



## **2023 Women in CRE: Jennifer Appel, Certilman Balin Adler & Hyman, LLP**

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Jennifer Appel  
Partner, Real Estate Practice Group

What recent project, transaction, or accomplishment are you most proud of? I worked on an attainable housing project which was memorable because the project contained both rental and homeownership elements and required the cooperation and creativity of several layers of government, a primary and a subordinate lender, the developer, the not-for-profit and the seller in order to close. As a transactional attorney, you often work with parties that have competing interests, so it was fulfilling to work collaboratively to bring a much need project to fruition.

What are the most important factors women in your industry should consider with choosing a firm to build their career with? Longevity of the women at the firm. If they have spent their entire career at the firm, it is indicative that women are valued and respected.

Who inspires you the most? What qualities do they possess? Those with a strong and consistent work ethic such as my grandfather who started in the mailroom and retired as Senior VP 50 years later.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? “Jennifer Appel is a partner in our real estate and land use and zoning practice groups. She has more than two decades of experience in numerous commercial and residential real estate transactions. Her clients are sellers, purchasers, borrowers, landlords, tenants and developers. Ms. Appel assists clients in obtaining land use approvals, zone changes, and site plan and zoning board variances. She drafts and negotiates contracts, lease agreements, lease extensions and estoppels certificates for office, retail and ground leases. She is also well-versed in all aspects of Article 78 litigation, and appears in front of a variety of governmental and municipal boards. Her commercial lending experience includes conventional loans, as well as SBA 504 loans, IDA exempt bonds and PILOT agreements. Ms. Appel earned a Bachelor of Arts degree from Ithaca College and a Juris Doctor from Hofstra University School of Law. She is admitted to practice in the state of New York.” - Debra Scala Giokas, Director of Marketing at Certilman Balin Adler & Hyman, LLP.