



## **Richard Maltz, Alex Elezaj, Sue Boyle and Nate Lowy discuss the NYREJ's 30th Anniversary**

July 30, 2019 - Spotlights

Richard Maltz

Richard Maltz, CEO, Maltz Auctions

What year did you discover the NYREJ and how has been a benefit to you and/or your business? I can't pinpoint the exact year, but we've had a long and fruitful relationship with NYREJ for quite some time. The coverage Maltz Auctions has received over the years has been greatly appreciated. Which NYREJ article has been the most memorable for you or your firm? I know my father would be proud that his legacy continues and for that reason I've picked "Company of the Month: Maltz Auctions continues success under leadership of Richard Maltz, son of founder" as my favorite. <http://nyrej.com/company-of-the-month-maltz-auctions-continues-success-under-leadership-of-richard-maltz-son-of-founder>

What kept you up at night in 1989 and what keeps you up at night in 2019? The only thing I can remember about 1989 is having been obsessed with Little League so suffice it to say what's on my mind in 2019 is quite different. Now, the safety, happiness, and success of my family—and my employees who basically are family since I've known them my entire life—are what keeps me up at night.

Which monthly features or spotlights are your favorite? I look forward to reading about the Spotlight: Projects of the Month when I receive the link to the online version of NYREJ.

Alex Elezaj

Alex Elezaj, Managing Partner, Black Mountain Capital

What year did you discover the NYREJ and how has been a benefit to you and/or your business? It seems like a lifetime ago, but NYREJ is a very valuable tool and helps keep my finger on the pulse of what's happening in the exciting and fast-paced world of New York real estate with its many power players and deals.

Which NYREJ article has been the most memorable for you or your firm? I truly enjoy almost every issue!

Which monthly features or spotlights are your favorite? The ones that features me of course!  
What kept you up at night in 1989 and what keeps you up at night in 2019? Jeez, I think I was more worried about getting through homework in middle school at the time versus hoping that the interest rate market continues to stay favorable.

Sue Boyle

Sue Boyle, Senior Consultant, GEI and Executive Director, NYC Brownfield Partnership

Which monthly features or spotlights are your favorite? Any special section that features women in real estate, building services, construction services, environmental services, etc. And, any section that asks about philanthropic efforts—gives me a chance to talk about the NYC Brownfield Partnership Scholarship! Also, the Brownfield Coalition of the Northeast Scholarship, the Licensed Site Remediation Professionals Association Scholarship and the Society of Women Environmental Professionals Scholarship.

What kept you up at night in 1989 and what keeps you up at night in 2019? What is keeping me up in 2019 is figuring out how to reach and how to attract the next generation, and the next, next generation into professional organizations and leadership roles for continued viability of the groups. Hence, the interest (partly) in being able to promote the scholarships to reach students as they become recent graduates. Also keeping me up is how to add diversified speakers—especially women—on panels at real estate, redevelopment, and environmental conferences and workshops. What kept me up in 1989? Lawsuits, being hung in effigy, being yelled at during public meetings, and being escorted onto properties by the state police. At the time I was trying to find locations for new, privately-owned hazardous waste management and disposal facilities.

Nate Lowy

Nate Lowy, Founder /CEO, Juniper Capital Group

What year did you discover the NYREJ and how has been a benefit to you and/or your business? I started reading NYREJ when I got my first real estate job in NYC. It has been an invaluable tool that I look forward to reading both online and in print to keep me up to speed on what is happening in the industry and what borrowers, lenders and my competitors are all doing. I make NYREJ mandatory reading for all my staff and we often discuss articles at our staff meetings.

Which monthly features or spotlights are your favorite? I have to say I really like to see articles that spotlight many of “Leaders and Rising Stars” in the industry and also articles that spotlight my own company and our deals!

What kept you up at night in 1989 and what keeps you up at night in 2019? I was pretty young in 1989, so probably my next candy fix. In 2019, what keeps me up is the Federal rate hike. Regardless of where the rents or expenses shake out, ultimately if there is no spread between

interest rates and cap rates, real estate can't transact.

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