# 30 Under 30 for 2008

The best and the brightest of New York Metro commercial real estate's next generation.



Arthur Alzamora, 29

Senior Staff Engineer Langan Engineering & Environmental Services

Alzamora's notable projects as geotechnical engineer at Langan have included the renovation of the ferry terminal at Ellis Island, renovation of Saint Patrick's Cathedral, Goldman Sachs' upcoming headquarters building at Site 26 in Battery Park City, the post-9/11 shoring up of Federal Hall National Memorial, the rehabilitation of New York City Transit's Roosevelt

Avenue station in Jackson Heights, the Willis Avenue Bridge replacement, Sunset Park High School, the Estate at Kew Gardens Hills and the US Embassy in Moscow. He was selected as a presenter for Langan's 2006 Geotechnical Institute. Alzamora is first vice president for the younger member forum of the American Society of Civil Engineers' Metropolitan Section, and is involved with ASCE's Future Cities Competition, where he works with middle school students.



Director

The Staubach Co.

Among the youngest to be promoted to director in the New York office's history, Berger concentrates on business development, financial analysis, due diligence and transactional support, working on high profile deals with members of Staubach's executive committee. His portfolio of experience totals more than 750,000 sf worth more than \$600 million, including a 100,000-sf lease for Centerline Capital at 1095 Ave. of the Americas and 73,000 sf of space for the

NY State Department of Labor at 75 Varick St. Along with fulfilling his regular responsibilities as a director, Berger provides the weekly market report for the entire office. His updates on done deals, tenants in the market and overall sector activity are considered an integral part of the office's sales and marketing initiatives.



### Eric Brody, 29

Founder and Principal The Brody Group

Brody founded the Brody Group in 2004, and under his leadership, the company has developed, managed and consulted on deals that created 100,000 sf of residential space in Brooklyn and nearly \$150 million in sales. In the works are another 15 projects that will add 227,000 sf of residential space to the borough, including the Atlantic in Boerum Hill, 35 Nevins St., 870 Pacific St., 47 Dean St., 90 1st Pl. and 1195 Ocean Pkwy. Active in a variety of civic orga-

nizations within his native borough, including the Atlantic Avenue Betterment Association, the Brooklyn Philharmonic and the Boerum Hill Association, Brody was in the Corcoran Group's Brooklyn development division before setting out on his own.



#### Jeffrey Buslik, 28

Director

Adams & Co.

The 2005 "rookie of the year" at Adams & Co., Buslik has successfully represented tenants and landlords in leasing more than one million sf in the last three years. Among the more notable transactions were leasing 15,000 for 10 years to Apple Seeds at 1115 Broadway; a 12-year lease of 6,800 sf for Paul & Shark at 79 Madison Ave., a 10-year, 5,000sf deal for Street Brains at 72 Madison; and 7,000 sf in a seven-



year lease for Lily et Cie at 231 W. 39th St. Buslik is also exclusive leasing agent for several properties comprising more than 750,000 sf and recently brought all of the buildings to 100% occupancy.

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Thomas Conoscenti, 27
Project Manager
Downtown Brooklyn
Partnership

"Conoscenti could easily be considered the Brooklyn cartographer these days," the Brooklyn Daily Eagle reported last summer. He produces informative maps highlighting development under way in downtown Brooklyn as part of the job of providing real estate and financial analysis for projects undertaken by the Downtown Brooklyn Partnership. Since joining

the DBP, Conoscenti has proven to be a critical asset to downtown Brooklyn's real estate development community through aggregating, assessing and compiling market data. In 2007, his accomplishments included developing a system for tracking the \$9.6 billion of private investment in downtown Brooklyn and attracting corporate jobs to the neighborhood. He also helped attract Amy Ruth's and Morton's Steakhouse to downtown Brooklyn.

**Gashar Dixon, 28**Chief Acquisition Officer
Anglestone Inc.

In 2005, Dixon, then a sales associate for Massey Knakal, formed what was first known as Angles Realty Ventures. The firm, which changed its name to Anglestone in 2006, specializes in finding value added properties to reposition in the New York City metro area and the Capital Region. Dixon earned his MBA at age 22 and started his real estate career while still in college. He began on the residential side



but moved into commercial real estate soon after coming to New York City, eventually becoming Massey Knakal's territory manager in eastern Queens. A member of several industry associations including the African American Real Estate Professionals on New York, Dixon also teaches for free a course on commercial real estate, held Saturdays at York College of the City University of New York.



