



## Year in Review 2018: Michael Edery, Paradigm Commercial Real Estate LLC

December 18, 2018 - Spotlights

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

Gosh, all my deals are noteworthy, it means my clients didn't fire me yet...that's something, no? I guess doing a nine figure CRE portfolio for a client, some buildings of which represent the 3rd time I am financing it

What was the best decision that you made in 2018 and how did it impact your business?

The best decision was probably to bring in my son Adrian. He must have had a grandparent somewhere with an unbelievable work ethic, because this kid doesn't stop for anything. Not lunch, not coffee, and certainly not to schmooze. He has an enormous pipeline—construction, retail, multifamily, etc, to show for it...I think he thinks he will take over one day...

Who or what contributed to your success in 2018 and why?

Being a religious person, I have to concede that God is all my success. Without Him, I dare not think...Oh wait! You mean which person? Well that would most definitely be my trusted little assistant Rivky.....Gosh, without her getting my back the way she does, and catching all my dumb mistakes, I would probably be knocking on the NYREJ's door looking for work...

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

I literally HATE this question!!! I am always wrong! I am just gonna go with the flow, ride the waves, like they say in Cali, and keep livin' on a prayer, as Jon Bon Jovi says. HAPPY HOLIDAYS!!

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