



## Year in Review 2018: Richard Maltz, Maltz Auctions

December 18, 2018 - Spotlights

Name & Title: Richard Maltz, CEO

Company Name: Maltz Auctions

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

Our firm was retained by a court appointed receiver to market a 27,000 s/f development site in Jamaica, Queens. The site generated interest from prospective bidders from four continents and ultimately sold for \$18.45 million.

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

My best business decision of 2018 was to empower my team to make decisions themselves with our clients' success in mind. All know that I work diligently but you are only as good as those you surround yourself with- and my goal is to be the best in all we do.

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

Rising interest rates are anticipated to lead to an increase in default rates which will ultimately lead to more distressed auction acquisition opportunities.

What was an unexpected event that occurred in 2018, and how did it impact your career or personal life?

Our company's growth continues its uphill trajectory and with that comes incredible business opportunities. We unexpectedly landed possibly the largest sale we've had- potentially more than \$50 million- right here on Long Island-and although it's the holiday season—it's "all hands on deck" to excel—so we may be a bit less focused on the holiday season- but our family's understand.

Do you have any New Year's Resolution(s)?

My goal for 2019 is to continue to be my best self- support my family emotionally and financially- and

to continue to respect and cultivate my team.

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