



Houlihan Lawrence Commercial expands with nine new brokers

September 21, 2021 - Front Section

Rye Brook, NY Houlihan Lawrence Commercial continues to expand with nine new brokers joining their staff so far this year. The new brokers are Rob Carinci, Jose Cuartas, Barb Hazelton, Peter Hoffmann, Liza Kotler, Justin LaFalce, Dina Palin, Daniel Rabijs and Debra Tricarico.

Carinci focuses on the sale and leasing of commercial and industrial properties in Westchester and the Bronx.

Cuartas began his real estate career by working in construction and development, hands-on with \$60 million of residential and commercial projects primarily in Greenwich. From project conception and property management to inspections and permitting, he learned how to deliver quality turnkey properties to tenants and owners, and especially how to maximize a property's full space and potential.

Hazelton has been a respected professional in the real estate business since 2009, specializing in the Darien, CT market. She is very much involved in her community, having served on the YMCA Board, as a hockey team manager, past president in 2018 of the Darien Board of Realtors and current member of the Zoning Board of Appeals.

Hoffmann has been a resident of the Hudson Valley for more than 20 years and he has extensive knowledge of the local real estate market. He has a B.A. in Public Policy from Hamilton College.

LaFalce has a wide range of expertise in real estate, including resales, new construction, commercial deals, land acquisition, and working with both buyers and sellers. He was a 2020 Houlihan Lawrence Gold Award Recipient. LaFalce also has an extensive background in the hospitality industry.

Palin has split her time between New York City and the Hudson Valley since 1990. An expert in historical lighting and design, she co-founded and ran Historical Materialism for nearly 20 years, with stores in Soho and Hudson. Palin began her real estate career with a leading boutique agency in Columbia County. She was recently recruited by market leader Houlihan Lawrence to expand the company's reach into Columbia County, and she also covers Dutchess, Ulster and Greene counties.

Rabijs got his start in the real estate business as a rental listing agent in New York City and is now an expert in Westchester County real estate. He studied business in college and the majority of his

experience has been in providing customer service in the sales field.

Tricarico started her real estate career more than 40 years ago in Westchester County. She has been a top producer for market leader Houlihan Lawrence and has received the company's Emerald Award and Platinum Award multiple times since 2005. She is a licensed associate broker in both New York and Connecticut.

"The nine new brokers joining our staff bring a wealth of experience and expertise which is especially important during these challenging times for commercial real estate," said Tom LaPerch, director of the commercial group. "Our brokerage staff now totals 54 and growing."

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