



2017 Year in Review: Joseph Fingerman, Signature Bank

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Name & Title: Joseph Fingerman, Group Director – SVP – Commercial Real Estate Lending

Company Name: Signature Bank

Address: 68 South Service Road, Melville, NY 11747

Who or what contributed to your success in 2017 and why?

Signature Bank Commercial Real Estate had another banner year in 2017. This is because of our loyal base of clients and brokers who continue to value our role as their primary bank in a crowded marketplace. Our ability to close transactions quickly and as promised sets us apart from the market. We are confident in our ability to remain the go-to bank in the New York metropolitan area for multifamily, office and retail real estate clients.

What trends will impact your business in 2018?

We are seeing a slowdown in multifamily sales, we have concerns about certain segments of the retail market and are living in an increased regulatory environment. We continue to monitor each of these items closely but are confident that our clients will all succeed in the coming year.

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