**Elad Dror, 26**Director of Residential Assets

The Moinian Group

Put in charge of bringing the Moinian Group's major residential and mixed-use projects to market at a young age, Dror is heading up work on the W Hotel and Residences Downtown, a 58-story, 400,000-sf development. He's also served as project manager on Atelier, a 478-unit condominium

that represents the company's flagship development on the Far West Side, where the Moinian Group remains one of the largest property owners. Dror was responsible for the rapid sale of 283 units at the Downtown Club, a condo conversion from the former home of the Downtown Athletic Club. Along with project management and overseeing sales to both domestic and international markets, Dror also handles partnering with advertising and marketing companies, selecting brand partners and managing project teams.



**David Endelman, 28**Assistant Director
Studley

As a member of Studley's capital transaction group, Endelman worked on the \$136-million sale of New York Law School's Tribeca development site, which won the "Most Ingenious Deal of the Year" plaudit last year from the Real Estate Board of New York. Other significant transactions with Endelman's involvement include the \$314-million sale of 444 Madison Ave. for Realex Capital Corp., the \$160-million sale of 10 UN Plaza for Macklowe Properties, the

\$111.5-million sale of 110 E. 42. St. for SL Green and the \$97-million of 51 Astor Pl. for Cooper Union. Before joining Studley in 2003, he was CEO of a small financial services firm on the campus of Stanford University. Outside of the office, he's active with the Scleroderma Foundation's tri-state chapter and last year raised more sponsorship money for the chapter than anyone else.

# **Dan Fasulo, 29** *Managing Director Real Capital Analytics*

During his time with research firm Real Capital Analytics, Fasulo, who tracks current real estate transactions nationwide, has become one of the most widely quoted financial authorities in real estate. In the past few months, his insights have been cited by The New York Times, the International Herald-Tribune, Business Week, Financial Times and National Public Radio, among others. Fasulo became a principal at RCA two years ago and brings real-life experience along with analytic abilities to the table:



he's also an investor and developer with a portfolio of residential properties in the metro area. Before coming to RCA, Fasulo was head of the market research group for Cushman & Wakefield's New Jersey operations, and prior to that worked as director of marketing and research for GVA Williams.

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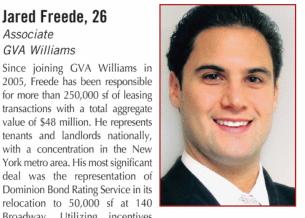
Ted Finnerty, 25 Project Manager Jones Lang LaSalle

Finnerty works with W&M Properties as project manager of the company's \$500 million capital improvement projects for the Empire State Building at 350 Fifth Ave. He spearheads the restoration of the Building's lobby to its original Art Deco grandeur, including the recreation of its gold-leaf and aluminum ceiling mural. Finnerty also oversees a major building-wide "green" renovation to reduce the Empire State Building's carbon footprint

while increasing its energy efficiency. The goal is to have the work at 350 Fifth serve as a template for retrofitting other pre-war buildings throughout the world. Finnerty has received two VIP Awards from Jones Lang LaSalle: for participating in a training exercise in project management functions, and for teaching classes in the use of JLL's proprietary project management software.

#### Jared Freede, 26 Associate GVA Williams

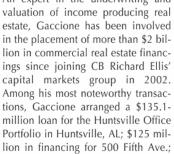
Since joining GVA Williams in 2005, Freede has been responsible for more than 250,000 sf of leasing transactions with a total aggregate value of \$48 million. He represents tenants and landlords nationally, with a concentration in the New York metro area. His most significant deal was the representation of Dominion Bond Rating Service in its



Broadway. Utilizing incentives through lower Manhattan's REAP program, Freede was able to save his client more than \$1 million. Other significant deals include the successful disposition of 22,000 sf on behalf of ASME at 3 Park Ave. Last year, Freede was cited by GVA Williams as associate of the year for his dedication to the firm and to his clients.

#### Jason Gaccione, 29 Vice President

CB Richard Ellis An expert in the underwriting and



and \$115 million in financing for 625 Madison Ave. He was named CBRE's capital markets professional of the year for 2006, and Gaccione and his business partner were the second highest fee grossing originators worldwide for CBRE's capital markets operations in 2007. Gaccione is actively involved with the Tenant in Common Association, the International Council of Shopping Centers, the Young Mortgage Bankers Association and NYU Real Estate Alumni Affairs.

#### Ambika Goel, 25

Vice President—Research Analyst, Retail REITs

At the time of her promotion, Goel was the youngest research analyst/vice president at Citi. She is the firm's primary publishing analyst for 19 retail REITs in the mall, shopping center and triplenet lease REIT subsectors, and is a key contributor to Citi's model domestic and global property portfolios. Goel has developed weekly and quarterly global research reports and analyses that focus on forward-looking invest-



ment for Citi's US-based clientele. In her first year as a publishing analyst, she ranked 17th out of 70 US equity research analysts in stock selection. Goel was part of the real estate research team that Institutional Investor ranked number one in 2004 through 2007, and individually was tied for first place as Greenwich Survey's number one retail REIT analyst.

