

Stribling & Associates Expands to Long Island City

Stribling & Associates have added a Queens resident and real estate expert to their team to expand their presence in Long Island City and western Queens.

Patrick W. Smith, the new development specialist, graduated from Queens College and lives with his family in Long Island City. In his role, he can provide a deep knowledge of the Queens market and experience in the industry including a five-year role as executive vice president at Nancy Packes, a real estate consultancy firm.

"Through my research, sales and marketing skills, I was adding significant value in my former career and I realized that I could scale those skills and add tremendous value to an ever larger group of clients, while working in my favorite borough (Queens) and in my favorite neighborhood (LIC)," he said.

He serves as the exclusive marketing and sales agent for real estate developers on new buildings and represents buyers and sellers as a real estate broker. He also provides pre-development consulting services to real estate developers.

Stribling & Associates, a real estate brokerage firm that specializes in high-end home sales, was founded by Elizabeth F. Stribling (in 1980) and she is the current Chairman. Elizabeth Ann Stribling-Kivlan, is President (and Elizabeth's daughter). Though the firm has not ventured out into Queens before, she said Smith convinced her to expand.

"When Patrick showed me the comprehensive market research he produced for Long Island City, I knew this was an area Stribling really needed to focus on," Stribling-Kivlan said. "You don't see this type of growth anymore, and the beauty of LIC is how much this growth is going to scale in the very near future. I'm thrilled to be working with Patrick on this exciting new endeavor, and to provide our agents and clients with the most substantive LIC luxury data available."



Smith is also the author of "The Long Island City Condominium Report," an extensive look at the condo market in the neighborhood. He analyzed the market from 2006 through 2016 and hopes to publish more analyses with the help of Garrett Derderian, Director of Data & Reporting for Stribling & Associates.

In addition to trying to make the Long Island City real estate market "more transparent" with readily available research, Smith hopes to celebrate the neighborhood's long history while welcoming new residents.

"As someone who has lived in Western Queens since my late teens, I remember LIC's old gems such as Tennisport, the fireworks viewing area near Crab House, all of the industrial and artist activity and even Crossroad Diner on 11th Street and 48th Avenue," he said. "My son attends school in Hunters Point and we live on Jackson Avenue. Through my work in real estate, I hope to honor the neighborhood's history while also forging relationships and memories with all of the new residents and business owners who have put down their own roots in LIC."

Smith, who has spent decades in Queens, said he has witnessed Long Island City transform and become a more family-friendly neighborhood.

"You have more restaurants now, you have significantly more families living in the area than you did 10 or 20 years ago, you have parks, beautiful waterfront parks," he said. "I think there are also a lot of older businesses that remain, which I think really make Long Island City a great place."

He predicts that the real estate market in the area will continue to experience a growth in prices and that as more residents move in more retail and restaurants will follow suit.

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