



John Maganani of Daniel Gale Sotheby's International Realty

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What are your predictions for commercial real estate in 2012?

It was something of a stop start year in 2011, with more leasing than sales, but the last quarter showed a general increase in activity that will carry us into 2012. As evidenced by Black Friday, there is a pent up demand to buy things in this country, including real estate. People are more ready to buy and invest and I expect to see positive turnover in commercial properties, and more transactions. The new year should bring more of a balance between purchase and lease transactions, which is good for the economy.

What was your greatest professional accomplishment in 2011?

Helping my clients navigate this complex real estate market and complete transactions that benefit their business plans or investment strategies gives me great personal and professional satisfaction. Doing right by my clients and helping them achieve their goals, whether they're buying, selling or leasing, represents the highest level of achievement for me.

What was your most notable project, deal or transaction in 2011?

I closed the sale of 416 Main Street in Port Washington, a 3,100 s/f office building, now home to the Nicolas Center for Autism and the Spectrum Designs Foundation, two non-profit organizations that offer a variety of services, including instruction in social and communications skills and employment opportunities for autistic teens and young adults. One in every 110 children is diagnosed with autism. Spectrum Designs produces a clothing and accessories line that features artwork and designs created by individuals with special needs.

What are your resolutions for 2012?

As director of Daniel Gale Sotheby's International Realty's Commercial Division, continue to grow our commercial division with a goal to have at least one experienced commercial agent in every one of Daniel Gale Sotheby's 21 sales offices spanning Long Island's North Shore. A secondary goal is to further establish Daniel Gale Sotheby's reputation as a full service real estate company that delivers a full array of services, from residential real estate brokerage, rentals, and relocation to commercial services.