



2019 Women in Real Estate: Julia Wachter, Kramer Levin Naftalis & Frankel LLP

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Name: Julia Wachter

Title: Special Counsel – Real Estate

Company Name: Kramer Levin Naftalis & Frankel LLP

Association/Organization Affiliations (REAL ESTATE ONLY): New York City Bar Association's Cooperative & Condominium Law Committee.

What is your favorite motivational quote?

"Growth and comfort do not co-exist."

What recent project or transaction are you most proud of?

Most recently, I assisted our client CIM Group in structuring a large mixed-use condominium development in DUMBO at 85 Jay St. Upon completion, the project will comprise an entire city block with more than 700 residences, a robust residential amenities program (plus private park) and significant retail space and parking. With my efforts, the client recently launched sales on 408 for-sale individual residential condominium units at the project. I have been involved in this project for more than two years and there is nothing more rewarding than watching a project (and watching our clients watching a project) come to life.

What was one of your biggest accomplishments in the last 12 months?

I have assisted in bringing to market nearly \$2 billion worth of residential new construction condominium inventory; closed a first unit in a condominium project; submitted condominium conversion plans for more than \$1.6 billion in residential condominium inventory; reviewed, consulted and advised on more than a dozen complex commercial condominium structures; and became an active member of my firm's women's initiatives committee. I also gave birth to a baby boy! My biggest accomplishment over the last year has been successfully juggling work commitments while adjusting to life as a family of four with my husband and our two young sons.

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