



## **2024 Ones to Watch Industry Leaders: Gary Pezza, DGN Commercial**

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Gary Pezza  
Chief Commercial Associate

## DGNY Commercial

“Pezza’s leadership sets DGNY Commercial apart from other commercial/residential companies. Formerly a senior director in the Capital Markets Group, Cushman & Wakefield and for NAI Long Island, Pezza founded and was president of East Neck Development, supervising purchasing, development, sales, leasing and marketing of commercial real estate for 30 years.” - Kathleen Caputi, Account Manager at Epoch 5 Public Relations.

In the last 12 months what accomplishment are you most proud of? I am immensely proud to say that DGNY Commercial is the fastest growing commercial real estate brokerage on Long Island. We’ve increased our business by 200%, recruited experienced new brokers to our team, implemented new marketing programs for our clients and increased our list of brokers and investors for even greater exposure. We’ve also launched DGNY Property Management with a portfolio of large office buildings and other properties under our management.

Best books, podcasts, or apps for aspiring leaders: LinkedIn for the most current and varied industry news and trends.

Best advice for new leaders: Communicate regularly with your real estate brokers.

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