#### Misha Haghani, 28 Director

Sheldon Good & Co.

After practicing real estate law at Milbank, Tweed, Hadley & McCoy LLP, Haghani moved over to Sheldon Good, where he is now director of the real estate auction house's Northeast division. When he took his current position at Sheldon Good in 2006, Haghani was the youngest director in the company's 43-year history. As a 19year-old undergraduate at

New York University's Stern Business School, Haghani had been the youngest licensed salesperson Sheldon Good ever employed. While at Milbank, Haghani represented the estate of the late Laurance Rockefeller in the 2004 sale of Rockefeller's penthouse apartment at 834 Fifth Ave. to Rupert Murdoch for \$44 million, a record sum at the time. Since his return to Sheldon Good, Haghani has co-originated about \$200 million real estate auction business. Outside the office, Haghani serves on the planning committees of UJA-Federation New York's Young Real Estate, Young Wall Street and Young Lawyers groups, and led efforts to plan the first joint event between all three groups.



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Asim Hamid, 29 Associate The Praedium Group

Since joining the Praedium Group in 2005 as an analyst, Hamid has underwritten and acquired \$550 million in real estate properties, including 7,500 multifamily units and 635,000 sf of commercial space on behalf of the firm's commingled real estate private equity fund. Responsible for analysis, due diligence and transaction execution for Praedium, Hamid has acquired more than \$200 million in real estate assets throughout the New York metro

area. Before joining the Praedium Group, Hamid worked at Affirmative Equities Co., where he was involved in the underwriting and analysis of multifamily acquisitions primarily in the Southeast and the New York region. He is actively involved with the Young Real Estate Professionals of New York and an active member of Urban Land Institute and the Newark Regional Business Partnership.

#### Russel Helbling, 26

Director of Corporate Retail Services Breslin Realty

After Helbling worked just one year as a sales associate, Breslin pro-



bilities include the strategic market expansion of Starbucks Coffee Co. on Long Island. The coffee house giant plans on opening 12 new stores there in 2008 and the same number in 2009. Helbling is currently negotiating 20 deals for the company. Helbling plans events with the real estate division of the UJA-Federation New York with the hope of raising awareness and donations for Israel. Helbling is also an active member and volunteer in Taglit-



Britt Hoh, 29 Real Estate Associate Winston & Strawn

LLP

At Winston & Strawn's New York real estate department, Hoh's practice focuses primarily on complex real estate finance transactions, including permanent loans for securitization, bridge/mezzanine loans and loans for placement in



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the commercial real estate CDO market. Having graduated from NYU Law School only five years ago, Hoh has already become one of the leaders in her firm's real estate department. She has represented major lending institutions in a variety of financing transactions for multifamily projects, shopping centers, hotels, office buildings and condominiums. The list of clients Hoh has amassed includes Barclays Capital Real Estate Inc., Wachovia Bank National Association, Deutche Bank Mortgage Capital, Merrill Lunch Mortgage Lending and Credit Suisse/Column Financial. Some of her more impressive recent deals have been a \$130-million floating rate financing a synthetic condominium at 717 Fifth Ave., a \$110 million-plus multi-property mortgage loan and a \$14.5-million mezzanine construction loan.

#### Jeremy Keenan, 29

Associate Jones Day

Keenan has represented the Townsend Group, forming two real estate co-investment funds totally \$1 billion and continues to represent the funds in their investments. He represented JPMorgan Chase in a real estate portfolio sale of \$460 million, Jefferies Finance on a \$39-million loan to a trucking company and Regeneron Pharmaceuticals in its

260,000-sf lease in Tarrytown, NY. Currently he's lead counsel on the confi-



dential sale of a hotel in California. Last year Keenan was recognized within Jones Day for his pro bono efforts with the Bronx Preparatory Charter School and the East Harlem School. When he is not creating relationships with clients, Keenan can be found backpacking, rock climbing, skiing or playing tennis.

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#### Haley Klein, 28

Director Cushman & Wakefield

Haley has been climbing the commercial real estate ladder since she was 19 years old. She was the Cushman & Wakefield top producing associate in New York City in 2006, promoted to associate director in 2007 and promoted to director this



year. In 2006, she received the SL Green Most Creative Deal of the Year. Klein represented CementWorks in a 35,000-sf lease at 162 Fifth Ave. most recently. She represented National Financial Partners in a 99,000-sf lease at 340 Madison Ave. In one of the biggest deals of 2006, Klein was a member of the C&W team that secured the 150,000-sf lease at 245 Park Ave. for Major League Baseball. In her free time she is on the Young Friends Committee of the American Heart Association and leads C&W's participation in the annual AHA walk. She also serves on the committee for the New York Historical Society's annual gala.

