



## **Decade Answers: John Maltz**

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John Maltz is the president of Greiner-Maltz, Co. of New York, Inc., Long Island City, N.Y.

What are your predictions for commercial real estate in the new decade?

The past 10 years have seen a rapid change in land use and demand factors for industrial and commercial real estate in the Brooklyn, Queens, and Long Island market. The core experience of Greiner-Maltz has been helping industrial/commercial users find suitable space for their operations.

What was one of your corporate or career highlights of the decade?

Some highlights include: 150,000 s/f lease of a distribution center to The New York Times, the sale of a 140,000 s/f property to the Fujian Trade Center, and the 300,000 s/f sale/lease-back of the Standard Motor Products Headquarters building in Long Island City. Equally valued are the lease and sales of the 2,000 s/f, 5,000 s/f, and 10,000 s/f buildings to small enterprenial companies.