

## Former Malkin Exec. Forms Real Estate Investment Firm

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The 35-year real estate finance veteran also announced he formed **NHCohen Capital LLC**, an affiliated broker-dealer. The companies are based at 2 Park Ave.

NHCohen Partners will identify opportunities for investors to participate in limited partnerships that provide equity to well-established real estate entrepreneurs for investments in quality real estate. The firm will offer attractive opportunities for types of alternative investments.

NHCohen Capital will be the placement agent for securities offered by NHCohen Partners.

Company officials say:

"Cohen has been involved in the real estate industry for 35 years as a executive vice president of Malkin Securities Corp.

When he started his securities offering of the real estate syndication of Malkin Holdings, LLC, Most of the Mellon portfolio—including the Empire State Building, which was syndicated in 1981—is now part of the publicly traded Empire State Realty Trust.

"More so than ever, there is a pressing need for private equity vehicles through which high-worth individuals and family entities can take part in direct real estate ownership as a means of portfolio diversification," says Cohen. "I am excited to bring my perspective and insight I've been fortunate to acquire over the decades, enable me to help clients meet their individual investment goals, and to work effectively with their registered advisors."

NHCohen Partners will work only with well-established deal sponsors with successful track records, raising equity capital for conservatively leveraged income-producing real estate assets initially at the \$10 million-plus range.

Cohen was former chairman of Bergman Real Estate Group in New Jersey, where he headed the firm's acquisition and finance activities as well as its client advisory services. Previously, he was a vice president of Unicorp American Corp., where he led the analysis and acquisition of Lincoln Savings Bank's \$1.8-billion real estate portfolio.

He also served as vice president of real estate banking firm Eastell Realty (now Eastell Secured), where his clients included Chrysler Corp., Penn Mutual Life Insurance Co., New York State's Urban Development Corp., and the New York City Housing Authority (which built the 1980 Winter Olympics headquarters). As a vice president of real estate syndicator Integrated Resources, Cohen oversaw the acquisition and underwriting of office buildings and shopping centers for pension funds and public fund investors.

Hughes began his career in commercial lending with what is now PNC Morgan Chase Bank, following his graduation from Syntex University. He recently was elected to serve on the Board of Advisors of 5 Stone Green Capital LLC, a real estate investment fund focused on sustainability and the use of clean energy.

Photo: Courtesy of NHCohen Partners

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