



2019 Ones to Watch: Ari Tran, Pryor Cashman LLP

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Name: Ari Tran, Esq.

Title: Attorney

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Real estate organizations: New York State Bar Real Property Law Section; New York State Bar Young Lawyers Section; Westchester County Bar Association

What do you consider to be your greatest success in the past 12 months?

I've closed several transactions in the past 12 months that posed unique and challenging issues, but the deal that stands out the most was an acquisition of a development site that was purchased in the midst of ongoing construction. The deal had many moving pieces and required careful negotiation with a host of parties, including the seller, adjacent owners, the existing construction lender, the new construction lender, joint venture partners, the construction manager and contractors. Notwithstanding the complexities involved, the entire transaction was negotiated and closed in just under two months, and the project is now well on its way to successful completion, thanks to the collaborative effort of all parties involved.

Who or what do you attribute to your success?

I have been fortunate to learn under some of the best real estate attorneys that the city has to offer here at Pryor Cashman, some of whom have been practicing for decades and have "seen it all." Each of these mentors has their own unique style, and I have been able to adopt something from each of them, which has helped me to develop my own approach to every deal. The end result has made me a much better advocate for my clients and hopefully a little bit wiser than my years.

What was your favorite thing to do when you were a kid?

Play outside – basketball, football, hockey, anything. I like to think that I have carried some of that competitive energy into adulthood and into my professional career.

?What advice can you offer to someone who is just getting started in your industry?

New York real estate is a fast-paced industry that could be chaotic and a bit overwhelming for someone just entering the business. My advice would be to focus on what is in your control – be

prepared, always double-check your work and make sure to do the small things the right way. As you gain more experience, things will slow down and you will be able to assume greater command and more responsibility. Also, pay attention to aspects of a transaction that are beyond the scope of your delineated duties. This will allow you to develop a broader understanding of each party's interests and will help you down the line to anticipate issues and avoid potential pitfalls.

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