

Small world

By **BERNADETTE STARZEE**

Real estate buyers from China, India, Russia, Turkey and other distant locales are increasingly eyeing residential and commercial properties in the New York area, including Long Island.

Foreign manufacturers, distributors and others see opportunities in expanding their business to Long Island because of the “high-density population,

income, demographics and access to New York City and international airports,” said Michelle Marie Zere, executive vice president of Ronkonkoma-based Zere Real Estate Services, who estimates about a third of her company’s transactions involve an international company.

Zere noted an increase in inquiries regarding leases and purchases from foreign companies in recent months. Last month, Zere Real Estate closed lease deals for 13,500 square feet in Hauppauge for Russian trucking company CCP Transportation and 3,000 square feet in Deer Park for Italian chocolate manufacturer PKT America.

Advancements in technology have helped even the playing field for foreign companies looking for real estate here, she said.

“You can be in Brazil and see properties in New York City or Miami online,” she said.

Zere, who speaks French, Italian and Russian, markets her company’s services to foreign markets by attending events such as international business conferences and consulate networking mixers and visiting economic development offices in foreign countries when she travels.

Chinese immigrants in particular are utilizing the EB-5 Immigrant Investor program, which provides foreign investors who create jobs and increase economic stability with a streamlined process to obtain visas to live here.

According to Kotler, many high-end condo developments in Manhattan are being funded by groups of EB-5 investors.



MICHELLE MARIE ZERE: Advancements in technology have made it easier for foreign investors to buy property here.