



Year in Review 2018: David Zandi, Capell Barnett Matalon & Schoenfeld, LLP

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Name & Title: David Zandi, Associate

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What was your most notable project, deal, transaction or professional achievement in 2018?

The complex sale of a funeral home has been particularly memorable. I never went to law school thinking I would be buying crypts, exporting ashes, and disposing of embalming chemicals. But after 16 months of being in contract and four adjourned closings, we finally got the deal done and the client couldn't be happier.

What market trend(s) will impact your industry in 2019?

I expect climbing interest rates to heavily affect the number of commercial refinances I handle in 2019. Conversely, I hope the news regarding Amazon's HQ2 will continue to spur investment, growth and development not just in Long Island City but throughout Western and Central Queens.

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