



Ones to Watch Fall 2022: Lucas Schulman, Fisher Brothers

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Lucas Schulman
Associate

What recent project, transaction or accomplishment are you most proud of?

Refinancing Park Avenue Plaza for \$575 million in October 2021. While the asset was 100% leased, BlackRock was vacating and leaving it 77% leased. The vacancy posed challenges, though we re-leased the space quickly. We achieved an optimal level of proceeds below the 10-Year Treasury while Morgan Stanley re-leased the floors.

What is one lesson that you had to learn the hard way?

It's critical to lean on experienced professionals within your organization and/or engage outside parties if something is unclear regardless of the perceived importance or stage of the deal. Distilling the complexity of all information available to you is critical to success; anything short of that is irresponsible and reckless.

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