



Omry Azarzar, William Gati, Justin Rostoff, and Neal Dresher discuss NYREJ's 30th Anniversary

July 30, 2019 - Spotlights

Omry Azarzar

Omry Azarzar, Director / Lending Solutions, Cignature Realty Associates Inc.

What year did you discover the NYREJ and how has been a benefit to you and/or your business? 2016. I follow trends and learn about new lenders, borrowers and different players in the commercial real estate industry. It helps me to better understand my competition.

Which NYREJ article has been the most memorable for you or your firm? The first time one of my closings appeared in the NYREJ - 2016.

Which monthly features or spotlights are your favorite? Financial Digest.

What kept you up at night in 1989 and what keeps you up at night in 2019? In 1989 I was 3 years old so I was probably sleeping pretty well every night. In 2019, I have two babies at home so they keep me up, as well as the decisions being made in Albany that affect the real estate and related industries without the benefit of a complete impact study.

William Gati, AIA

William Gati, AIA, Architect, Architecture Studio

What year did you discover the NYREJ and how has been a benefit to you and/or your business? 2006

Which NYREJ article has been the most memorable for you or your firm? My article, "Retail development in Long Island City is not only plausible and possible, but also profitable" that was published March 19, 2019. <https://nyrej.com/retail-development-in-long-island-city-is-not-only-plausible-and-possible-but-also-profitable-by-william-gati>

Which monthly features or spotlights are your favorite? News: Design/Build; New York City; Architectural Spotlight.

What kept you up at night in 1989 and what keeps you up at night in 2019? In 1989 it was the stock market and the economy and in 2019, it is bureaucracy and regulation.

Justin Rostoff, Esq.

Justin Rostoff, Esq., Attorney, Klein Slowik PLLC

What year did you discover the NYREJ and how has been a benefit to you and/or your business? I discovered NYREJ in 2010, in conjunction with the NEREJ as I am from Boston. The NYREJ has greatly benefitted my business by providing real-time market insight and innovations in the local real estate industry.

Which NYREJ article has been the most memorable for you or your firm? The most memorable article is "The Opportunity of Opportunity Zones," which was both my and my firm's first published piece in the NYREJ.

Which monthly features or spotlights are your favorite? The Wizard of OZ.

What kept you up at night in 1989 and what keeps you up at night in 2019? The desire to constantly learn from the expertise of others.

Neal Dresher

Neal Dresher, Principal, Janover, LLC

What year did you discover the NYREJ and how has been a benefit to you and/or your business? Discovered in 2010. The NYREJ is a vital source of information that allows me to converse with my clients and associates about the trends in the New York real estate market.

Which NYREJ article has been the most memorable for you or your firm? Not one in particular, but several of our partners have written tax related articles for NYREJ.

Which monthly features or spotlights are your favorite? I enjoy reading the Executive of the Month.

What kept you up at night in 1989 and what keeps you up at night in 2019? In 1989, there was a real estate depression which led to the formation of the Resolution Trust Company (RTC). The RTC was tasked to liquidate a significant amount of under-water properties at fire sale prices. In 2019, while there are better underwriting procedures, the securitized mortgage market, the relaxing of regulations and shrinking cap rates could produce another real estate bubble.

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