



2022 Year in Review: James Famularo, Meridian Capital Group

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James Famularo
Retail Leasing President

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2022?

Leasing 771 Ninth Ave. to Urban Pathways, an outreach program and drop-in center for the homeless community. I represented the landlord in the transaction and leased all four floors of Urban Pathways, totaling 13,500 s/f. This transaction was a major 2022 highlight given the positive impact it had on the city and on NYC's overall effort to regulate the rising homeless population.

How has your career path changed in 2022?

As president of Meridian's retail division, I noticed a change in my career path this year with the expansion of our team. Growing our team to ~50 brokers has given me the opportunity to focus on larger and higher-level transactions while continuing to service all our clients throughout the current rise in vacancy levels we're experiencing. The notable transactions, such as the 20,000 s/f Hell's Kitchen restaurant space I leased to Fushimi at 311 West 43rd St., only add to our team's projections of closing over 250 deals this year.

What emerging trends will drive investment and development in 2023? We're still seeing the impact COVID has had on the New York City market. Some of the effects of the pandemic continue to challenge us, like the court systems being backed up, however the never-ending demand for restaurants positively impacts retail leasing and contributes to our growing successes.