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Joseph Koicim, 25
Associate
Marcus & Millichan Real Estate

Marcus & Millichap Real Estate Investment Services

As of this writing, Koicim has sold more than 40 properties in his career, selling more than \$275 million worth of investment properties in his short time with the business. He sold an eight-building portfolio in the Bronx, a \$13-million upper Manhattan four-building package and a \$17-million Midtown West portfolio. In his first year as

an agent he earned the Rookie of the Year award and a Sales Achievement Award in 2007 he earned the Sales Achievement Award. As of now he is the youngest top performing agent in Marcus and Millichap's Manhattan office and the entire Northeast region. The Hinman CEO program at the University of Maryland has recognized Koicim as a leading entrepreneur. Koicim is a member of the National Realty Club, the Real Estate Board of New York and the Young Real Estate Professionals of NY. Koicim involves himself in many charities such as the Cystic Fibrosis Foundation, Turn the Corner (which helps fight Lyme disease) and many others.



Spencer Levine, 26 Project Manager R.A.L. Cos. & Affiliates

More than two million sf of mixed-use space and more than 30 acres of commercial land-scape design have been the result of Levine's architectural design and construction management. He has also

helped with master planning, urban design, landscape design and installation of more than 250 acres of land area. For his first assignment in his new position at R.A.L., Levine was involved with Tower 270, a 400,000-sf mixed-use development in lower Manhattan, where he designed residential spaces and implemented tenant improvement build-outs for the office component. Also, Levine is involved with the \$15.5-million renovation and revitalization of the 7.5-acre Parkwood Sports Complex of the Great Neck Park District of Long Island. This will be the first rehabilitation for the park.

#### Jordan Mandel, 29 Vice President

UGL Equis

UGL Equis recruited Mandel for its New York office after he successfully ran his own team at CB Richard Ellis. Since then, Mandel has generated more than \$1.5 million in gross revenue while representing tenants such as Jams Inc. and Raymond James. He also manages the firm's New York office, runs a training program for junior brokers and spear-



# GVA Williams is pleased to congratulate



### **Jared Freede**

for being selected as one of Real Estate New York's

30 Under 30

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heads the office's research services. Mandel has received many awards in the past few years, including the Real Estate Board of New York's Most Promising Salesperson of the Year in 2003 and the Charlie Award from the Schusterman Foundation for Philanthropic Work in 2006 and 2008. Mandel focuses on working to retain tenants who may fear they're being priced out of New York City.



Michael Mandel, 25
Associate
Grubb & Ellis

Mandel has made quite an impact in such a short time in the business. After starting at Grubb & Ellis in October 2006, he provided tenant and owner representation, strategic and portfolio planning, and location and market analysis. He closed his first sourced deal after just three months at the company. Later the firm selected him out of 200 other associates from 130

offices as the National Rookie of the year. David Arena, president of Grubb & Ellis' New York region, selected Mandel to lead sales/marketing for Deep Run Corporate Campus, a \$1.5-billion project. Mandel founded and presides over the Jewish Entrepreneurs Organization. He is part of Grubb's mentoring program, a member of the Young Real Estate Professionals of New York, a member of the Babson College Young Alumni Development Committee and a member of JCorps—a volunteer organization that focuses on homeless and hungry people.

#### Anna McGivaren, 29

Assistant Vice President Cronheim Mortgage Corp.

Since 2004, McGivaren has closed more than \$1 billion in financing in 80 deals. In New York, she closed the sale of a nearly \$43 million Long Island retail asset on the last day of its 1031, did a \$90-million refinancing of upstate New York power center using a partial rate lock to minimize defeasance costs, arranged permanent financing backed by an LOC during the construction of a retail asset on Long Island and execut-



ed the \$38.7-million refinancing of a multi-story movie theater and retail development on the Whitestone Expressway in Queens. McGivaren is a young leader of the Urban Land Institute and an associate member of the International Council of Shopping Centers.

#### Adam Mermelstein, 29

Principal

TreeTop Development, LLC

Mermelstein formed TreeTop Development with high school friend Azi Mandel in 2005. The company focuses on the condominium and rental property business in urban centers of both New York and New Jersey. Mermelstein jumped into real estate follow-



We congratulate our colleague

#### Beth Rosen

on her selection as one of Real Estate New York's 30 under 30.

