

## 2015 Year In Review

# What was your most notable project, deal, transaction or professional achievement in 2015?

### Michael Edery



Paradigm  
Commercial  
Real Estate  
LLC

Getting a client \$192.5 million, equal to a 92.5% LTC capital stack, for a 14 facility Skill Nursing Home portfolio purchase.

### Daniel Braff



Sahn Ward  
Coschignano,  
PLLC

We represented a developer in the acquisition of development rights (a/k/a air rights) for a new multi-family building near the Clinton Hill/Bed-Stuy border in Brooklyn. Development rights transfers are expensive and complex, and the large majority take place in Manhattan, and occasionally in higher density areas of Brooklyn and Queens. Our transaction evidenced a clear trend. As prices continue to rise outside of Manhattan, developers will be seeking to make buildings larger through development rights acquisitions that were, up until relatively recently, cost prohibitive.

### Ron Lanzo



AFR  
Furniture  
& Event  
Furnishings,  
Inc.

There were several significant projects this year, but providing the furnishings for The 70<sup>th</sup> Session of The United Nations General Assembly was most significant. We provided all of the privacy panels and walls that created 18 conference rooms. Delegates and dignitaries had the privacy to conduct world business. As Pope Francis graced the UN with his presence, he strolled calmly and securely past our privacy screens.

For full  
responses  
please visit  
[nyrej.com](http://nyrej.com)

### Barbara Champoux



Champoux  
Law Group

Representing the world's largest gem-rating agency in its acquisition and build-out of an additional floor in Extell's iconic International Gem Tower. The deal was unusually complex for an acquisition, and included the acquisition of numerous atypical appurtenant rights, including building naming rights. I was thrilled to be able to bring several CREW New York members into the deal, and pleased to observe that all major transactional roles were played by women: a true commercial real estate rarity.

### Reba Miller



RPMiller  
Realty  
Group Inc.

I had four transactions with 3 different international clients that I have been working with for three decades.

### James Ricca



Forchelli,  
Curto, Deegan,  
Schwartz,  
Mineo &  
Terrana, LLP

Representing a major commercial lender, we negotiated and closed a \$37.25 million first mortgage acquisition loan accompanied by a \$15 million second mortgage construction loan for a commercial/industrial property located in Suffolk County, that was dependent on receiving IDA benefits. The loan was also cross-collateralized by two unencumbered Queens industrial properties.

### Andrew Lieb



Lieb  
at Law, P.C.

Obtaining certification from The Association of Real Estate License Law Officials (ARELLO) for Lieb School, LLC ([liebschool.com](http://liebschool.com)) to launch its online real estate continuing education school.

### Mark Schnurman



Eastern  
Consolidated

My greatest accomplishment this year was the tremendous success of Eastern's new brokers. Our associates generated tremendous deal flow and closings. Quite frankly, their success is nothing short of amazing.

### Ryan Zar



R.E.  
Property  
Group

Our most notable project of 2015 has to be our 3-building Webster Package in Fordham Heights, Bronx. Since purchasing the property in August we have hit every goal in stride by continually turning the property into student housing for the large student community at Fordham University.

### Matt Engel



Langsam  
Property  
Services  
Corp.

In 2015, Langsam completed its task of the turnaround of a 45 building, 1,600-unit package of distressed apartment buildings. The properties had thousands of violations and were essentially written off of ownerships books. In just 11 months, we drastically reduced violations, resolved issues with HPD and community groups and saw the buildings sold for record numbers.

### Lev Mavashev



Alpha  
Realty

I think our most notable achievement in 2015 was the sheer volume of transactions we closed. We are a boutique firm of 4 brokers (including me) and we closed about 30 deals and sold over \$150 million worth of real estate throughout Brooklyn and Manhattan.

### Roger Delisle Jr.



Island  
Associates  
Real Estate  
Inc.

Representing the seller in the development of 6 acres (former Rice Chevrolet) located at 305 Jericho Turnpike Huntington. Competing with aggressive developers and investors differentiating with our clients. The large site was located at the light west of Rte. 110, representing the developers (purchasers) in capitalizing on the location on Jericho with limited frontage. Executing the lease with LA Fitness in the rear, with potential food users in the front to complement their use.

### Jeff Schwartzberg



Premier  
Commercial  
Real Estate

After forming our company only two years ago, we are most proud of having completed the largest industrial sale transaction in Nassau County as well as the largest industrial sale transaction in Suffolk County. The aggregate value of these two transactions was approximately \$23 million and involved 350,000 s/f of buildings. We are also greatly appreciative of the huge level of support and encouragement that we have received from our customers, our clients and the commercial brokerage community, in general. Our business is heavily dependent upon having up-to-date information, as well as maintaining close and personal relationships with the business community, and that cannot occur without the level of support that we have received.

### Joseph Farkas



Metropolitan  
Realty  
Associates  
LLC

Metropolitan Realty Associates LLC in joint venture with long-time equity partner Angelo, Gordon & CO, LP, completed construction of Riverdale Crossing, a two structure, 160,000 s/f outdoor mall anchored by BJ's Wholesale Club. Other national retailers included PETCO, Buffalo Wild Wings, Chipotle, SMASHBURGER, City MD, T-Mobile, Dunkin Donuts, Bank of America and SUBWAY. On October 8, 2015, VanBarten Group LLC purchased the retail center for \$133 million.

### Mark Misto



Avant Capital  
Partners

Every deal is unique and interesting but an \$8.25 million loan secured by a fully leased office building on Bronx Blvd. comes to mind. The tenancy at the property includes social service companies and medical offices that complement the Montifore Wakefield Hospital Campus located four blocks away. The borrower needed to close as soon as possible after signing a Time of the Essence purchase contract. We were able to underwrite and fund the transaction in a time frame that met our borrower's needs.

### Rod Santomassimo



The  
Massimo  
Group

Completion of my second book, *Commercial Real Estate Teams Built to Dominate*, and it becoming the #1 Best Seller of Amazon.com for real estate sales books.

### C. Jaye Berger



Law Offices  
C. Jaye  
Berger

My most significant transaction was drafting a series of retail leases for a client. They are long-term leases, which means what we put in place in 2015 will have a lasting impact in years to come. That is a satisfying feeling. They each also involve renovation work, so the "look" of them will have a lasting effect on the neighborhood. Retail store leasing is robust and will continue. As an attorney who is knowledgeable in both leases and the construction aspect of those leases, these are "fun" assignments. I enjoy helping the parties negotiate all the contracts to ensure a successful outcome and I look forward to working on more of them in 2016.



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