



Year in Review 2018: Osei Rubie, National Standard Abstract

December 18, 2018 - Spotlights

Name & Title: Osei Rubie, President & Founder

Company Name: National Standard Abstract

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

It is very hard for me to pinpoint one notable transaction in 2018 because of the monumental success that my company has achieved in 2018. However, two of my stand-out achievements in 2018 would have to be the development deal in Brooklyn for Ebenezer Plaza for \$154 million and the development deal for Archer Green in Queens for \$189 million.

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

One of the best decisions that I made in 2018 was the decision to capitalize on the partnership between real estate developers and faith-based organizations by providing title insurance for faith-based organizations. By employing personable and knowledgeable professionals at National Standard Abstract, we were able to not only carve out this niche for NSA but also capitalize on it to the point where we are concluding a banner 2018 year.

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

The rise of Faith-Based Development has been a market trend that began towards the later part of 2018 and will only continue to grow in 2019. By carving out this niche in these development transactions, National Standard Abstract has been able to set themselves apart from other title companies in our market. Our knowledge of navigating the nuances of these specific transactions

has only increased our banner 2018 year. Of the more than \$500 million commercial transactions closed this year over \$274 million of them have been Faith Based Development deals.

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

One of the unexpected events that occurred in 2018 was the momentum of faith-based development deals in 2018. This momentum only pushed myself to capitalize on these faith based development deals, leading in National Standard Abstract closing over \$274 million of faith based development deals in 2018.

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

My New Year's resolution is to reinvest in National Standard Abstract is all aspects including, sales, marketing an staffing.

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