

19
89 | **OVER**
TWENTY
FIVE
YEARS



2017 Women in Professional Services: Nina Rokat of Olshan Frome Wolosky LLP

May 16, 2017 - Spotlights

Nina Rokat,
Olshan Frome Wolosky LLP

Name: Nina Rokat

Title: Co-Administrative Partner and Partner in Real Estate Practice Group

Company Name: Olshan Frome Wolosky LLP

Years in real estate: 19

What real estate associations or organizations are you a member of? WX New York Women Executives in Real Estate, International Council of Shopping Centers, Urban Land Institute

How have you navigated obstacles to achieve success in your career? I have certainly faced a few obstacles in my career, especially early on. Among them was being one of the few women launching a career involved in the commercial real estate sector nineteen years ago, as across the board it was a male dominated industry. The bar to success was high, and I was typically the only woman present at deal closings, which could feel intimidating. But, I navigated this and other obstacles through being the hardest worker in the room and the best prepared. Being consistent in my performance earned the confidence of clients and colleagues and helped to establish my place in the industry.

How do you play your strengths to your advantage in your career? Personal strengths including, tenacity, grit, and a drive to succeed combined with professional strengths, including business acumen, in-depth knowledge of real estate law and the commercial real estate market, and strong client skills have served me well throughout my career. I've consistently stepped up to the plate to accept the most challenging projects and put in 100% all of the time, which has earned me the trust and respect of colleagues and clients. Persistence, insight and lots of late nights have paid off.

What trends are you seeing so far this year? Foreign investors continue to be strong in the luxury commercial and residential markets given concerns around European and global stability overall. High-end retailers, hotels, luxury chains and investors are seeking economic stability and perceive New York to be the right market for continued investment. With interest rates making a slow creep, investors are pushing to close deals in a more favorable market. Also, we're seeing increased market penetration deeper into all five boroughs as development increases in these areas and residents demand mid to high end luxury goods and services.

What do you do for fun? I love to share a meal with friends, family, colleagues and clients,

and dining out in New York is my greatest enjoyment. A number of my clients are restaurateurs and I relish experiencing the fruit of my hard work and our collaboration at work in their restaurants. I have many favorite places, and so many more on my list to try. When you work as hard as we do in the real estate industry, there is nothing more satisfying at the end of the day.

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