We wish you continued success.



#### ROBERT K. FUTTERMAN & ASSOCIATES

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Membership is \$425 for the year, running on a calendar basis. Membership benefits include:

- savings on each of the 19 luncheons offered by the club each year [just \$45pp for members];
- invitations to "Members Only" Cocktail events;
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- a directory of the entire membership sent at least each quarter by email.

For a membership application or a schedule of events please email us at cleanlists@mindspring.com



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ing his graduation from Yeshiva University and by 2001 had acquired a portfolio of 600 rental units. At present the company has nearly 10 residential properties in the works throughout the New York metro area.



Beth Rosen, 29 Senior Director Robert K. Futterman & Associates

Rosen started at Robert K. Futterman in 2001 and quickly moved up the ranks by demonstrating her commitment and knowledge of her clients and markets. She specializes in retail leasing for landlords and tenants. In 2007 Rosen arranged 48,000 sf of retail lease transactions that were worth more than \$84.6 million. These deals involved luxury and upscale retailers such as J. Crew at 1035 Madison Ave., Brooks Brothers at 1930 Broadway, Tumi at 1100 Madison and 67 Wall St., Free People at 79 Fifth Ave.,

Madewell at 486 Broadway and John Vavatos at 315 Bowery. She is involved with both REBNY and the International Council of Shopping Centers.

# Robert Shapiro, 28

Senior Director of Sales Massey Knakal Realty Services

As captain, Shapiro led the Massey Knakal soccer team to three championships, but his prowess in leadership positions doesn't end there. In the last five years Shapiro has sold more development sites north of 145th Street than any other broker. He sold one property for nearly \$20 million in Washington Heights, which was one of the highest prices ever paid in northern Manhattan. Currently he's marketing more than \$100 million worth of investment property. Massey Knakal made Shapiro one of its coaches for incoming agents looking for tips and pointers. He has guest spoken at New York University and REBNY



events. His company has honored him with in-house awards: the Richard Marcinko Award for tenacity, loyalty and single-mindedness; the Steven Spinola Award for outstanding business development and goodwill promotion in three consecutive years; and the Harry Macklowe Award for salesperson of the year in the northern Manhattan/Bronx/Westchester division.

### **Dalan Management** congratulates **Daniel Wrublin** on being selected for Real Estate New York's **30 under 30**



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#### 12th Annual Honors Event

Join us in celebrating our 2008 Honorees:

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- NYC Department of Design and Construction
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- MAXINNE LEIGHTON Principal,
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Robert Singer, 27
Associate Director,
Acquisitions & Development

Time Equities Inc.
Singer helped win the Bush Terminal and 1.5 million-sf Federal Building #2

requests for proposal from the New York City Economic Development Corp. In addition to Singer's duties as associate director at Time Equities, he also serves as budget manager for a -condo and as the asset manager for an

lower Manhattan luxury hotel-condo and as the asset manager for an artist and light industrial building loft in Long Island City. He manages other buildings in West Palm Beach, FL and Boynton Beach, FL as well. Singer has brought his previous involvement in government and politics to bear in his current profession, focusing on projects that require public/private cooperation.



Seth Weissman, 24

Managing Partner

Catalytic Property Group

Weissman co-founded Catalytic

Property Group, an investment
firm, at the end of 2007. Before
starting the company, Weissman
worked as an underwriter at

Perry Capital, a \$14-billion multi-strategy hedge fund. There he was responsible for transactions worth \$350 million and representing two million sf of office, multi-family, hospitality and retail space. Weissman stays active on the national board of the Gay & Lesbian Victory Fund and on the Young Friends of Mount Sinai committee as well as belonging to the Wharton Alumni Network and Wharton Real Estate Club.



## **Daniel Wrublin, 26** *President*

Dalan Management Associates, Inc.

Wrublin founded Dalan Management a little more than three years ago. Since then the company has blossomed from 15 residential units in one building to 750 residential units in 30 buildings in

Washington Heights, Brooklyn, the Bronx and Chelsea. The company also has three commercial buildings in Chelsea. Wrublin is a member of both REAL NY and the Asset Management Roundtable, has volunteered for Ronald McDonald House and has helped build houses for Habitat for Humanity. Now Wrublin, working with the City Planning Commission and councilman Miguel Martinez, aims to rezone an unsafe school zone in Fort Tryon Park. —RENY



#### **UPCOMING EVENTS**

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April 8 - Program TBA
May 13 - Tony Coscia, Port Authority of NY & NJ
June 10 - Peter Linnemann, Ph.D.,
Linneman Associates
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For event details, please go to www.rela.org or call 212-692-9379.



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