commercial real estate industry for over 16 years. Prior to rejoining Long & Foster Commercial he spent the previous 10 Years in New York City with Besen & Associates, an investment real estate firm. He managed commercial transactions in all parts of the metropolitan New York area, with particular expertise in Manhattan, Brooklyn, and the Bronx. He has directly sourced and closed in excess of \$300M in sales over his career with a diverse track record spanning various multifamily investment properties through strategic and complex development assemblage transactions.

During his first stint with Long & Foster Commercial, he brokered over 40 transactions across all property types, including multifamily, retail, office and industrial. Matt's dedicated, persistent and patient approach combined with his proficient negotiating skills have allowed him to thrive in his first decade and half in the business. Matt graduated from James Madison University in Virginia with a B.A. in Political Science.

Select Closed Transactions

7810 Lee Highway, Falls Church, VA
18,215 SF Retail Shopping Center
\$7,550,000

7537-7677 Centreville Road, Manassas, VA
22,000 SF Retail Shopping Center
\$4,200,000

907 West Broad Street, Falls Church, VA
Freestanding Retail Building
\$1,135,000

360-368 3rd Avenue, New York, NY
5 Building Assemblage transaction with over 115,000 BSF
\$50,000,000

159-161 West 85th Street, New York, NY
5-story walkup building consisting of 20 apartments
\$6,750,000

2172-2174 Amsterdam Avenue, New York, NY
5-story walkup buildings consisting of 28 apartments & 2 stores
\$5,000,000

1412 Zerega Avenue, Bronx, NY
5-story walkup building consisting of 52 apartments & 7 stores
\$4,100,000

2265 Grand Avenue, Bronx, NY
5-story walkup building consisting of 20 apartments & 6 stores
\$3,450,000

663 Dawson Avenue, Bronx, NY (Non-Performing Loan Sale)
4-story walkup building consisting of 14 apartments and 3 stores

1311 A Dolley Madison Blvd, McLean, VA
16,000 SF Office Building
\$5,000,000

711 Kennedy Street NW Washington, DC
2,430 SF Retail Building
\$1,200,000

3900 Kansas Ave NW Washington, DC
Commercial Condo Unit
\$1,150,000

603 West Broad Street, Falls Church
5,760 SF Commercial Building
\$1,950,000

507-511 3rd Avenue & 201-211 East 34th Street New York, NY
5 Building Assemblage transaction with over 125,000 BSF
\$80,000,000

280-282 Nassau Avenue Brooklyn, NY
4-story partially built multifamily property consisting of 21 apartments
\$11,450,000

213 North 7th Street Brooklyn, NY
4 story building comprised of 8 units
\$4,450,000

941-951 Hoe Avenue, Bronx, NY
Retail condo & 55,000 SF parking garage
\$5,000,000

773-781 East 169th Street Bronx, NY
2 Story mixed use property consisting of 13 apartments & 6 stores
\$2,300,000