



Swain Weiner, Massey Knakal Realty Services

December 14, 2010 - Spotlights

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What was your greatest professional accomplishment in 2010?

Even during these difficult times, I have a strong sense of pride and accomplishment that I adhered to the same business principals and procedures that have helped to make me successful. I simply followed the advice of the leaders in our industry; continue to work with the same intensity and business plan that was followed in 2008.

What was your most notable project, deal or transaction in 2010?

I am extremely proud of the sale that I handled at 37-05 90th St., Jackson Heights. It consisted of 49 units and 7 stores. Both the buyer and seller wanted to complete the transaction but there seemed to be obstacles at every turn. In the end, both parties trusted me and listened to my advice and it worked out for everyone.

What predictions do you have for commercial real estate in 2011?

I think the marketplace will pick up momentum. Especially with the banks in a better position to lend, we will see strong single digit increases in velocity.

What are some of your New Year's Resolutions?

I learned a lot about myself during the past year. I will continue to remain as focused as I can be and be sure to always ask the tough questions.